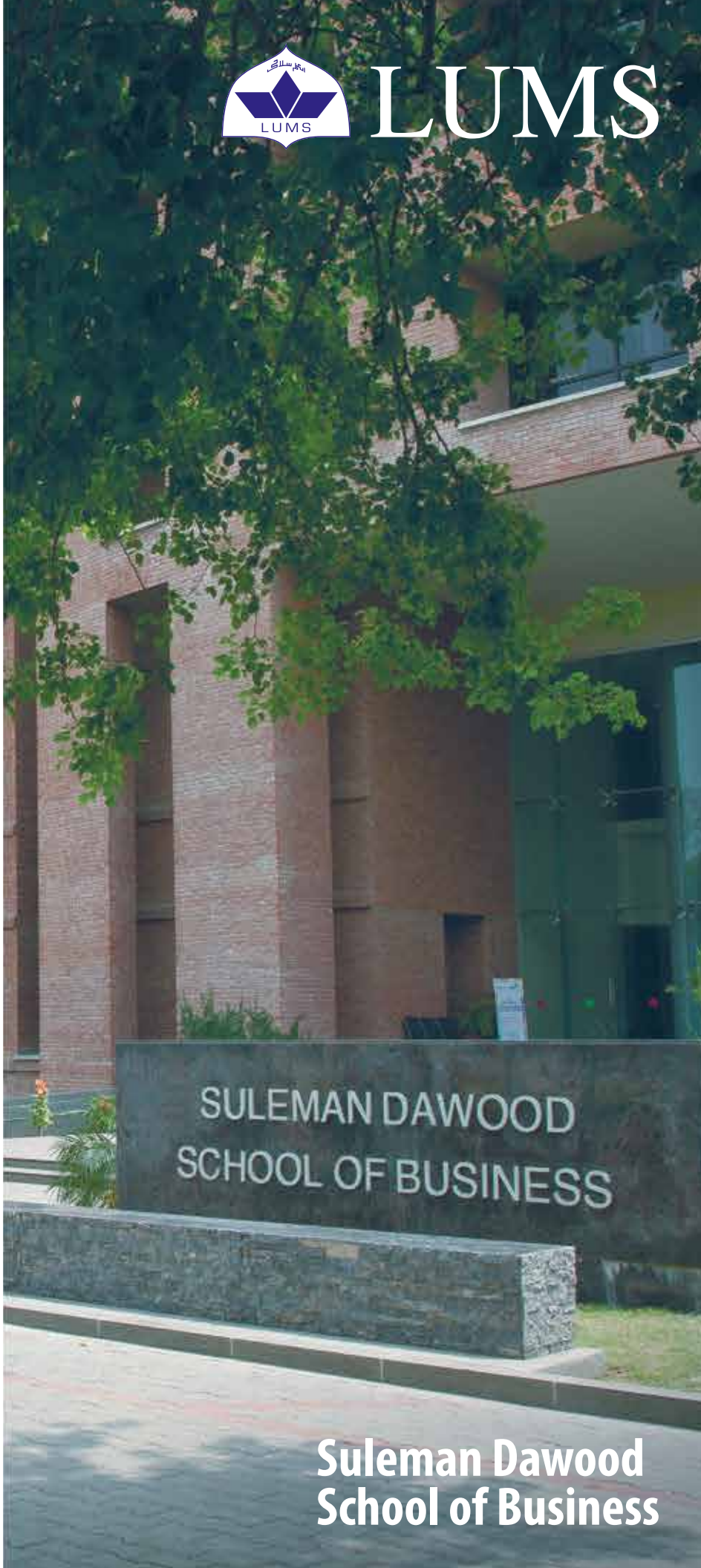
LUMS

"INSPIRING BUSINESS EXCELLENCE"



Suleman Dawood School of Business

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MESSAGE FROM THE DEAN



Dr. Jawad Syed
Professor & Dean
Suleman Dawood School
of Business

Welcome to the Suleman Dawood School of Business (SDSB), one of the top Business Schools in the region.

Thirty years ago, we pioneered the first state-of-the-art business school in the country and introduced the Case Study Method of teaching. Fast forward to today and we have over 1200 students studying in degree programmes on campus. Our alumni, who proudly call themselves Luminites, are not only founders of exciting start-ups but they also lead multinational corporations and spread the essence of LUMS' innovation and zeal, both locally and internationally.

