

SULEMAN DAWOOD SCHOOL OF BUSINESS

"Inspiring Business Excellence"



Suleman Dawood
School of Business

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MESSAGE FROM DEAN SDSB



Sulman Dawood School of Business is a leading management school in Asia, especially distinguished as a pioneer of the case method of teaching in Pakistan. With over 600 local cases and several high quality publications written by its faculty, it has focused on doing 'relevant' research that can be communicated to various stakeholders and brought into the classrooms.

The academic programmes are designed to develop leaders who can identify real challenges and present viable solutions. Our programmes are industry relevant, addressing the pressing needs of today and give our graduates a global perspective. Our executive education and customised training programmes are highly sought after by the organisations in the public and private domains.

Our research and executive centres are complemented by the highly accomplished faculty who work to achieve our mission of generation, assimilation and dissemination of knowledge. With the largest gathering of PhDs in a business school in the nation, the research conducted by our faculty is widely acknowledged in the international scholarly circles and are published in well renowned journals, including our own Asian Journal of Management Cases.

DR. ARIF NAZIR BUTT

Dean & Professor
Sulman Dawood School of Business

INTRODUCTION TO **SDSB**

The Business School, established in 1986, was the first of the schools at the Lahore University of Management Sciences (LUMS). The need for a challenging and relevant curriculum suggested the use of case studies rather than conventional lectures to impart knowledge. This decision was supported by close collaboration with Harvard Business School and the University of Western Ontario (UWO), both of which are pioneers in this teaching philosophy.

The school offers a variety of programmes including an intensive full-time MBA, a week-end Executive MBA, a course-based PhD Management and Bachelor's programmes with majors in Accounting and Finance, and Management Science. In addition, the Rausing Executive Development Centre (REDC) offers short duration programmes for executives. The school also carries out rigorous economic and management research through the Strategic Sectors Research Centre, Social Enterprise Development Centre and the Case Research Centre.

We aim to provide for the varying educational needs of a culturally diverse and geographically dispersed student body by preparing them academically, personally, and professionally, and by providing them access to opportunities to make a difference.

Our knowledge fuels action which translates into the leadership of our alumni, students, and faculty, extending into communities, businesses, and institutions around the world.

A photograph of a university campus. In the background, a large, multi-story brick building with a central tower-like structure. The foreground is filled with lush green trees and a paved area. The sky is clear and blue.

VISION

- We seek to be a leading management school in the region with global perspective and recognised for teaching and research excellence

MISSION

- To develop individuals with the integrity and intellectual capacity to assume a leadership role in society
- To impact the practice of management, and
- To contribute to knowledge generation and dissemination

FACULTY

LUMS SDSB Faculty is a rich conglomerate of the finest PhDs from around the world; Stanford, McGill, Oxford, Cambridge, Essex University, University of Texas, University of Manchester and the likes. Students are taught by award winners, ground breaking researchers, corporate board members, highly sought after consultants and authors of distinctly acclaimed national and International books.

Our professors inculcate a sense of exceptional commitment in the students and the classroom setup demands them to bring out their leadership skills. The students are lead to assess their judgment, complex case related ideas and embrace innovative models and methods of effective business management. There are countless hours of dedicated preparation by the faculty which includes case reviews, writing notes and lesson plans which results in thoughtfully choreographed classroom sessions. LUMS faculty is leading in the study of emerging companies and industries of Pakistan where the SDSB Strategic Sector Groups help solve real-life business situations; and are also connected with entrepreneurs whose innovations have sparked change and opportunity for others.



37
PhDs

57
SDSB
FACULTY

Dr. Abdul
Karim Khan



Dr. Abdur
Rahman Malik



Dr. Adeel
Zaffar



Dr. Adnan
Zahid





UNDERGRADUATE PROGRAMMES

A diverse background of undergraduate learning adds to the richness of the LUMS experience. The curriculum helps students develop a knowledge base for them to perform exceptionally as the programme comes to its closure.

1

BSc (Hons) Accounting and Finance (ACF)

Accounting and Finance are vital business operations and require knowledge and understanding of all functional areas of business. Of critical importance to both public and private sector organisations, a major in Accounting & Finance provides students with a basis from which to continue their studies for a professional degree or to serve as a valuable foundation for careers in business and management.

The graduates of this major are prepared for careers in auditing, corporate accounting, management consulting, government, not-for-profit organisations and taxation. The broad-based curriculum equips students with tools of intelligent analysis, planning, control and decision making.

Students can combine a variety of different complementary subjects, while having the flexibility of selecting courses to suit their needs and interests. Course requirements for each area of specialisation are designed to ensure that students acquire a background in liberal arts and sciences, as well as significant proficiency in their major field.

Courses are grouped by subject areas and are specified as either core (compulsory) or elective (optional). The study plan may be structured in a variety of ways although it is advisable to complete the core subjects before selecting electives.

