



INFORMATICS
INSTITUTE OF
TECHNOLOGY



UNDERGRADUATE COURSE GUIDE

Business School

35 *Years of*
EDUCATIONAL
EXCELLENCE
1990 - 2025

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INFORMATICS
INSTITUTE OF
TECHNOLOGY

INFORMATICS INSTITUTE OF TECHNOLOGY - IIT

With a vision to groom industry ready professionals, IIT - the premier private sector higher education establishment opened its doors in 1990. Over the last 35 years, IIT has built a reputation for high quality teaching by offering industry demanded degree programmes with its partner universities.

Our focus on academic excellence and countless opportunities for extra-curricular activities and skills development has resulted in many of our graduates achieving success in their careers. Our alumni of over 5000 graduates have amazed and inspired us with their achievements at IIT and beyond.

What makes us different is how we prepare you for your future career. The IIT student experience goes beyond the classroom. Our strong links with industry and the training and development that forms part of our courses, will equip you with the knowledge, skills and confidence required for successful and rewarding careers.

We offer you an exciting and vibrant university life through internships, mentoring programmes, extra-curricular activities, such as sports, clubs & societies, local / global competitions and so much more.

We groom the independent minds of tomorrow. With IIT you will discover your own path to future success.





MESSAGE FROM FOUNDER / CHAIRMAN OF INFORMATICS GROUP

For 35 years, the Informatics Institute of Technology (IIT) has been a leader in Sri Lanka's private education sector, shaping the country's higher education landscape. We are committed to providing a world-class education that prepares students for successful careers. IIT offers degrees in collaboration with two top international universities: the University of Westminster and Robert Gordon University. This means our students can earn high-quality, globally recognised degrees right here in Sri Lanka. IIT offers both undergraduate and postgraduate degrees through our specialised schools: The School of Computing and Business School. We also provide Foundation Certificates for those seeking an alternative pathway to their academic journey, allowing a smooth transition to higher education.

At IIT, we believe education is about more than just theory. We focus on practical skills through internships, industry connections, and hands-on learning. Our students also get involved in extracurricular activities like sports, clubs, and competitions, helping them grow both personally and professionally.

Our campuses, including our main location on Ramakrishna Road and others like GP Square and Java Lounge, are equipped with the latest resources for a modern learning experience. The new Spencer Building further supports our growing student body with cutting-edge facilities. By choosing IIT, you're joining a respected institution with a legacy of excellence and a global outlook. We focus on equipping students with the skills and knowledge needed to succeed in today's competitive job market. At IIT, we are dedicated to helping you succeed and make an impact in the world. Join us and take the first step toward building a successful future.

A handwritten signature in white ink on a dark grey background, reading "Gamini Wickramasinghe".

Dr. Gamini Wickramasinghe
Chairman - Informatics Group



MESSAGE FROM GROUP CEO

Choosing IIT for your undergraduate education is an excellent decision that will pave the way for your success. We offer state-of-the-art facilities, a proven track record of delivering “Value for Money,” and a genuine commitment to your personal and professional growth.

However, let’s be clear: earning a degree from a globally recognised institution is not easy. It requires hard work, dedication, and persistence to complete a high-quality academic programme. Many begin this journey, but only those who are determined to succeed will finish. That’s where IIT stands out—we don’t just teach; we ensure you achieve real results.

Our undergraduate programmes are primarily full-time, though we also offer a part-time option for working professionals. You have the flexibility to complete your degree in Sri Lanka or transfer to the university offering your programme if you wish to study abroad. Additionally, our multi-destination pathways allow you to transfer to one of our international partner institutions during your studies.

Don’t wait—seize this opportunity now. Earning a globally recognised degree will be challenging, but it will also be one of the most rewarding achievements of your career.

IIT is here to support you, guide you, and help you succeed. Register today, and let’s build your future together!

Thank you, and I look forward to seeing you thrive.

A handwritten signature in white ink on a dark blue background. The signature is stylized and appears to read 'Mohan Fernando'.