This is a great time to join SDSB, as we have been accredited by the National Business Education Accreditation Council's highest quality category 'W', which is a testament to our academic rigour.

The academic programmes at SDSB are designed to develop leaders with a truly global and entrepreneurial perspective along with values of responsibility and sustainability. Our modules combine theory with practice to stay industry relevant and equip students with resources needed to face new economic challenges.

Our research and executive centres are led by world class faculty who work to achieve our mission of generation and dissemination of rigorous, relevant and contextual 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 is published in leading research journals.

From the very first day as the Dean of the SDSB, I appreciated the sense of purpose and pride of this School's faculty, staff and students, which I believe comes from the School's long history of excellence. I am immensely proud to be leading this highly innovative and professional place and envision making it one of the leading Business Schools in Asia; a School that is current and relevant for our people, our region and the world.

On behalf of all of us here at LUMS, I invite you to become a part of our ever-expanding network of excellence.

VISION

SDSB seeks to be a leading management school in the region with global perspective and recognised for excellence in research, teaching, industry engagement and service.

MISSION

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

SDSB Advisory Board

- **Prof. Simon Bell,** Director of Executive Education, University of Melbourne, Australia
- **Prof. Jikyeong Kang,** President and Dean, Asian Institute of Management, Manila Philippines
- **Prof. Ralf Boscheck,** Lundin Family Professor of Economics and Business Policy IMD, Switzerland
- **Prof. Alnoor Bhimani,** London School of Economics, UK
- **Prof. Bob Kennedy,** Dean, Ivey Business School University of Western Ontario, Canada
- **Dr. Shahid Ansari,** Chief Executive Officer, Babson Global, USA
- **Mr. Salman Amin,** Chief Operating Officer, S.C. Johnson & Son, USA
- **Mr. Fred Hasan,** Managing Director, Warburg Pincus, USA



Dr. Kamran Ali Chatha
Associate Dean,
SDSB Academics



Dr. M. Abdur Rahman Malik
Associate Dean,
SDSB Research



Dr. Anjum Fayyaz
Associate Dean,
SDSB External Relations





INSPIRING BUSINESS EXCELLENCE

Suleman Dawood School of Business was the first school established at LUMS in 1986. Now over three decades and more than 7000 graduates later it is ranked as one of the top Business Schools in the region.

Academics

The primary teaching pedagogy at SDSB is the "Case Method of Teaching" which sets it apart from all other business schools in the region. At SDSB, we exercise the Case Method of Teaching through close collaboration with Harvard Business School and the University of Western Ontario, both of which are pioneers in this teaching philosophy. We take pride in our innovative and evolving curriculum, keeping it relevant by including indigenous case studies from our own data base of more than 400 cases. The business school offers four degree programmes – BSc Honours in Accounting & Finance, and Management Science, MBA, Executive MBA and PhD in Management.

Faculty Research

Our internationally qualified faculty is actively involved in first rate academics and applied research both on global and regional levels. In line with the mission of knowledge generation and dissemination; the business school has produced five research centres working under its umbrella. The research centres, namely Strategic Sector Research Centre (SSRC), Case Research Centre (CRC), Social Enterprise Development Centre (SEDC), Centre for Islamic Finance (CIF) and Centre for Governance and Policy Management (CGPM) have strong national and international linkages.

Global Appeal

SDSB has research linkages with highly renowned institutes. We have active student and faculty exchange programmes with more than 18 universities from all over the world. Giving a global appeal to the SDSB family is the highly engaged alumni body placed in more than 50 countries worldwide. This global network provides a holistic perspective to the SDSB experience.

LEARN FROM THE BEST - OUR FACULTY

SDSB Faculty is a rich conglomerate of the finest PhDs from around the world; Stanford, Macquarie University, Oxford University, University of Cambridge, McGill, Rotterdam School of Management, University of Nottingham, Politecnico di Torino, University of Essex, University of Texas, University of Massachusetts and the likes. Students are taught by award winners, 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 led 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 and writing notes which result 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.

