



LUMS | MBA

Inspiring Brilliance



MBA Programme

Create Your
Own Future

Suleman Dawood
School of Business

Lahore University of Management Sciences

www.lums.edu.pk/sdsb



“People want to be part of LUMS because we are a world class business school. We are continuously evolving by developing new case studies, building innovative courses of study and finding solutions to the emerging challenges facing business.”

We at LUMS have the proven ability to produce innovative leaders, who know how to create business opportunities from the major challenges facing the world.”

Ahsan Shamim Chaudhri

Programme Director & Assistant Professor
Suleman Dawood School of Business (SDSB)



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Welcome to the
LUMS MBA –
Message from
the class of
2016



Rizwan Mansoor

MBA 2016

Words cannot do justice to my experience at LUMS. It is certainly the best decision I have taken so far. Not only has LUMS taught me to excel at academics but has also helped in taking decisions and having the confidence to do so. The case study method, helps in visualising real world issues and working around problems accordingly. Every class is an absolutely new experience with numerous things to learn.

LUMS MBA is not only about academics. The societies and clubs here help you in putting your managerial skills into practice and gauge where you stand by the success of your particular event.

Even though the LUMS MBA keeps you occupied with work most of the time, you do get time to pursue what you are passionate about. While at LUMS, I continued volunteering for Special Olympics Pakistan and made it to the World Games in Los Angeles as a coach for tennis. In Los Angeles, the team I was coaching won Gold in Doubles and Silver and Bronze in Singles for Pakistan. The volunteer work with the intellectually disabled is a satisfying experience and enjoyable too at the same time. We all owe to the society and need to give back in whatever capacity possible.

The networking events on-campus help you interact with the veterans in the corporate world, make contacts and increase your probability of success in the future.

LUMS has also provided me with the opportunity to study a semester abroad. For my third semester I am travelling to France, to the beautiful city of Paris and enrolling in one of the best business schools in the world, ESSEC Business School. At ESSEC, I will get an extensive range of courses to choose from and plan on building up on my marketing skills, an area of interest identified during my year of study at LUMS. This experience will provide me with the exposure that a foreign degree provides and an opportunity to network with students from all over the world. LUMS certainly provides its students with the best of both worlds.

I was recently awarded a merit scholarship for my outstanding academic achievements during my first year of MBA. I urge you all to follow my example and put in your best to join LUMS. You will certainly be rewarded and surprised throughout your stay here.

All in all, the LUMS MBA is definitely a complete package and helps you grow as a person. I wish you all success and a great time with the MBA fraternity!



MBA 2017 Class Profile

Academic Background	%
Economics	23
Engineering	32
Medicine	1
Computer Science	1
Accounting/Finance/Business	36
Others	7

Geographical Distribution

Pakistan	%
Islamabad/Rawalpindi	12
Karachi	17
Lahore	56
Other	14
Overseas	
Saudi Arabia	1

Average Age	25 years
Age Range	22-31 years
Professional Experience	Upto 6 years
Average Experience	2 years







Why a LUMS MBA ?

An intense, demanding academic experience, involving two years of full-time study.

We introduce you to the underlying disciplines of management and provide you the flexibility to pursue successful careers in a variety of industries, across geographical and functional boundaries.

We provide mentoring and support from our alumni, faculty and industry partners.

We develop global business leaders who can provide leadership at any level, in an increasingly global economy.

The case method encourages active learning and student participation. It develops a remarkable ability to analyse and apply theoretical frameworks, to debate and develop arguments, and to make quick decisions in challenging, uncertain situations.

Our core professional development modules develop your leadership skills.

World class facilities

Student exchange programmes - give you exposure to global business practices.

The MBA Project – We make you take part in live consulting and new venture challenges that will stretch your thinking and abilities.

Access to our centres: The LUMS Center for Entrepreneurship, Rausing Executive Development Centre, Strategic Sectors Research Centre, Case Research Centre, Social Enterprise Development Centre.

Exposure to academic rigour and high practical relevance – linking theory to practice, bringing the industrial experience to the classroom.

Highly qualified faculty, with strong industry linkages, recognised for their research and thought leadership.