Mohan Fernando
CEO - Informatics Group



MESSAGE FROM THE DEAN OF IIT BUSINESS SCHOOL

“IT has been a leader in Sri Lanka's private education for 35 years and it offers top degrees from renowned universities. Their industry-focused programmes include a one-year industrial training, equipping graduates with real-world experience to excel in their careers.”

Professor
P. S. M.
Gunaratne

**Dean of
IIT Business School**

MEET OUR DEDICATED FACULTY

Our esteemed lecturers are fully committed to guiding you on your academic journey.
Led by:



Mr. Austen
Mascranghe

Head of Business
Department



Dr. Alroy
Mascranghe

Senior Lecturer -
Grade I



Ms.
Abarnaha
Kirupananda

Senior Lecturer -
Grade I,
Course leader,
BSc (Hons) Business
Data Analytics



Ms. Gayashini
Ratnayake

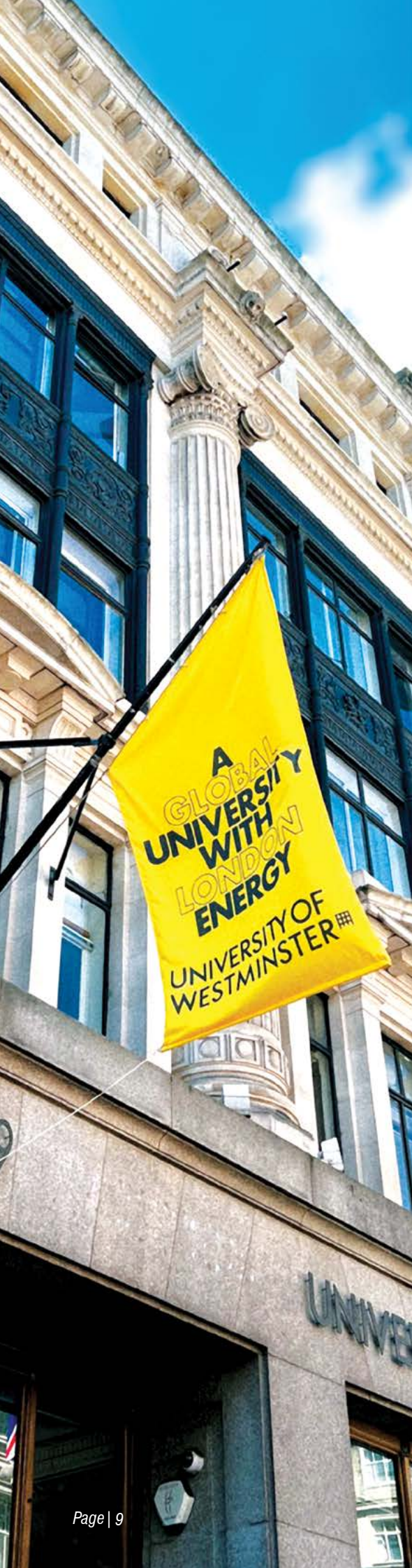
Senior Lecturer -
Grade II, Course Leader,
BA (Hons) Business
Management



Ms. Janice
Abeykoon

Senior Lecturer -
Grade II, Course
Leader, BSc (Hons)
Business Computing

These experts are here to support your growth, providing invaluable mentorship and a rich academic experience as you advance through your undergraduate studies.



OUR ACADEMIC PARTNER

UNIVERSITY OF
WESTMINSTER

UNIVERSITY OF WESTMINSTER, UK

Innovation with Global Impact

Founded 180 years ago as the UK's first polytechnic, the University of Westminster (UoW) has evolved from educating London's working population to becoming a globally recognised institution. Known for its commitment to innovation, employability, and sustainability, UoW empowers students from all backgrounds to succeed.

Embodying "London Energy"

UoW is all about "London Energy" – a dynamic blend of academic excellence and real-world relevance. The university emphasises international connections, employability, and sustainability, creating a vibrant environment that sparks passion and prepares students for the future.

A Diverse Range of Programmes

From Architecture and Computer Science to Business Management and Journalism, UoW offers a wide variety of programmes designed to combine theory with hands-on experience. Whatever your passion, UoW has a path that can lead you to success.

A Truly Global Community

With over 19,000 students from 169+ countries and partnerships with 183 industry leaders, UoW fosters a rich, international community that opens doors to valuable networks and real-world experiences.