4 BUSINESS SCHOOL DEGREE PROGRAMMES



UNDERGRADUATE
1100+ Students



EXECUTIVE MBA
50+ Students



MBA
100 Students



PhD
29 Students



SDSB FACULTY

59
TOTAL FACULTY

43
PhD FACULTY

14
NON-PhD FACULTY

2
EXECUTIVES IN RESIDENCE


JAWAD SYED


ADNAN ZAHID


ANJUM FAYYAZ


ANWAR KHURSHID


AYESHA BHATTI


BUSHRA NAQVI


CH. TANVEER SHEHZAD


EHSAN UL HAQUE


GHAZAL M. ZULFIQAR


IMRAN K. NIAZI
EXECUTIVE IN RESIDENCE


JAMSHED H. KHAN


KAMRAN A. CHATHA


M. BASHARULLAH


M. GHUFRAN AHMAD


M. JUNAID ASHRAF


M. LUQMAN AWAN


MOHSIN N. JAT


MUJEEB RASHID -
EXECUTIVE IN RESIDENCE


NAEEM ASHRAF


OMAIR HAROON


SAAD AZMAT


SALMAN KHAN


SARAH S. SARFRAZ


SHEZEEN S.HEMANI


ARIF I. RANA


ARIF N. BUTT


ARSLAN S. BUTT


ASAD ALAM


ATIF SAEED CH.

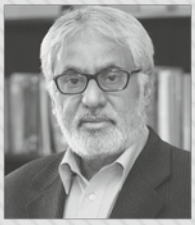

ATIFA A. DAR


FAHAD MEHMOOD


FAHD REHMAN


FAIZA ALI


FARRAH ARIF


FAZAL J. SEYYED


FERHANA AHMAD


KHALID MIRZA


M. ABDUR RAHMAN MALIK


M. ADEEL ZAFFAR


M. AHSAN RANA


M. ASIM


M. AZFAR NISAR


M. NAIMAN JALIL


M. SHAFIQUE


M. SHAKEEL S. JAJJA


M. SHEHRYAR SHAHID


MOEEN N. BUTT


MOHSIN BASHIR


RAZA ALI RAFIQUE


RAZI ALLAH LONE


S. AUN RAZA RIZVI


S. MUBASHIR ALI


S. ZAHOOR HASSAN


S. ZAIN UL ABDIN


WAQAR ALI


ZAIN UL ABDIN


ZAINAB RIAZ


ZEHRA WAHEED

UNDERGRADUATE PROGRAMMES

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

SDSB offers BSc (Hons) degree in two majors:

Accounting and Finance (ACF)

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 follow a set of pre-identified courses to simultaneously complete professional certifications with the following:

ACCA

The Institute of Chartered Accountants of Pakistan

CFA Institute

SOCIETY OF ACTUARIES

Management Science (MGS)

The Management Science Programme is designed to develop students with a strong foundation in decision making methods and data analytical techniques in business management. A strong technical foundation allows students the opportunity to pursue graduate studies or a professional career involving the application of business and data analytical skills.

MULTI-DISCIPLINARY MODE OF TEACHING

SDSB offers a unique blend of multidisciplinary modes of teaching that fully utilise modern teaching concepts of experiential learning and conventional lecture method. Projects, internships, simulation exercises, business games and industrial visits are the teaching tools employed by instructors to enhance knowledge and provide practical learning experience to its students.



"The academic vigour, emphasis on independent logical thinking and diverse opportunities at LUMS enable its students to create their own path in life and inculcate in them the competencies required to succeed in their respective professions. The dedicated faculty, talented peers and diverse community life inspire a person to excel and explore his or her potential. My experiences during my undergraduate studies have had a profound effect on my personal and professional development. I feel fortunate to have spent four years at LUMS."

Durre Jehan
BSc (Hons) Accounting & Finance
Class of 2013
IFC's SME Toolkit Manager
Bank Alfalah Ltd.



"At LUMS, you are able to explore a wide array of courses along with a focus on your major. This entire process helps you discover yourself. Additionally, the kind of social events, exchange programmes, internships, educational conferences and other extracurricular activities make you capable of achieving anything in life, be it a successful corporate job, an entrepreneurial venture or further studies."