MBA student clubs - an integral part of the LUMS MBA experience, giving you hands-on experience.

Financial assistance for deserving candidates.

Excellent MBA Placement Centre - Our graduates are hired by MNC's at a much higher salary than the market and also placed internationally.



A woman with dark hair and glasses, wearing a purple scarf and a striped sweater, is sitting in a classroom and raising her right hand. In the foreground, the back of a man's head and shoulders is visible. The background shows other rows of blue chairs in a lecture hall.

LUMS MBA at a Glance

A cutting-edge, real-world curriculum We prepare you to take on leadership challenges

Unmatched, exhaustive and extensive. LUMS MBA classes lay stress on rigorous, analytical thinking. You will be trained to reason strategically, make decisions, and understand all the dimensions of a business problem. The curriculum is tailored to provide you the essential skills of management and leadership.

After fulfilling the requirements of the core curriculum, you gain enormous flexibility and choice to follow your interests and meet your goals, including the power to create your own, individualised course of study.

The Programme

Summer Orientation Programme (SOP)

Since our students are coming from diverse academic backgrounds, we prepare them to deal with the challenges of the rigorous MBA programme through the SOP. The SOP is offered in August, prior to the official commencement of classes. It aims to bring all the students from different backgrounds to one level by providing fundamental skill enhancement modules in communication, business, mathematics, accounting, computer applications and statistics.

Year I

In year I, you are expected to complete core courses that are designed to teach concepts that provide the backbone of general management education.

- Marketing Management
- Organisational Behaviour
- Financial Reporting and Analysis
- Critical Thinking and Managerial Communication
- Statistical Analysis for Management
- Decision Modelling for Managers
- Operations Management
- Financial Management
- Managerial Economics
- Managerial Accounting and Control Systems
- Leadership and Social Responsibility
- Business Development and Economy
- Business Integration and Innovation
- Islamic Ethics

Summer Internship

Between the first and the second year of the MBA programme, you are required to undertake a project based summer internship of at least six weeks. The mandatory internship helps you to apply classroom knowledge to a practical environment, the amalgamation adding further to the learning experience. Through the internship, you will gain valuable management experience early on in your careers and identify your long term career goals. The Placement Office at SDSB, at LUMS will help you get placed at internships.

MZA

SABEEH

HASSAN

Year II

In the second year of your MBA, you can choose from a wide range of electives offered in multiple disciplines. You can focus on your interests, creating a mix of topics to support your professional goals.

Finance

- Investments
- Economic Environment and Business Risk Management
- Management of Financial Institutions
- Islamic Banking
- Entrepreneurial Finance
- Corporate Finance
- International Finance

Organisation

- Negotiation Skills
- Corporate Governance
- Business Law
- Organisational Power and Politics
- Business Government Relations
- Strategy and Management in Emerging Economies
- Entrepreneurship - Developing and Sustaining a New Venture
- Agribusiness Management
- Human Resource Management
- Corporate Strategy
- Leading and Managing Change
- Family Business

Marketing

- Sales Force Management
- Consumer Behaviour and Market Research
- Business to Business
- Brand Management
- Integrated Marketing Communications
- Digital Marketing
- Channel Management

IT/Operations

- Supply Chain and Retail Management
- Project Management
- Operations Strategy
- Management of Technology and Innovation
- Business Intelligence

The MBA Project

The MBA project provides you with an amazing experience to connect with a variety of organisations and learn more about real-world business issues and practices. At the same time you get the opportunity to apply what you learn throughout the programme. It is a challenging assignment, combining decision making ability, teamwork, working under pressure and an integrated approach towards management. You get to work with large organisations, which is an incredible way to put your MBA knowledge into practice and to make a meaningful contribution to the organisation.







Student Exchange Programmes

To give our students exposure to global business practices, SDSB has established institutional links and student exchange programmes with top universities of the world. These exchanges are an excellent experience as through company visits and theory, you see the distinct difference in work cultures across multiple geographies and that helps you understand the skills required to adapt to new environments.

About

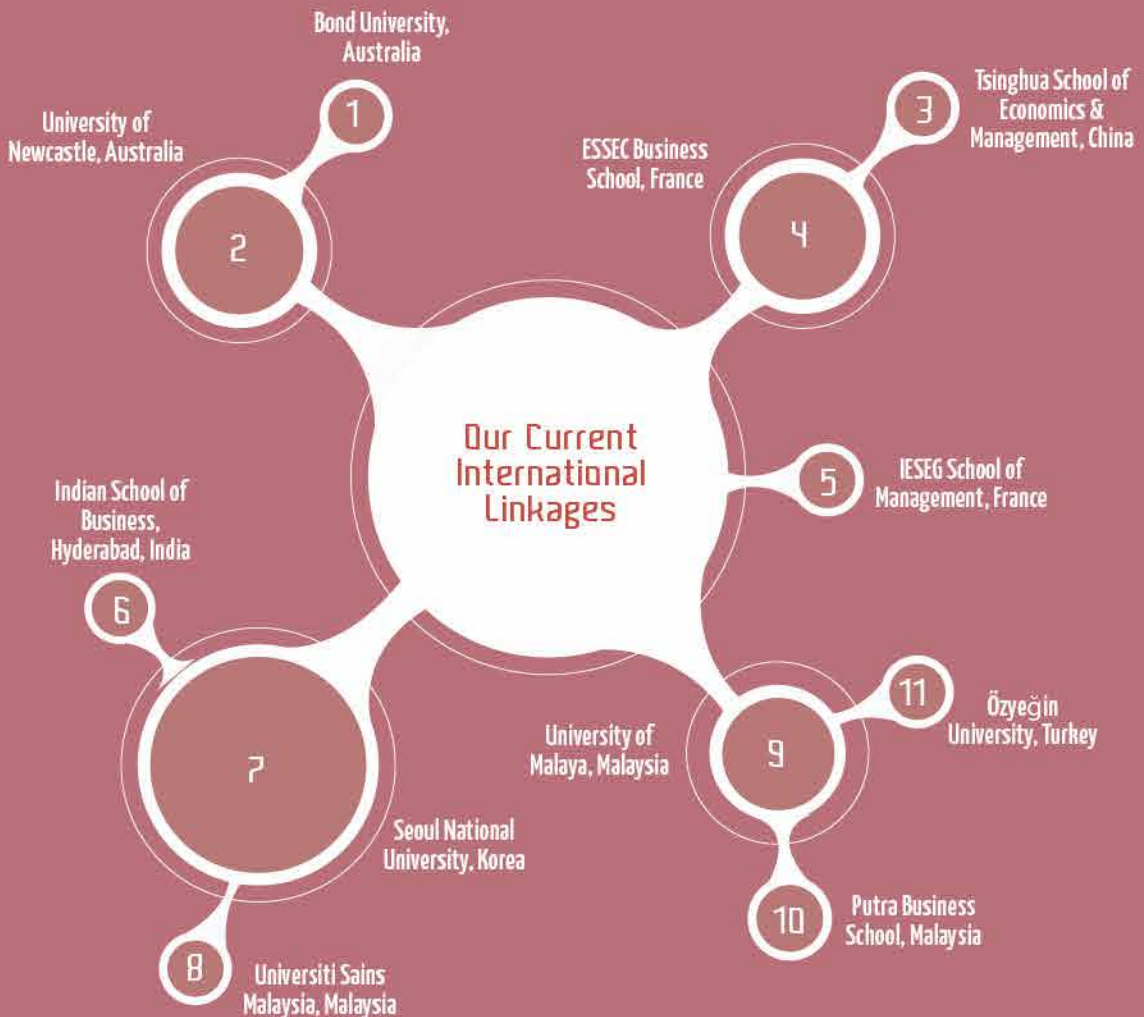
- The programmes usually take place in August or September
- You visit local companies and partner business schools
- Enjoy business seminars and networking opportunities with local students, businesses and leaders
- Tour cultural sites and local places of interest

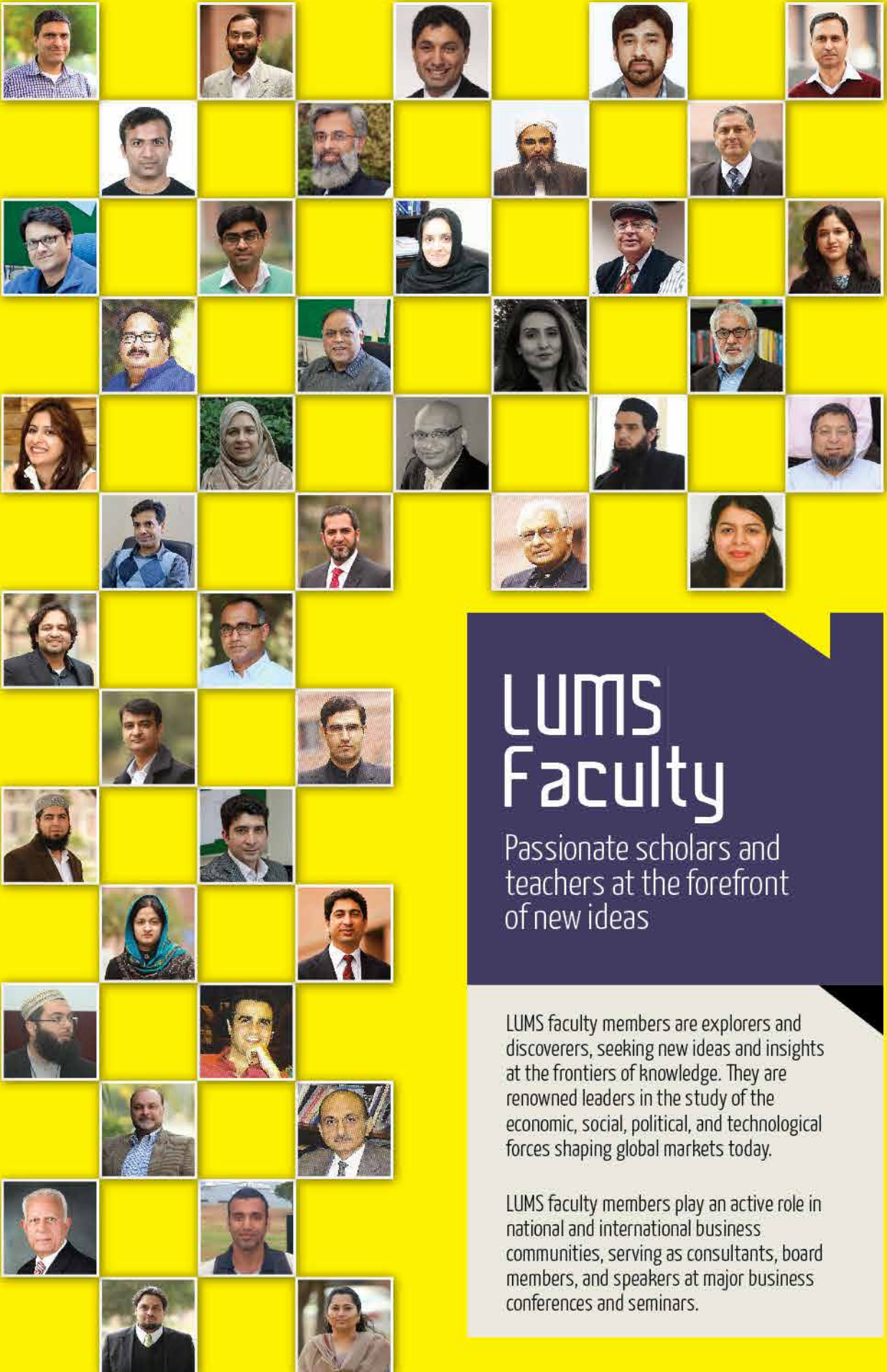
Benefits

- Learn about another culture
- Experience the challenges and opportunities facing organisations around the world
- Extend your global awareness and enhance your international perspective as a manager



LUMS MBA students at ESSEC Business School, France





LUMS Faculty

Passionate scholars and teachers at the forefront of new ideas

LUMS faculty members are explorers and discoverers, seeking new ideas and insights at the frontiers of knowledge. They are renowned leaders in the study of the economic, social, political, and technological forces shaping global markets today.

LUMS faculty members play an active role in national and international business communities, serving as consultants, board members, and speakers at major business conferences and seminars.