Focused on Employability and Sustainability

UoW's courses are designed to equip students with not just knowledge but practical skills for the job market. By aligning academic programmes with industry needs, UoW ensures that its graduates are ready to contribute to sustainable global practices and excel in their careers.

Why Choose UoW?

UoW isn't just about learning—it's about thriving. With a focus on employability, sustainability, and global networking, UoW turns ambition into achievement, making it the perfect choice for those seeking to succeed in today's competitive world.





BA (Hons) Business Management

Course Focus:

The BA (Hons) in Business Management at the University of Westminster blends theory and practice, fostering innovation and leadership. The degree programme has been designed to provide a comprehensive understanding of business operations and strategies for competitive advantage.

Why Pursue This Degree:

Graduates of this degree gain hands-on experience through a work placement and develop a versatile skill set, preparing them to excel in today's competitive job market.

What Will You Learn:

Gain core business management skills alongside expertise in Digital Business, Entrepreneurship, and Marketing to succeed in today's business world. Students will learn through practice by tackling contemporary business issues and problems that develop academic and professional skills. Students are encouraged to explore and analyse situations, ideas and business problems and evaluate business performance in strategy, supply chain, sustainability and global business issues. You can study a wide range of modules such as Strategy, Accounting, Digital Marketing, Sustainability, Digital Analytics, Operations Management, Human Resource Management, and Global Marketing and embark on a widely sought-after career in business management.

Course Modules:

The 4-year BA (Hons) in Business Management blends academic study in the first two years, a third-year industrial placement, and coursework in the final year.

Year 1:

Students study **6 core modules** and earn a **Level 4 qualification (Certificate of Higher Education)**. The focus is on understanding business fundamentals, with modules including:

01 Global Economies and the Business Environment –

Understand business organizations, their structures and governance in a global context.

02 Analytics for Decision Making –

Apply digital skills to make business decisions.

03 Behaviour in Organisations –

Understanding workplace dynamics and leadership.

04 Accounting and Finance for Business –

Basics of accounting and financial management.

05 Marketing for Business Managers –

Understand key marketing strategies and marketing decision-making.

06 Power of Brands –

The role and management of brands in influencing consumer behaviour.

Year 2:

In Year 2 too, students study **6 core modules** and complete a **Level 5 qualification (Diploma of Higher Education)**, delving deeper into business insights. Core modules include:

01 Supply Chain, Operations, and Digital Business –

Understand business processes and supply chain. Managing operational strategic alignment using digital technologies.

02 Management and Leadership for Business –

Effective leadership and team dynamics.

03 Management Decision Making for Business –

Explore decision-making techniques to make business decisions.

04 Sustainable City Economies –

Promoting sustainability in urban economies.

05 Web-enabled Business –

Exploring the dynamics of successfully creating and managing a business on a digital platform.

06 Business Ethics and Corporate Social Responsibility –

Ethical challenges and the importance of corporate social performance when developing products, services and strategies.

Year 3:

Students complete an industrial placement, divided into two parts: Professional Placement Project Part 1 and Part 2. This provides practical skills, enhances employability, and offers opportunities at top organisations, ensuring 100% employability. The Industrial placement year is optional, and students may wish to proceed from Level 5 to Level 6 without completing the Industrial placement year.

Year 4:

In Year 4, students again study **6 core modules** and complete a **Level 6 qualification**, the **BA (Hons) in Business Management**.

01 Strategic Managements –

Overview of a range of strategic management skills, to develop core competencies and manage business successfully to compete in a dynamic business environment.

02 Contemporary Issues in Business Management –

Identify, analyse and critically evaluate a business issue. Develop research skills and analyse business problems.

03 Developing My Professional Identity –

Develop professional skills, identify leadership skills that build successful companies and learn to adapt to different cultural contexts.

04 Digital Analytics –

Explore social media analytics, web analytics, metaverse analytics and business intelligence.

05 Global Marketing Management –

Explores the challenge of managing and positioning brands and brand portfolios in a global marketing environment.