2

BSc (Hons) Management Science (MGS)

The four-year **BSc (Hons) in Management Science** programme (MGS) is designed to develop students with a strong foundation in decision making methods and data analytical techniques in business management. Students will learn to apply these concepts and techniques in providing new insights and improving operations and managerial decision-making processes across various business functions. A strong technical foundation will allow students the opportunity to pursue graduate studies or a professional career involving the application of business and data analytical skills.

GRADUATE PROGRAMMES

SDSB prepares the students for the real world by challenging them on personal and professional levels, transforming them through honing their skills set and knowledge into successful managers and future business leaders.

MBA

The programme develops global business leaders who can provide leadership at any level in an increasingly global economy. The curriculum teaches students the underlying disciplines of management and provides graduates the flexibility to pursue careers in a variety of industries across geographical and functional boundaries. The two year programme is based on a collection of **Core** and **Elective** courses. In year 1, all students are expected to complete **11** core courses that are designed to give concepts that provide the backbone of general management education. A few important courses which are taught in the programme are:

- Marketing Management & Digital Marketing
- Accounting and Finance (with a subdivision of related courses)
- Critical Thinking and Managerial Communication
- Operations and IT Management (with a subdivision of related courses)
- Organisational Behaviour/Human Resource Management (with a subdivision of related courses)

EXECUTIVE MBA (EMBA)

- The programme is designed for mid career managers and entrepreneurs who are keen to take on greater challenges and make an impact on the productivity of their organisations. These individuals can leverage their rich work experience through this world-class management programme
- The weekend programme has been structured to enable busy managers to acquire management education while fulfilling regular professional responsibilities
- The courses in **EMBA** have been carefully selected to provide both depth and breadth of a rigorous, distinguished management programme. While starting with the fundamentals of each functional area, the courses quickly step up to advanced levels in order to maximise learning of a group of highly experienced managers. This helps participants develop an understanding at the operational and strategic level in each business area

PHD MANAGEMENT

The programme offers specialisations in the areas of Organisational Behaviour/Strategy & Organisation (OB/S&O), Finance, and Operations Management. Students gain knowledge and skills required to pursue research at the frontiers of the management field.

EXECUTIVE EDUCATION

Every aspect of the LUMS experience opens doors to an expansive set of opportunities for professional executives

1

Raising Executive Development Centre (REDC)

2

Social Enterprise Development Centre (SEDC)

RAUSING EXECUTIVE DEVELOPMENT CENTRE (REDC) EXECUTIVE PROGRAMMES

Learning is a process, not an episode. Executives who arrive at our programmes, immerse themselves in the learning journey and leave with enhanced self-knowledge, awareness of best management practices and a sense of urgency to apply what they have learnt. Our custom programmes are highly impactful and result-focused. We work very closely with our client organisations to develop programmes aligned to their developmental needs and strategic direction.

INDUSTRY PARTNERSHIPS AND INTERNATIONAL LINKAGES

Means to align individual development, organisational strategy and market challenges

Executive Certificate in
Agribusiness Management (ECAM)
– Nestlé Pakistan Limited

European Union

Workshop on Women Mentoring
Women in Business, 2014
Seminar on Agribusiness
Opportunities in Pakistan, 2014
Awareness Seminar on Horizon
2020, 2014

Management Development
Programme – Telenor Asia

USAID Pakistan

Conference on Harnessing the
Potential of Low-Fee Private
Schools, 2014

Coke Learning Centre

Leading & Managing Change
Finance for Non-Financial

Managers
Data Savvy Decision Making
Strategic Thinking

INSEAD, France

Managing Your Global Enterprises:
(MYGLOBE)

OPEN ENROLLMENT PROGRAMMES – CURRENTLY OPERATIONAL

1. General Management
2. Financial Management
3. Operational Excellence
4. People Management
5. Marketing and Sales
6. Personal Development
7. Certificate Programmes

SINCE ITS INCEPTION MORE THAN TWO DECADES
AGO, RAUSING EXECUTIVE DEVELOPMENT CENTRE
(REDC) HAS BEEN CONNECTING AND RESPONDING TO
THE EVOLVING LEARNING AND DEVELOPMENT NEEDS
OF LOCAL AND MULTINATIONAL ORGANISATIONS

Connect:

Dr. Muhammad Adeel Zafar

Assistant Professor & Faculty Director REDC
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Ms. Aisha Azhar

Director REDC
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INDUSTRY SPECIFIC RESEARCH & SCHOLARSHIP
PIONEERING WORK IN THE AREA OF AGRIBUSINESS
MANAGEMENT IMPACTING LOCAL BUSINESS AND
ENTREPRENEURS

26,000+
EXECUTIVE
ALUMNI

REDC CLIENT PORTFOLIO

Building Industry – Academia Bridge through enrollments and custom solutions

- AkzoNobel Pakistan Limited
- Allied Bank Limited
- Bullah Shah Packaging (Private) Limited
- CCL Pharmaceuticals (Private) Limited
- Civil Aviation Authority
- Coca Cola Beverages Pakistan Limited
- Cyber Internet Services (Private) Limited
- DESCOR Engineering Limited
- DIC Pakistan Limited
- Dttac Thailand
- Engro Corporation Limited
- Eni Pakistan Limited
- Falma Group
- Fauji Fertilizer Limited
- Fauji Fertilizer Bin Qasim Limited
- Faysal Bank Limited
- Ferroz 1888 Mills Limited
- Grameenphone Bangladesh
- GE (O&M)
- GlaxoSmithKline
- Henkel Saudi Arabia
- HUBCO
- ICI Pakistan Limited
- IGI Insurance Limited
- Indus Motor Company
- INTECH Process Automation
- International Resource Group (IRG)
- Jubilee Life Insurance Company
- Kohinoor Maple Leaf Group
- Lahore Electric Supply Company (LESCO)
- Lotte Chemical Pakistan Limited
- Nayatel (Private) Limited
- Nestlé Pakistan Limited
- OMV (Pakistan) Exploration & Production
- Packages Limited
- Pak Electron Limited
- Pakistan Tobacco Company Limited
- Pepsi Cola International
- Roche Pakistan Limited
- Samsons Group of Companies
- Savola Food Sector, Saudi Arabia
- Service Industries Limited
- SHAIGAN Pharmaceuticals (Private) Limited
- Shakarganj Foods
- Sharif Group
- Shell Pakistan Limited
- Siemens Pakistan Engineering Company Limited
- Sul Northern Gas Pipelines Limited
- Telenor Pakistan
- Teradata Global Consulting Centre
- Tetra Pak Pakistan Limited
- Tripack Films Limited
- Uch Power Company Limited
- United Energy Pakistan (Formerly British Petroleum, Pakistan)
- World Telecom
- W-tribe Pakistan Limited
- Zong CMPak Limited

CONTEXTUALISATION

Developing case studies hand-in-hand with industry partners

As a part of a research-based business school, REDC aims to impact industry practices by creating learning opportunities for local businesses. Pioneering programmes in the area of agribusiness management and family-run businesses supported by sector specific research and case writing provide such learning opportunities. The centre has partnered with industry leaders to document and exhibit case studies for telecom, food & beverages, textile and other service and manufacturing-related sectors.

DIALOGUE, CONFERENCES, ROUNDTABLES

Converging thought leaders, policy makers, practitioners and entrepreneurs and regional experts

REDC provides a platform to converge renowned faculty and leading industry experts for generating diverse and inclusive dialogue in emerging areas.

Ranging from linkages with European Union over agribusiness and women leadership to initiation of forum on education, the centre fosters connections between different stakeholders.

SOCIAL ENTERPRISE DEVELOPMENT CENTRE (SEDC)

The Social Enterprise Management Programme (SEMP) was launched in July 2001 by LUMS and McGill University, Canada with financial support from the Canadian International Development Agency (CIDA). In 2007, SEMP was converted into the Social Enterprise Development Centre (SEDC). SEDC serves as a scholarship-based research centre working towards the capacity building of social enterprises in Pakistan.

The centre has successfully developed linkages with more than 500 social sector organisations of Pakistan, which is a unique achievement for any academic institute. SEDC has formed geographic chapters in Lahore, Karachi, Multan, Peshawar, Rawalpindi, Islamabad and Quetta. This national outreach gives it the credibility to undertake operations nationwide.

Through the years SEDC has collaborated with renowned NGOs and INGOs. It currently maintains a database of 183 NGOs. Senior management of these NGOs has taken part in numerous capacity building training sessions offered by the SEDC. It offers customised and open-enrollment training programmes for NGOs in various aspects of capacity building.

SEDC has always been at the forefront of advocating and mobilising policy changes in its priority areas. The function has consistently worked with policy makers and sector specialists, such as the Ministry of Health and Department of Population Welfare, for this purpose. Policy makers from the government have regularly participated in various training programmes offered by the SEDC.

To date, SEDC has published more than 170 case studies and notes written by the LUMS faculty for the social sector. It has also published 6 casebooks on the social sector with several more in process.

Connect:

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SEDC HAS SUBMITTED THE FOLLOWING PROPOSALS FOR FUNDING

- Academic Linkages & Education –
USAID Project worth **PKR 52,500,000**
- Women Empowerment –
USAID Project worth **PKR 49,980,000**
- Complementary Reading Programme –
USAID **PKR 9,816,000**
- Punjab Skills Development Fund –
Org. TN Project worth **PKR 468,000**
- Aquatic Centre – Coca Cola Foundation
Project worth **PKR 134,000,000**

SDSB STRATEGIC SECTORS

Strategic Sectors Research Centre (SSRC) is a recent initiative in institutionalising research and knowledge generation at SDSB. This centre is expected to generate scholarship in strategic sectors including development (education management, health management, and entrepreneurship) and economic sectors (energy and water management, agribusiness, textiles, food, banking, sports goods and pharmaceuticals). The centre has engaged industry specialists and SDSB faculty for achieving its objectives. Knowledge generation will take the form of seminars, case studies, research papers, roundtables, conferences, executive education and professional consulting.

NINE STRATEGIC SECTORS HAVE BEEN FORMALISED FOR INCREASING RELEVANCE TO THE INDUSTRY:

1. Agri-Business
2. Entrepreneurship & Family Business
3. Energy Management
4. Education Management
5. Textile
6. Healthcare & Pharmaceutical
7. Financial Services
8. Transportation & Logistics
9. Islamic Finance



FACULTY & RESEARCH SCHOLARSHIPS AT **SDSB**

The primary goal of any leading research university is to produce high quality and meaningful scholarships. At the Sulaiman Dawood School of Business, knowledge creation and scholarship is the driving force behind all our activities and efforts. Classroom teaching, executive trainings, professional consulting, research conferences, seminars, and publications all converge to create scholarships.

Scholarships at SDSB are divided into two categories: Theoretical / Applied and Pedagogical. The former includes peer reviewed international journal articles as well as policy papers while the later consists of teaching cases, industry notes, and technical concept papers that are used in the classrooms for students and in training sessions for executives.



100
ACRE CAMPUS



CASE RESEARCH CENTRE

Research Updates	2010	2011	2012	2013
Journal Articles (Category A)	2	5	2	3
Book Chapter	3	4	5	4
Journal Cover	7	6	9	11
Journal Articles	86	18	22	22
LUMS Cases (C.R.C. Narrated)	86	18	29	29
Total	44	58	67	69

Figures till October 2014



CASE BASED RESEARCH AT SDSB

Case method research is an integral part of SDSB. These Pakistan specific cases are drawn from real life issues in organisations experienced first-hand by our faculty as a result of research or consultation activities. While there are many excellent case studies that represent American and European business environments, we felt that Asia and Pakistan, in particular with its tremendously diverse business conditions has been under

represented. Faculty at SDSB has written more than 600 Pakistan specific case studies in all. These cases are used in our classrooms and training sessions for executive and public sector employees. It is our aim to provide high quality teaching material to academics, consultants and management developers through cases and research on management practices in the socio-economic context of Pakistan.

CASE
OUTPUT
2012-2014

22
CASES
IN 2012

29
CASES
IN 2013

35
CASES
IN 2014

NOTABLE ORGANISATIONS ON WHICH CASE STUDIES HAVE BEEN WRITTEN: (10-15)

- State Bank of Pakistan
- Telecom Pakistan
- Mobilink
- Biotechnology School System
- CARE Foundation
- Karfi Foundation
- Paccoges Ltd
- Pakistan Education
Empowerment Fund
- Shaheed Khizrana Memorial
Cancer Hospital and
Research Centre
- Civil Aviation Authority

ASIAN JOURNAL OF MANAGEMENT CASES

Asian Journal of Management Cases (AJMC) published by Sage Publications, India is a bi-annual publication of Suleman Dawood School of Business, with thematically focused issues. It aims at providing high-quality teaching material through focus on case-based research on management practices in the socio-economic context of developing Asian countries. In most of these countries, intellectual institutional arrangements and limited managerial, as well as financial resources have combined to create a wide array of management challenges, for which new responses and processes are needed. The limited management research in these complex but challenging environments provided the impetus for this journal. The first issue of the journal was published in March 2004.

In order to ensure objectivity and consistent high quality of the material published, all cases are double blind refereed after going through an initial editorial review. The journal draws its Editorial Advisory Board and ad hoc reviewers from a distinguished panel of academics of international acclaim.

EDITOR

Dr. Junaid Ashraf Lahore University of Management Sciences

MANAGING EDITOR

Agesha Khan Lahore University of Management Sciences

EDITORIAL ADVISORS:

Aref Al Ashtari King Fahd University of Petroleum and Minerals, Saudi Arabia

Moham Akarwal American University in the Emirates, UAE

Virginia Badolico American University of Sharjah, UAE

Ziquang Chen City University of Hong Kong, Hong Kong

Nobuyuki Chikudate Hiroshima University, Japan

Robert S Collins IMD, Switzerland

Christopher J Cowton University of Huddersfield, UK

Paul Ellis Hong Kong Polytechnic University, Hong Kong

James Erskine The Richard Ivey School of Business,
The University of Western Ontario, Canada