A Tradition of Teaching Excellence

The basis of the entire LUMS MBA Programme is its distinguished faculty members and the high quality of their courses. At SDSB, teaching excellence is a high priority. In the LUMS MBA classroom, faculty members emphasise both theory and practice by using a variety of teaching methods. Case studies, seminars, simulations, guest speakers, and group projects all facilitate the learning process. Classroom learning is enhanced by numerous opportunities to apply the lessons to real-world situations.

Several faculty members are authors of widely used case studies in marketing, economics, and management. We have a repository of 700 case studies.



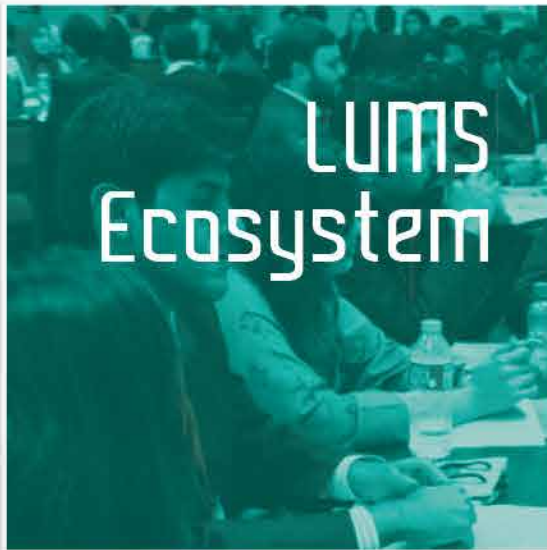
Experienced Thinkers and Leaders



Real-life Insights from Industry Practitioners

The MBA programme also makes creative use of experienced practitioners from industry in its classes as adjunct professors and lecturers. A number of prestigious lectures including the SDSB Speaker Series are held where talks are delivered by eminent business figures to inspire, educate and challenge. For example, Mian Mansha, industrialist and entrepreneur; Mr. Richard G. Olson, the United States Ambassador to Pakistan; Mr. Ashraf Adamjee, CEO of Adamjee Corporation; Rajan Anandan, VP South and Southeast Asia, Google have held sessions with MBA students and shared their journeys of success.

These talks are also an excellent forum for students to debate current issues and improve their networking skills with senior industry practitioners.



MBA Student Clubs and Societies – Your connection to the real world

Our student clubs are created, shaped and led by our current students and their specific industry interests. These clubs cover a wide range of areas like Marketing, HR, International Business, Finance, Consultancy, Sustainability and IT.

With around 11 clubs and societies and over 50 leadership positions in the extracurricular management, students have ample space to hone their leadership and organisational management potential, grow professionally and personally and get to know their classmates and other students across the University.

These student clubs and societies work with the corporate world, alumni and other industry experts to organise a number of events including speaker series, competitions and seminars.

LUMS Marketing Executive Club | LUMS Marketing Colloquium (Signature event)

LUMS HR Executive Club | LUMS HR Confluence (Signature event)

LUMS Global Management Executive Club | LUMS Synergies (Signature event)

LUMS Entrepreneurship Executive Club | TEDxLUMS (Signature event)

LUMS Finance Executive Club | Prometheus Challenge (Signature event)

LUMS Supply Chain Management Executive Club | Supply Chain Summit (Signature event)

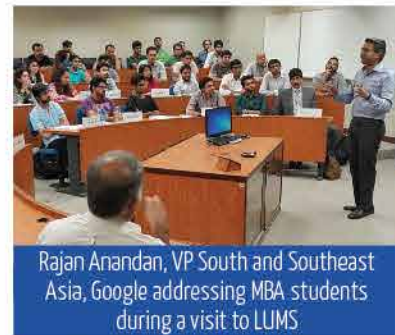
MBA Leadership Society | Leadership Marathon (Signature event)

MBA Sports Society | Dangal (Signature event)

LUMS MBA Music Society | LUMS Loud & Proud (Signature event)

LUMS Business Review | LBR Annual (Signature publication)

LUMS Toastmasters Executive Club



Rajan Anandan, VP South and Southeast Asia, Google addressing MBA students during a visit to LUMS