Pakiza Khalid
BSc (Hons) Accounting & Finance
Class of 2016
Business Analyst, Bain & Co., UAE



"LUMS is an institution that not only offers its students a holistic education through a rigorous curriculum and the opportunity for interdisciplinary study but also inculcates the values and principles necessary to excel in everyday life. It grooms its students to become mature and responsible citizens which is no doubt one of the most essential functions of a university and enables them to network and connect with intellectuals, scholars, young leaders and business professionals throughout Pakistan and globally, each of which are crucial for a successful future."

Rehan Elahi
BSc (Hons) Management Science
Class of 2016
Business Analyst, Bain & Co., UAE



"There is so much more you achieve when studying at LUMS than just a degree. Having pursued my undergrad at LUMS gave me the knowledge, confidence and strength to overcome my fears that always held me back.
I would highly recommend this programme to everyone who would like to expand their horizons, not only in the world of management but also in their personal life. The years spent at LUMS have been an amazing experience, working and studying at the same time, building confidence, improving communication skills, managing time, people and finances, while learning more about the world around us."

Sahrish Jaleel Shaikh
BSc (Hons) Management Science
Class of 2016
MSc Supply Chain Engineering,
Industrial Engineering Georgia
Institute of Technology, USA (2018)

GRADUATE PROGRAMMES

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

MBA

Preparing Global Business Leaders

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 flexibility to pursue careers in a variety of industries across geographical and functional boundaries. A new model of experiential learning was implemented in Fall 2016 to increase experiential and entrepreneurial aspects in the programme. This transformation has been based on "practical entrepreneurial and reflective learning" characteristics to augment educational experience.

2000+ MBA Alumni

32 Years since opening in 1985

Exchange Programmes with
15+ Business Schools Worldwide

12 Graduate Clubs & Societies





"LUMS MBA compelled me to realise my inner potential. I was one of the oldest aspirants in the class by age and before joining MBA, I had been away from classroom study for more than 10 years. Case Method pedagogy was what attracted me the most for choosing LUMS MBA. Students were put into real-life business situations where they had to debate pros & cons and come up with innovative solutions through exchange of perspectives. This method of teaching aided and honed my skills in finding solutions to real-life business issues. LUMS also focused a lot on building entrepreneurial skills in students. Courses like entrepreneurship as part of curriculum adds a lot of value to the programme for people like us who'd like to start own businesses."

Badrinath Jha (International Student)
MBA
Class of 2011
Engineering Manager
Surya Nepal (Pvt.) Ltd., Kathmandu, Nepal



"Usually, any institution would promise to offer the best in faculty, the best curriculum and the best facilities. However, the two-year journey at LUMS was a game-changer for me beyond these generic standards. This institution, through its vast student exchange programme, enabled me to gain valuable exposure of other cultures and academics during my exchange semester in a top European university. That one experience combined with what I had learnt at LUMS, helped equip me with all the elements required for an international career, the fruits of which I'm enjoying right now while I work across Africa. Moreover, after graduating from LUMS, I'm now part of a network of the coveted Alma Mater, which supports and gives access to the top organisations and employers around the world. It has been a life-changing experience, which I will cherish forever."

Munir Taufiq
MBA
Class of 2011
Senior Category Marketing Manager
Mondelēz International, West Africa



"LUMS MBA for me was a journey of life transformation and self-awareness. The sleepless nights for assignment submissions, tough readings and hours of case study analysis prepared me to thrive in real-life business situations. Fierce class participations and rigorous group discussions instilled the confidence in me to take on any challenge and not be afraid of asking or being asked tough questions. LUMS MBA has empowered me to believe in myself and set me on the road to realising my true potential. However, the biggest perk of being a part of the LUMS community is the immense support and guidance you get from your batch mates and the Alumni network all over the world."

Farwah Ahmed
MBA
Class of 2012
Direct Life Marketing Specialist
Suncorp, Australia



"I chose the LUMS MBA because it is the first choice of the top employers of the country. My favourite part of the programme is the interesting and complicated business cases we are taught, which teach us a new way of solving business problems faced by companies around the world. The problem-solving skills developed by this case study method helped me excel in the MBA programme."

Aan Asif Cheema
MBA
Class of 2017
Consultant, McKinsey & Co., Pakistan

Executive MBA

The Way Forward

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 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.

EMBA
2017 STUDENTS



37 Average Age

10 Years of Average Work Experience



EMBA
2018 STUDENTS



37 Average Age

13 Years of Average Work Experience



22 MONTHS

36 WEEKENDS

4 FULL-WEEK SESSIONS

GLOBALISATION AND CROSS-CULTURAL MODULE



"I would say that the LUMS EMBA is the key that opens up countless important avenues for its students. It played a key role in developing my professional life as it helped me get the perfect role with the world's leading company, General Electric."

Asad Noor
EMBA
Class of 2005
Country Head
GE Transportation



"I needed a transformational platform for my mid-career change that could equip me with entrepreneurial insights. A rich and diversified EMBA class and faculty experience helped me to reach my goal. The enlightening case discussions made us focus on what I call the 'Why Factor', forcing us to take a holistic approach and not just focus on a single issue."

Moetesum Khurshid
EMBA
Class of 2009
General Manager & Executive Director Operations
Royal Airport Services (Pvt.) Ltd.



"LUMS EMBA is a unique experience which provides knowledge and a forum to develop capabilities to handle challenging business environments. As an employer, the organisation also benefits from the perspective brought in by the employee exposed to real-life global case studies and discussions with experienced managers from different fields."

Abid Amin
EMBA
Class of 2010
Senior Project Manager
SaskPower Canada



"Executive MBA has been a life changing experience for me. As seasoned as I may have been in the field of fashion, I fell short in business management. This degree taught me how professional businesses are run. The case study method exposes students to the challenges faced by larger organisations and how they overcome real time business obstacles. For students like me who had no prior business education, the class participation based model meant that I could incorporate my professional experiences into class discussion and not only add value but also score a grade. One learns not only from the finest faculty in the country, but through peer group teaching we enhance each other's knowledge of our respective industries."

Sahar Atif
EMBA
Class of 2017
Creative Director and CE
Sahar Atif Design Studio

PhD MANAGEMENT



EXTENDING RESEARCH FRONTIERS

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



"LUMS has provided me with an experience that would last my lifetime. The PhD programme structure is full of enthusiasm within class discussions and rigorous courses. Finding its roots in the North-American model of research, it has wider range of acceptability and provides an equal sense of inclusiveness for candidates coming from diverse backgrounds.

I have found the classroom discussions to be non-judgmental and the faculty to be excellent listeners and more engaging. The core idea of the PhD programme at SDSB is to equip students with diverse research skills and turn them into accomplished publishers."

Abdul Salam Khan
PhD Operations Management Candidate
Second Year SDSB

MULTIPLYING PERSPECTIVES

Graduate Summer International Module

Every year, MBA and EMBA students participate in the Silicon Valley Summer Programme which takes place in July. Both MBA and EMBA students visit offices of successful Pakistani businessmen and venture capitalists to learn from their experiences and get a global perspective of opportunities in the Valley. The students attend lectures from international faculty at institutions like, Brown University, Stanford University and University of California, Berkeley.

Companies which the students have visited as part of their trip include:

PRESIDIO PARTNERS

freshdesk

PLUGANDPLAY

Carbonated.TV

Google

SEQUOIA

PayActiv

Research Linkages

SDSB has active research partnerships with international institutions, which facilitate faculty research and case development on an international scale. This exceptional network empowers faculty to work with leaders of various industries and academia across the world and learn from business challenges and modernisations.

HARVARD BUSINESS PUBLISHING

University of Essex

McGill UNIVERSITY

THE UNIVERSITY OF CHICAGO

Management Development Institute

MIT

University of Sussex

NUS National University of Singapore













LIFE @ SDSB

MBA Exchange Programme

SDSB participates in a number of exchange programmes at the graduate and undergraduate level and has partnerships with international universities and business schools across the globe. This opportunity adds to the global experience of our students. These collaborations also enable faculty and research exchange in numerous disciplines.

Graduate Clubs & Societies

At SDSB, education goes well beyond coursework and extracurricular activities to form a vital part of "Life @ SDSB", creating unique opportunities for friendship and learning. SDSB Clubs & Societies offer functional areas which match students' interests and past experiences. These clubs and societies are run and managed by the elected students from both years of the MBA and EMBA programmes. These student groups work under the guidance and supervision of their Faculty Patron and the External Relations Office.

1. LUMS Marketing Executive Club (LMEC) – Marketing Colloquium
2. LUMS Global Management Club (LGMC) – Synergies
3. LUMS HR Executive Club (LHREC) – HR Confluence
4. LUMS Entrepreneurship Executive Club (LEEC) – TEDxLUMS
5. LUMS Finance Executive Club (LFEC) – Finance Prometheus Challenge
6. LUMS Supply Chain Management Executive Club (LSEC) – Supply Chain Summit
7. LUMS Business Review (LBR) – LBR
8. LUMS MBA Sports Society (LMSS) – MBA Dangal
9. LUMS MBA Music Society (LMMS) – Loud & Proud
10. LUMS Toastmasters Executive Club (LTEC) – Toastmasters' Night
11. LUMS MBA Leadership Society (LMLS) – Leadership Marathon
12. LUMS MBA Sales Club (LSC) – SalesCon

LEADERSHIP LECTURES

SDSB is focused on establishing strong relationships with the business industry and building broad understanding of the many ways in which we contribute to our community. To keep students abreast of the active and current business trends, we engage 'Leaders' from various walks of life in guest speaker and panel discussion sessions.

SDSB's CEO at LUMS (CAL) is the pioneer platform of CEOs and Senior Executives to serve the CEO Community locally and internationally. It aims to facilitate and promote the role of CEOs, Senior Executives, and the SDSB faculty to add a more meaningful value to the country's economic, social and cultural advancement through exchange of ideas, experiences and industry academia linkages.

These leaders belong to all sectors and functions of the corporate and the public sectors, and share their insights, business acumen and experiences with the university community. This activity has brought some well-known corporate personalities to the campus, and the interactions hence occurred have benefitted the students in multi-folds, namely:

- Mr. Roger Moulding, Shell Global Lubricants Marketing & Sales VP EMEA
- Mr. Amr Adel, CEO, Shell Vivo Lubricants and Cluster General Manager, Lubricants Middle East, South Africa & Pakistan
- Her Excellency Ms. Martine Dorance, Ambassador of France to Pakistan
- Her Excellency Ms. Sewa Lamsal Adhikari, the Ambassador of Nepal to Pakistan
- Mr. Semih Yalman, Founder of the Dreams Initiative Corporation
- Mr. Adnan Shahid, Chief Commercial Officer (CCO) of Pakistan Telecommunication Company Ltd. (PTCL)





- Mr. Peter Arnell, Chief Branding Officer and Mr. Gabriel Giordani, Group Director Products from VEON Ltd.
- Syed Ali Naseer, Chief Corporate and Regulatory Affairs Officer, Jazz
- Mr. Najam Sethi, Chairman Pakistan Cricket Board (PCB) and Pakistan Super League (PSL)
- Dr. Salman Shah, Advisor on Finance to the Prime Minister of Pakistan
- Mr. Hamid Zaman, Managing Director, SEFAM Pvt. Ltd.
- Mr. Irfan Aqueel, Chief Executive Officer, Millat Tractors
- Mr. Najam Sethi, editor-in-chief of The Friday Times & Chairman Pakistan Super League
- Dr. Aman Ullah, Chief Economist for Planning and Development Department of Government of Punjab

GRADUATE PLACEMENTS

MBA
2017 STUDENTS

PKR 135,000/-

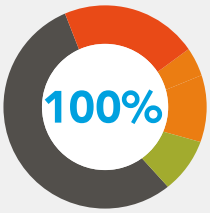


Placed on Graduation

27 Average Age

2.2 Years of Average Work Experience

MBA
2018 STUDENTS



Summer Internship Placements

25 Average Age

2.5 Years of Average Work Experience

The MBA Placement Office has dual responsibilities of counselling the MBA graduates to set ambitious career goals, while providing them suitable opportunities to try and achieve these goals. It follows a sector-wise approach for internship and job placement of MBA graduates.

A number of activities are undertaken to develop soft skills of the graduates and to acquaint them with the ongoing job market dynamics. These activities include special mentoring sessions with alumni, guest speaker sessions with HR personnel of top companies, mock interviews, resume writing workshops, and career advice. