

## ABSTRACT

The competition amongst the Higher Education Institutions (HEIs) is rising and they are becoming more commercial and business orientated entities also the Government subventions (grants) to the public sector universities cannot meet the actual demand of HEIs. The Mehran University of Engineering and Technology (MUET), Jamshoro is the Public Sector University and located at district Jamshoro of Sindh province Pakistan. This university is also facing same problem i.e. there is a challenge for the University to expand its revenue sources. To analyze the financial data of MUET previous six years (2009-10 to 2014-15) financial information have been taken and made projections of next six years (2015-2016 to 2020-2021) with suggestions that how initiate reforms in internal financing of MUET, Jamshoro by taking measures for discovering new opportunities of income generation through its own sources and cost cutting. The data has been collected from MUET, Jamshoro to analyze the previous trend of income & expenditure and also interviews conducted from relevant officers of the other public sector universities of Sindh province to know the various practices being adopted by these universities for income generation and cost control.

The variables in this model are to analyze the last 06 years Financial Statements of MUET, Jamshoro by using different financial analysis techniques and proposed projected income by utilizing own resources of the University at optimum level. The assumptions considered in this study are that the University has capacity/resources to generate more income and can control/minimize the cost. With emphasis being placed on sustainable income streams; MUET is in position to generate its own significant income and also contribute to national development.