MBA Student, Irteza Ubaid at Changing Mindsets, Badal Do Soch, TEDxLUMS



LUMS Synergies Event

Alumni

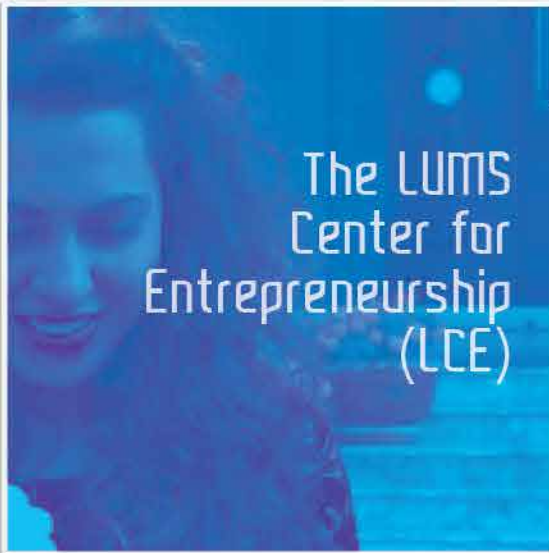
Connecting you to the world through a robust, global alumni network

From your first day as a LUMS MBA student, you are able to leverage the power of one of the most supportive and accessible professional networks, the LUMS Alumni network. Almost 9000+ LUMS graduates and over 26,000+ executive programmes graduates are connected by a robust alumni network that includes career resources, online communities, and local alumni chapters in major cities around the globe.



■ LUMS ALUMNI





The LUMS Center for Entrepreneurship (LCE)

The LUMS Center for Entrepreneurship (LCE) was setup as an independent centre under the LUMS umbrella and aims to provide strong support to entrepreneurs. It is Pakistan's most comprehensive experiential development platform, which formalises the process of scouting, grooming and facilitating passionate startup founders. As an MBA student you are eligible to avail all the services and advantages the centre provides.

The Trading Centre at the Suleman Dawood School of Business (SDSB) exposes you to real world market dynamics and enhances your understanding of how markets function. Academic theory comes to life through "real" and simulated exercises which help you develop the skills you need in today's competitive business environment. You will be asked to develop market reports on different stocks as well as daily KSE market reports along with firm and industry reports for investors.

The trading centre also helps foster linkages with the investment community by inviting guest speakers from various investment banks to provide insights on their experience regarding various market trends.



Trading Centre

Career Advancement

Opening Doors to Future Success

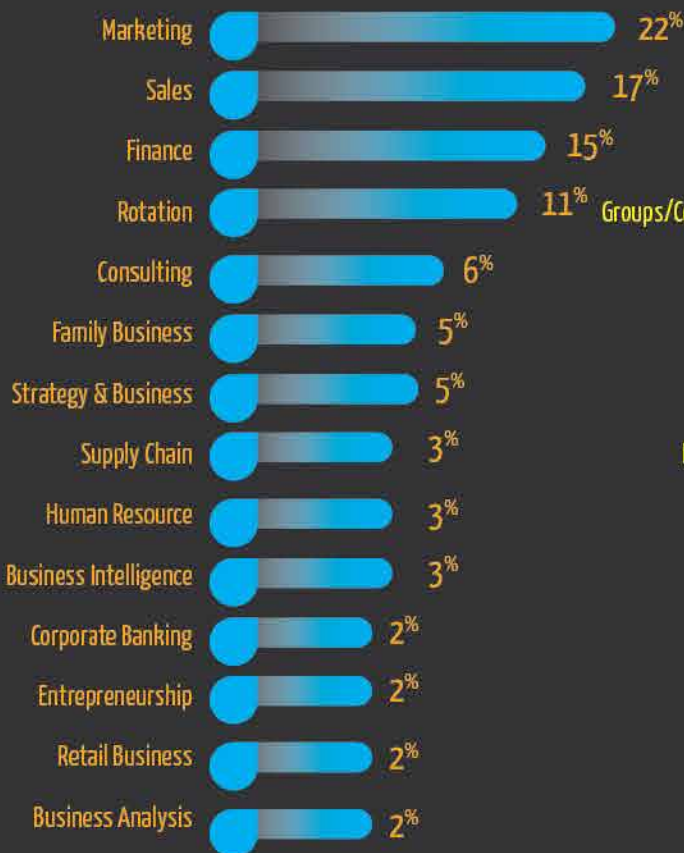
We will help you get your dream job

The LUMS MBA Placement Office (MPO) works to educate, connect, and advise you about internship and job opportunities. The MPO will help you achieve your career goals. It provides you with an excellent platform to work towards your career aspirations across any industry, function and location.

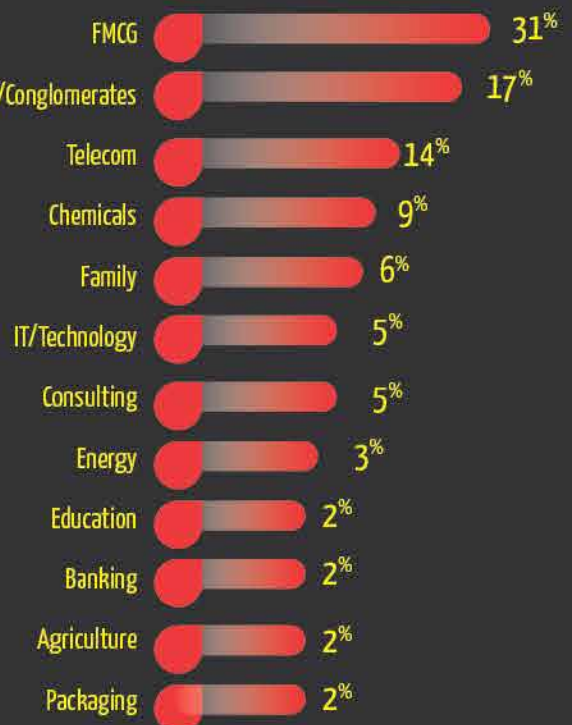
It adopts a segmented, sector-based approach allowing for specialised customer orientation alongside an active, cohesive one-on-one liaison between students, recruiters and the placement team. This has rendered better personalised relations and more productive career fits.

	Monthly	Annually
Average Salary - Local	PKR. 107,980	PKR. 1,295,759
Average Salary - International	\$6,220	\$74,640

Function Wise Placement



Sector Wise Placement



Connect with the MPO and you could soon be working at any one of these companies



Take the next step

Your MBA application will be assessed on the following criteria:

- Minimum of sixteen years of education leading to a Master's or Bachelor's* degree from a university recognised by the Higher Education Commission (HEC), Pakistan
- Performance in the GMAT (no other admission test scores are valid)
- Work experience (preferred but not compulsory)
- Two letters of recommendation
- Interview performance

* Candidates holding only a Bachelor's degree of less than four years' duration will be required to produce an equivalence certificate of completion of 16 years of education issued by the Higher Education Commission (HEC), Pakistan.

Decisions on admission are made after careful evaluation of all applications. Evaluation for an interview call is carried out based on a combination of factors such as academic track record, performance in GMAT, and work experience (if available).

For further details on GMAT, please log on to www.mba.com.

Fee Structure

Tuition Fee	687,000
Admission*	70,000
Semester Registration Fee	37,500
Summer Orientation Programme (SOP)*	17,100
Reading Material	31,550
Security (Refundable)	16,000
Total Fees	859,150

Double Occupancy Hostel Fee-per semester	28,125
Triple Occupancy Hostel Fee-per semester	18,250
Laundry Charges-per semester	3,100
Hostel Registration *	1,700
Hostel Security (Refundable)	14,000
Application Processing Fee-MBA	4,700

*One time expense

For details regarding admission criteria and fee structure, please visit our website:
www.lums.edu.pk





If you are
bright, LUMS will
financially
support you!

Exciting financial aid
options are available to
MBA applicants with high
GMAT scores:

- 3 merit based tuition waivers, dependent on a high GMAT score and continued academic performance
- 20 interest free loans, covering 50% to 100% of the MBA programme tuition fee, disbursed according to need and merit
- MCB Student Personal Loan (SPL) facility, subject to need

For further information, please visit
<http://lums.edu.pk/financial-aid/>





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