Anjula Gurtoo Indian Institute of Science, Bangalore, India

Alfred Jaeger McGill University, Canada

Shaukatul Meher University of Chittagong, Bangladesh

H Paul University of the West Indies, Trinidad

Abdur Rab Eastern University, Bangladesh

R Srinivasan Indian Institute of Management Bangalore, India

Arif A Waqf School of Management, University of Hyderabad, India

Louis Wells Harvard Business School, USA



4TH ASIAN MANAGEMENT RESEARCH AND CASE CONFERENCE (AMRC) 2015

- The fourth annual case and research conference by SDSB will be held in Penang, Malaysia on 10-12 January 2015. The theme of the conference is "Management Issues In Emerging Markets for Sustainable Business." The conference is a joint collaboration between LUMS, Universiti Sains Malaysia, and Indian Institute of Management, Bangalore
- Management Issues for sustainable business, especially in the context of emerging markets are the focus of this conference. In view of the present global context in management research, this conference seeks to bring together scholars engaged in research and case writing, together with industry practitioners on the unique business models and practices prevalent in emerging markets

PREVIOUS CONFERENCES

- 2011 – 1st International AJMC Case Conference, Theme: Building Synergies for Case Method Excellence in Asia
- January 2013 – 2nd International AJMC Case Conference, Theme: Scholarship in Contemporary Management
- January 2013 – 1st International Research Conference on Contemporary Management Practices, Theme: Scholarship in Contemporary Management
- December 2013 – 3rd South Asian Management Research and Case Conference in collaboration with Indian Institute of Management, Bangalore, Theme: Celebrating South Asia: Explorations of the Contributions to Global Economy

	AJMC 2011	AJMC & IRCMP 2013 (January)	SAMRC 2013* (December)
No. Of Submissions	46	181	150
Accepted	35	91	94
Presented	35	68	80
Rejected	11	90	56

**Conference name changed at the end of the year. This conference took place in India*

FACULTY WORKSHOPS

Faculty workshops provide the SDSB faculty with an effective platform to share teaching experiences and ideas with each other; reflect on teaching practices and discuss best practices in teaching and learning. Two workshops were held in the past year:

1

The Art & Science of Teaching

2

Achieving Excellence in Teaching – Values, Norms and Processes

ASSESSMENT & STRENGTHENING PROGRAM (ASP) – USAID

Led by Dr. Zafar Iqbal Qureshi as the Chief-of-Party, the Assessment and Strengthening Programme at LUMS (ASP-LUMS) is funded by USAID and is designed to bring the integral management of Pakistani CSOs and the GOP organisations to a higher level of management excellence, accountability and transparency. This helps to build the capacity of Pakistan's implementing partners to meet standards for compliance with U.S. Government rules and regulations, and to meet the donors' standards for future funding. This is a five years USAID funded project which aims to strengthen Public Sector Institutions and CSOs by training their managers.

TRAININGS have been conducted in 12 areas including Financial Management, Procurement Management, HR Management and Administration, Monitoring and Evaluation, Project Management, Leadership and Cultural Change, Forensic Audit, Communication Strategy and Management, Fiscal Decentralisation, Training of Trainers, Procurement Audit and Development and Leadership: The Gender Dimension. Procurement Audit, Forensic Audit and Fiscal Decentralization were offered for the first time in Pakistan by ASP-LUMS. Trainings, case writing and research has been done through the collaboration of LUMS faculty and International advisory faculty.

Geographical Spread of ASP Trainings

Punjab	636
KPK	610
Islamabad	570
Sindh	490
Baluchistan	393
Gilgit Baltistan	40
Azad Kashmir	8
Fata	2

CASES

More than 100 cases have been developed with emphasis on Finance, Fiscal, Gender, HR, M&E and Procurement. Almost all the cases are being taught in ASP-LUMS trainings.

CONFERENCES AND EVENTS

1. Research Dissemination Conference: Current Impediments and Prospects of the Film Industry's Revival in Pakistan was held in January 2014 with stakeholders from the government and industry participating. Minister for Information, Mr. Parvaiz Rasheed was the chief guest of the event
2. 'Internship Fair' was held in February 2014 which aimed to bring closer the students and prospective organisations
3. A conference on 'Public Sector Leadership in 21st Century Pakistan: Challenges and Best Practices' was held in August 2014. Advisory board of CGPM, academics and practitioners from all over Pakistan attended the conference

112
TRAININGS
CONDUCTED
NATIONWIDE

TRAININGS BY GENDER

2359 MALE
390 FEMALE

86 OUT OF **122** DISTRICTS OF PAKISTAN
HAVE BEEN COVERED IN TRAININGS



INTERNATIONAL FACULTY

1. LARRY DCRUMBLEY

CPA, CFF, Cr.FA, MFFA, FCPA
Professor, Louisiana State
University Department of
Accounting

2. DAVID PRATT

Programme Director at Anglia
Business Academy Ltd United
Kingdom, Management
Consulting

3. STEVE CONDREY

PhD, University of Georgia
President, ASPA 2013/2014

4. JAMES DOUGHLAS

PhD University of Georgia,
Public Budgeting, Finance,
Public Administration and Public
Policy

ASP-LUMS INTERNSHIP PROGRAMME

Internship Programme is one of the main components of the cooperative agreement of LUMS with USAID along with trainings, research and learning management system (LMS).