06 Interactive and Digital Marketing –

Develop and create interactive and digital marketing strategies to solve business problems in a dynamic digital environment.

Career Opportunities:

Upon completing the degree, graduates are ready for careers in administration, human resources, communications, merchandising, business development, strategy, research, digital marketing, and operations. They can take on roles like business analyst, brand strategist, digital marketer, global marketing, or entrepreneur, with exciting opportunities in business analytics, and product development, and aspire to become a Chief Operating Officer or Chief Executive Officer one day. IIT has long held strong partnerships with blue-chip companies in the corporate sector, and students will benefit immensely from such industry-wide links. Guest lectures, seminars, workshops and career guidance events are often led by industry experts with years of corporate experience and provide immense value to IIT students as they prepare to embark on internship and graduate employment.

GLOBAL RECOGNITION FOR IIT GRADUATES



University Grants Commission (UGC) Sri Lanka Recognition

Under Public Administration Circular No. 16/92, the University Grants Commission recognises universities listed in respected global publications, such as:

1. Commonwealth Universities Yearbook
2. International Handbook of Universities

Both the University of Westminster and Robert Gordon University are listed in the Commonwealth Universities Yearbook and are officially recognised by the UGC.



British Computer Society (BCS) Accreditation

The BSc (Hons) in Business Computing offered by IIT in collaboration with the University of Westminster, is accredited by BCS, The Chartered Institute for IT. Graduates meet the educational requirements for Chartered IT Professional (CITP) status and are eligible for professional membership with BCS (MBCS). Graduates of BSc (Hons) in Business Computing can also fast-track to Chartered or Incorporated Engineer (CEng or IEng) status.

Campus Life

Experience Life at an Award-Winning Campus!

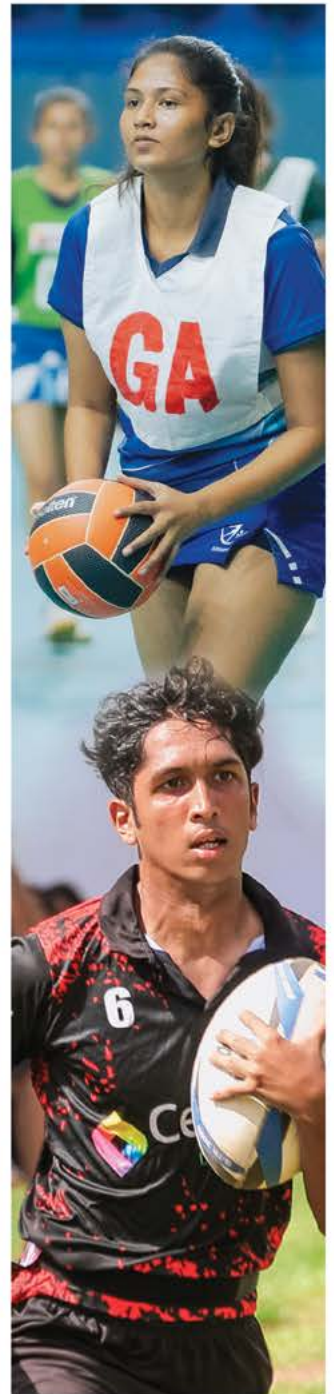
At IIT, students can participate in a wide range of extra-curricular activities that promote teamwork, leadership, and soft skills. Arts and culture are central to campus life, with events like Stage Craft, an annual talent show featuring music, dance, and drama, and Cutting Edge, which highlights student innovation in technology. The annual Career Day connects students with top multinational companies for internships and job opportunities.

IIT also offers a variety of sports and student organisations to foster well-rounded graduates. Extra-curricular activities include:

Sports: Cricket, Rugby, Athletics, Swimming, Netball, Basketball, Badminton, Table Tennis, Tennis, Soccer, Carrom

Clubs & Societies: IIT Student Union, Rotaract Club, AIESEC in IT, IEEE, Entrepreneurship Society, IIT Toastmasters, Gaming Club, Mozilla Club

Annual Events: Stage Craft, Cutting Edge, Career Day, Sinhala & Tamil New Year, Hotdog Showdown, Valentine's Ball, Thai Pongal, Christmas, Iftar, IIT Sports Meet, Big Match, Convocation, Grad Ball, Game Fiesta, GoMiles



ADMISSION REQUIREMENTS FOR UNDERGRADUATE PROGRAMMES

Minimum Qualifications

Students must achieve the minimum required points for their chosen programme in a single sitting of the Local or London Advanced Level examination. The eligible points per subject are listed below.

&

Students must have:

- A minimum of 6 passes in the Local GCE Ordinary Level examination, including at least 3 credit passes (with credit passes in English and Mathematics),

Or

Students must have:

- A minimum of 5 passes in the London Ordinary Level examination, including at least 3 credit passes (with credit passes in English and Mathematics).

Local/London Result	A	B	C	S/D	E
Awarded Points	10	8	6	4	2

Programme	A/L Stream	Special Notes	Entry Point
BSc (Hons) Business Computing	Physical Science		12
	Biological Science		12
	Technology	With Mathematics	12
	Technology		14
	Commerce		12
	Arts	If IT/Business Statistics / Mathematics is a Main subject	14
BA (Hons) Business Management	Physical Science		12
	Biological Science		12
	Technology		12
	Commerce		12
	Arts		12
BSc (Hons) Business Data Analytics	Physical Science		12
	Biological Science		12
	Technology	With Mathematics	12
	Technology		14
	Commerce	If IT/Business Statistics is a Main subject	12
	Commerce		14
	Arts	If IT/Business Statistics / Mathematics is a Main subject	14

Or Foundation Certificate in
Higher Education from IIT

Or Recognised Foundation Programme
(subject to approval by the academic
committee)

Pending Local or London A/L Results

Students will receive a conditional offer subject to the following:

- Students must submit their archived A/L results documentation to the IIT registry department within 5 working days of the official release of the A/L results.
- Students who do not meet the entry requirements for the undergraduate programme will be transferred to the IIT Foundation Certificate in Higher Education immediately.

Foundation Certificate in Higher Education

Obtain a minimum of 6 passes in the Local GCE Ordinary Level examination, including at least 3 credit passes (with credit passes in English and Mathematics).

Or Obtain a minimum of 5 passes in the
London Ordinary Level examination,
including at least 3 credit passes
(with credit passes in English and
Mathematics).

INTAKES & ADMISSION PROCESS

Minimum Qualifications

The undergraduate degrees offer two intakes annually: January and September, providing flexibility for students to start at their convenience.

- **Local students (Sri Lankan nationals)** interested in IIT's programmes can contact the marketing department at the hotline **+94 766 760 760**. Please note, that an interview with prospective students is mandatory as part of the admission process.
- **International students (including resident foreign nationals)** currently residing or visiting Sri Lanka should contact the IIT marketing department at +94 766 760 760. If applying from their home country, please email info@iit.ac.lk for assistance during the registration process. After submitting the application with the required documents (listed below), candidates will be interviewed via Skype. Upon acceptance, a "Conditional Offer Letter" will be issued for visa processing. Please note, that the visa letter will only be provided after receiving the Registration Fee and the Year 1 Course Fee.

Documents Required

The undergraduate degrees offer two intakes annually: January and September, providing flexibility for students to start at their convenience.

1. Completed Application Form
2. Birth Certificate
3. NIC or Passport
4. NIC or Passport of one parent or your guardian
5. O/L Certificate
6. O/L Transcript (only applicable for London O/L students)
7. A/L Certificate
8. One reference letter with signature (The reference letter must be printed on official letterhead. If a letterhead is not available, the letter must bear an official seal.)

INTERNATIONAL PROGRESSION – INTRODUCTION TO THE UNIVERSITIES

After completing the first or second year of their degree programme, students who wish to pursue their studies abroad are allowed to do so. This flexibility allows them to experience different academic environments and cultures while earning an internationally recognised degree.

INTERNATIONAL PROGRESSION FROM AFFILIATED UNIVERSITIES

UNIVERSITY OF WESTMINSTER[™]

University of Westminster (United Kingdom)
[offers both “Global Pathway (Transfer)” & “Direct Global Placement”]



The university offers three pathways for the following undergraduate degrees:

- **BSc (Hons) Business Computing**
- **BA (Hons) Business Management**
- **BSc (Hons) Business Data Analytics**

- A. Entry to Second Year (Level 5):** After completing Level 4 with 120 credits and a 40% average, students can move to Level 5.
- B. Entry to Third Year (Level 6):** After completing 240 credits from Levels 4 and 5 with a 40% average, students can progress to Level 6.0 Business and AI students need an IELTS score of 6.0.

These pathways help students improve their academic skills and English proficiency.



Robert Gordon University (RGU) – United Kingdom [“Global Pathway (Transfer)"]

The university provides pathways for students pursuing their undergraduate degrees in Computing. RGU offers the following degrees with specialisation options:

- **BA (Hons) Business Management**
- **BSc (Hons) Computer Science**
- **BSc (Hons) Web and Mobile Design**
- **BSc (Hons) Business with Data Analytics**

- A. Entry to the second year (Level 5):** Those entering the second year need to complete one year (first year – Level 4) of study at IIT, obtain a suitable reference from IIT and have an IELTS of 6.0 with no less than 5.5 in each component. This applies to all degrees.
- B. Entry to the third year (Level 6):** Those entering the third year need to complete two years of study at IIT, obtain a suitable reference from IIT and have an IELTS of 6.0 with no less than 5.5 in each component. This applies to all degrees, and degree specialisation options remain the same. Those who are undertaking the “BSc (Hons) Computer Science” need to take Machine Learning and Data Mining as their option modules during the second year. The applicants from BSc (Hons) Business with Data Analytics must complete ‘Business Ethics and CSR’ and ‘Business Analytics’ modules during the second year.

INTERNATIONAL PROGRESSION FROM PARTNERED UNIVERSITIES

University of Hertfordshire **UH**



University of Hertfordshire – United Kingdom [offers both “Global Pathway (Transfer)” & “Direct Global Placement”]

The University of Hertfordshire offers pathways for undergraduate degrees in Business Management and Business Information Systems, preparing students for competitive job markets.

Degrees Offered:

- **BA (Hons) Business Management**
- **BA (Hons) Business Management with Information Systems**

Entry Requirements:

- A.** Second Year (Level 5): Complete 120 credits at Level 4 with a 50% average to move to Level 5.
- B.** Third Year (Level 6): Complete 240 credits from Levels 4 and 5, with a 50% average across both levels, to move to Level 6.

These pathways ensure students develop the academic and language skills needed for success in their degrees and careers.



Macquarie University – Australia [offers only “Global Pathway (Transfer)”]

Macquarie University in Sydney is known for its research focus, industry connections, and student support, offering a collaborative learning environment to prepare students for real-world challenges.

Pathways from IIT to Macquarie University Degrees:

- A. Bachelor of Business (5 Majors):** IIT students with a BA (Hons) in Business Management need a 55% average in their first year and an IELTS score of 6.5 (no band lower than 6.0) to enter the second year.
- B. Bachelor of Business Analytics:** IIT students with a BSc (Hons) in Business Data Analytics must have a 55% average and IELTS 6.5 (no band lower than 6.0) to progress.



Wittenborg University of Applied Sciences – Netherlands (offers only “Direct Global Placement”)

Wittenborg University of Applied Sciences offers a dynamic international learning environment focused on critical thinking, entrepreneurship, and employability. It provides undergraduate and postgraduate degrees, preparing students for careers in business, technology, and related fields.

Degrees Offered: Bachelor of Business Administration (18 majors available)

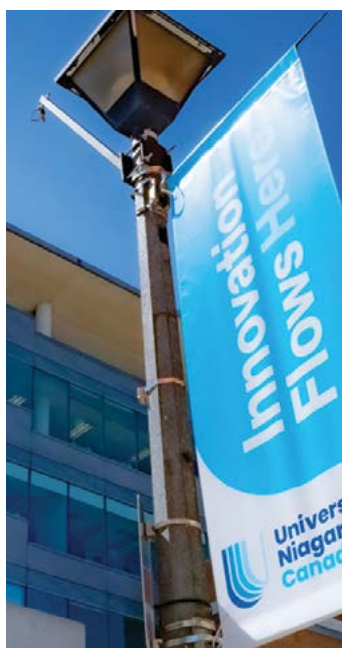
The Bachelor of Business Administration (BBA) has specialisations in Economics, Financial Management, Marketing, Entrepreneurship, Event Management, Sports Business Management, Hotel & Hospitality, Business Analytics, AI & Cyber Security, and Digital & Social Media.

Entry Requirements:

Second Year (Level 5): Students who complete Level 4 at IIT can progress to Level 5 at Wittenborg University.

- Complete 120 credits at Level 4 with a 40% average.
- IELTS score of 6.5, with no component below 6.0.
- Applicable Degrees: BSc (Hons) in Business Computing, BA (Hons) in Business Management, and BSc (Hons) in Business Data Analytics.

Wittenborg University’s structured pathways provide students with a solid academic foundation for further studies and careers in business and related fields.



University of Niagara Falls – Canada (offers only “Direct Global Placement”)

The University of Niagara Falls in Canada offers undergraduate and postgraduate programmes focusing on leadership, critical thinking, and technical skills for success in the digital world.

Undergraduate Programmes:

- Biomedical Sciences with a Pre-Med Pathway.
- Business Administration with specialisations in Digital Economy and Digital Marketing.

Postgraduate Programmes:

- Master of Data Analytics, focusing on Marketing and Operations Analytics.
- Master of Management, specialising in Emerging Technology and Entrepreneurship.
- Master of Arts in Digital Media and Global Communications.

The university prepares students with practical skills to succeed in the digital landscape.



Western Sydney University – Australia [offers only “Global Pathway (Transfer)"]

Western Sydney University (WSU) offers career-focused education in fields such as business, engineering, health, and the arts, emphasising innovation, research, and community engagement to prepare students for the global workforce.

Pathways from IIT to WSU Degrees:

- A. Bachelor of Business (Management Major):** After completing the BA (Hons) in Business Management at IIT, students must pass 120 credits at Level 4 with a 40% average and an IELTS score of 6.5 (no band lower than 6.0) to enter the second year.
- B. Bachelor of Business (Excluding Accounting and Property Majors):** For IIT students with a BSc (Hons) in Business Computing, the same academic and IELTS requirements apply to enter the second year.
- C. Bachelor of Business (Business Analytics Major):** IIT students with a BSc (Hons) in Business Data Analytics must meet the same academic and IELTS requirements to enter the second year.



University of Europe for Applied Sciences – Germany.

The University of Europe for Applied Sciences (UE) offers undergraduate and postgraduate degrees in business, technology, and design across campuses in Iserlohn, Berlin, Potsdam, Hamburg, and Dubai. The university combines theory with practical skills, preparing students for global careers.



Avila University is a private Catholic institution located in Kansas City, Missouri, established in 1916 by the Sisters of St. Joseph of Carondelet. Known for its student-centred approach, Avila offers a supportive academic environment with small class sizes and a strong emphasis on community engagement. The university provides over 60 undergraduate and graduate programmes and is recognised for its accessible, high-quality education across various disciplines.

Applicable Degree Pathways

Students who meet the essential prerequisites, including those from IIT, are required to have an **IELTS score of 5.0 or a TOEFL score of 61**. With these qualifications, they are eligible to pursue a wide range of prestigious Master's programmes in **Healthcare Administration, Counselling Psychology, Psychology, Organisational Development**, and various other specialisations.

These are as follows:

- A. Master of Business Administration in Healthcare Administration
- B. Master of Science in Clinical Psychology in Counseling Psychology
- C. Master of Science in Organizational Development
- D. Master of Science in Psychology
- E. Master of Arts in Strategic Communication
- F. Master of Business Administration in Accounting
- G. STEM (Science, Technology, Engineering, and Mathematics) - Master of Science in Kinesiology
- H. STEM (Science, Technology, Engineering, and Mathematics) - Master of Science in Business Analytics
- I. STEM (Science, Technology, Engineering, and Mathematics) - Master of Science in Computer Science
- J. STEM (Science, Technology, Engineering, and Mathematics) - Master of Science in Cybersecurity



IIT Business School

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