The main purpose of the Internship Programme is to involve the students in public sector. Last year 60 students interned through ASP-LUMS and a total of 70 students have been placed this year in various organisations.

LEARNING MANAGEMENT SYSTEM - (LMS)

LMS has great importance for ASP-LUMS as it facilitates 'e-learning' with an online learning platform, consolidates all training information into one system, reduces training costs, improves compliance with regulatory requirements while being used for refreshing knowledge of participants. Three online refresher courses on 'Procurement Management' have been completed successfully and participants from all over Pakistan attended these courses. 76 participants from all over Pakistan have been trained in 3 online procurement management refresher courses.

ENTERPRISE RESOURCE PLANNING - (ERP)

ERP system at LUMS has been installed with the cooperation of USAID through ASP-LUMS.

SUSTAINABILITY PLAN

While LUMS has expanded into all important academic programmes, public sector had not received the attention it deserved in training civil servants on permanent basis. The University leadership was cognisant of this and therefore, wanted to take ASP-LUMS as an opportunity to set up a 'Centre for Governance and Public Management (CGPM)'. This would lead to the sustainability of the ASP-LUMS project through assessment and planning.

ADVISORY COMMITTEE FOR CENTRE FOR GOVERNANCE AND PUBLIC MANAGEMENT - (CGPM)

An International advisory committee is guiding the Centre in its activities. The committee has the following distinguished individuals as its members:

Dr. STEVEN CONDREY

PhD, University of Georgia
President, ASPA 2013/2014

Dr. KENDRA STEWART

PhD, MPA University of South
Carolina, Associate Professor and
Director, Joseph R. Riley Jr. Centre
for Livable Communities

Dr. JAMES DOUGLAS

PhD in Public Administration,
University of Georgia Professor,
University of North Carolina at
Charlotte

Dr. DAVE AMMONS

PhD, University of Oklahoma
Professor of Public Administration
and Government, School of
Government, UNC

EXTERNAL RELATIONS & INTERNATIONAL LINKAGES

INTERNATIONAL LINKAGES

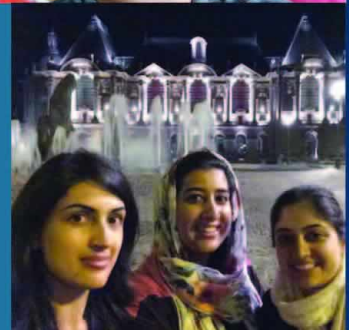
1. Bond University, Australia
2. University of New Castle, Australia
3. EmLyon Business School, France
4. ESSEC Business School, France
5. IESEG School of Management, France
6. Guanghua School of Management, Peking University, China
7. Tsinghua School of Economics & Management, China
8. Seoul National University, Korea
9. Indian School of Business, Hyderabad, India
10. KOC University, Turkey
11. Özyegin University, Turkey
12. Universiti Sains Malaysia, Malaysia
13. University of Malaya, Malaysia
14. Putra Business School, Malaysia

GRADUATE CLUBS & SOCIETIES

The MBA students are required to participate in activities and events organised by the executive clubs and societies which they are a part of. These clubs and societies are run and managed by the elected students from MBA first and second year, under the guidance and supervision of their Faculty Patron and the External Relations Office. Following are the MBA executive clubs and societies:

1. LUMS Marketing Executive Club
 - LUMS Marketing Colloquium (Signature event)
2. LUMS HR Executive Club
 - LUMS HR Confluence (Signature event)
3. LUMS Global Management Executive Club
 - LUMS Synergies (Signature event)
4. LUMS Entrepreneurship Executive Club
 - TEDxLUMS (Signature event)
5. LUMS Finance Executive Club
6. LUMS Supply Chain Management Executive Club
7. LUMS Toastmasters Executive Club
8. MBA Leadership Society
9. MBA Sports Society
 - Dangal (Signature event)
10. LUMS Business Review
11. LUMS Investment Management Association
12. LUMS Consulting Club
13. LUMS MBA Music Society
 - LUMS Loud & Proud (Signature event)





LEADERSHIP LECTURE SERIES

External Relations Office is focused on establishing strong relationships with outside community and building broad understanding of the many ways in which LUMS contributes to our community. To keep the students abreast of the active and current business trends, the office engages 'Leaders' from various walks of life in guest speaker sessions. These leaders belong from all sectors and functions of the corporate and the public areas, and share their insights, business acumen and experiences with the student body at LUMS.

This initiative has brought some well-known corporate personalities to the campus, and the interactions hence occurred have benefitted the students in multi-folds. Below are the few guest speakers whom LUMS has hosted:

1. MR. NAJAM SETHI

Former (caretaker) chief minister of Punjab, Journalist & Media Personality

2. MR. MIAN MUHAMMAD MANSHA

Prominent Pakistani industrialist and entrepreneur

3. MR. ASAD UMAR

Ex CEO & MD of Engro Corporation and Current Politician

4. MR. ZIAD ALAHDAD

Consultant Advisor & Former Director of Operations World Bank

5. MR. JOSEF M MUELLER

Ex-Head Nestle Greater China Region

6. DR. JHAO PENG

Chief Commercial Officer, CM Pak Ltd

7. MR. ERWIN SIKMA

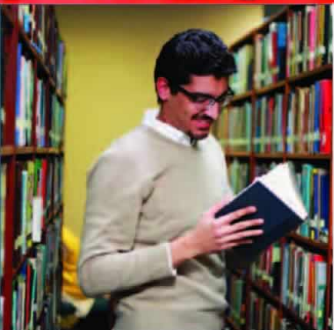
Co-Founder and Managing director of Carmudi.com – a Rocket-Internet Co.

8. MR. KHAWAJA SAAD RAFIQUE

Federal Minister, Pakistan Railways

9. MR. PAUL CONWAY

Vice Chairman Cargill Inc. USA



MBA PLACEMENT OFFICE

The MBA Placement Office works towards facilitating MBA and new EMBA in their career aspirations. It does so through a two pronged approach; direct recruitment and preparing for recruitment. Both function around a core sector based approach to customise recruitment experiences and secure best fits for each stakeholder.

Direct recruitment is brought about through direct office collaborations with various corporate organisations. Preparation comes about through various awareness, mentoring and networking channels including Interviews, Workshops, Sector-Based Alumni Panel Discussions and MBA Externships. MPO has evolved along the way with enhancements and developments in its operations. EMBA programme has recently been brought under its portfolio for support in placements following a change in the EMBA structure. A mechanism has already been set and in motion to help such senior profiles.



A FEW SERVICES WHICH THE MPO PROVIDES TO THE STUDENT BODY:

- Resume Writing Workshop
- Interview Skills Workshop
- Recruitment/Internship Test Practice Sessions
- Profile Interviews by MBA Placement Office
- Mock Interviews by SDSB Alumni
- Counseling Sessions by Industry Experts
- MPO Website
- Online Vacancy Announcements
- Campus Drives & Company Presentations
- All-Day Campus Recruitment
- On-Campus MBA Networking Days

ALUMNI STRENGTH

Over 7,000 LUMS Alumni working and studying in 27 countries worldwide

SDSB alumni need no introduction, as they continue to be living examples of business genius and the academic excellence.

Our alumni have been the pioneers of change wherever they have served, particularly the local environment where they have been the harbingers of innovation, creativity and concrete re-structuring. On the global front, they have been equally effective in driving critical decisions, structures and processes and enhancing productivity and efficiency.

Office of Alumni Relations at LUMS believes in encouraging the relationships of LUMS with its alumni. We strive to make sure that we keep our alumni associated and updated about the progress of their alma mater and to cultivate association between alumni, wherever they are in the world. We arrange alumni gatherings, reunions and benefits which may suit the need of our valuable alumni. We encourage alumni to support their university through active participation and contribution. We make sure that alumni are updated about LUMS and fellow alumni through events and publications. We facilitate communication and networking with LUMS alumni spread worldwide.

LUMS launched the "SDSB Alumni Association" in 2009. The mission of the Association is to benefit LUMS Suleman Dawood School of Business and its alumni, by strengthening their bonds through networking, intellectual development and resource generation. The Association has been actively working with LUMS while drawing on strength from the external community for the well-being of the business school.

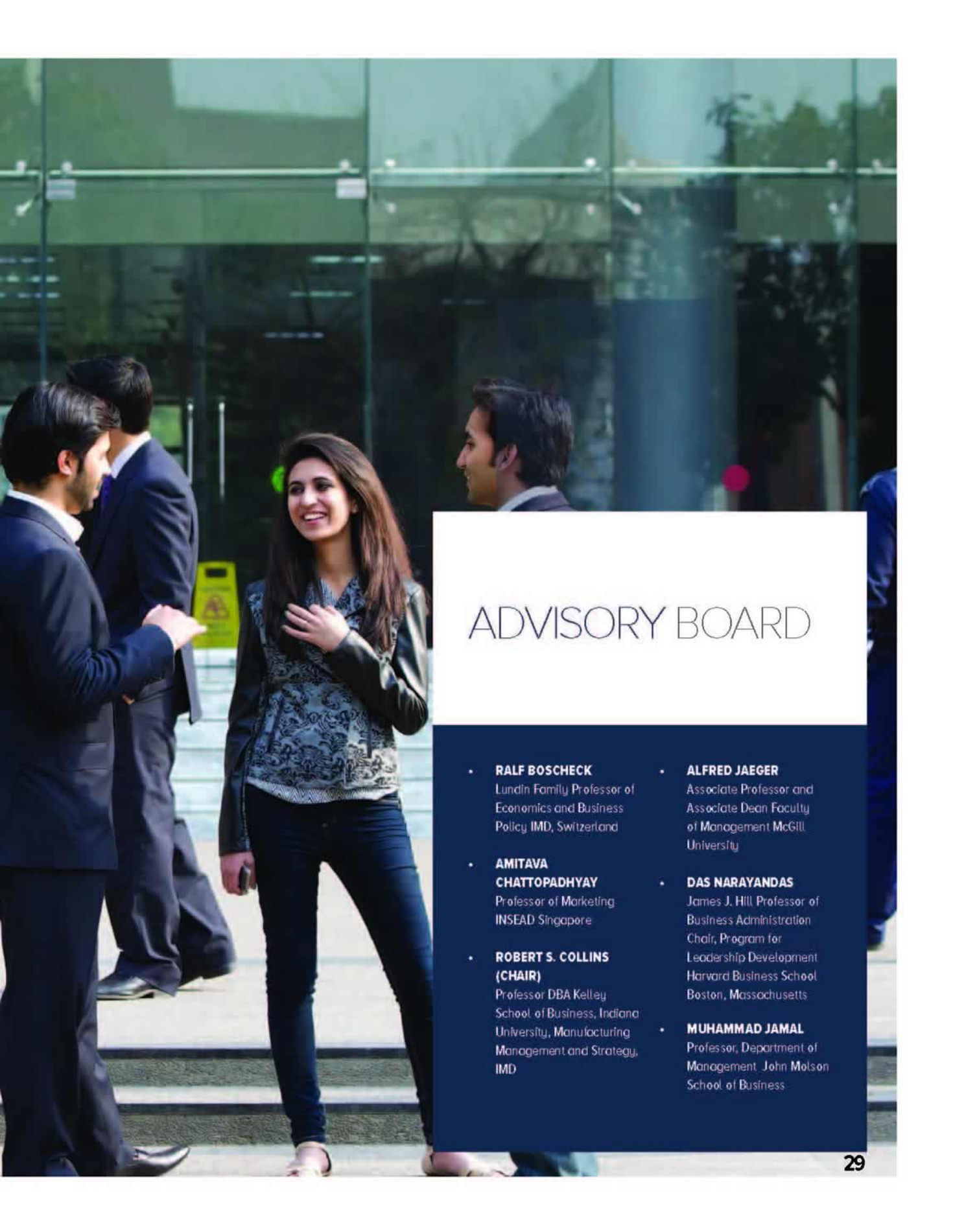
LUMS ALUMNI
ALL OVER
THE WORLD

National Chapters

- Lahore
- Islamabad
- Karachi
- KPK

International Chapters

- Australia
- Canada
- EU Mainland
- KSA
- Kuwait
- Singapore
- UAE
- UK
- USA



ADVISORY BOARD

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- **ROBERT S. COLLINS (CHAIR)**
Professor DBA Kelley School of Business, Indiana University, Manufacturing Management and Strategy, IMD
- **MUHAMMAD JAMAL**
Professor, Department of Management John Molson School of Business

QUICK FACTS

#1

Business School in
Pakistan ranked by
Higher Education
Commission

625

Largest number of Case
Studies written in a
Pakistan Business School

300+

Recruiters connected
with SDSB
Placement Office

2,700+

Public Sector & CSO
Managers Trained by
ASP - LLUMS

26,000+

REDC
Executive Alumni

7,000+

Well connected SDSB
ALUMNI Worldwide

14

Largest number
of Business
School Exchange
Programmes in
Pakistan

9

Economic and Industrial
Strategic Sectors



Accomplished Business Faculty working across various functional areas

Largest number of Executive Education Programmes: REDC, ASP-LUMS, SEDC

Largest number of "A" level publications in a Business School of Pakistan

Highest salary for an MBA Graduate based in Pakistan

Largest number of PhDs in a Pakistan Business School

AACSB
Member

PhDs from Arizona State University USA, Florida State University USA, Heriot-Watt University Edinburgh UK, McGill Canada, North Carolina State University USA, Stanford University USA, Universite Paul Cezanne France, University of Groningen Netherlands, University of Oxford UK, University of Sheffield UK, University of Wisconsin-Madison USA, and LUMS Pakistan

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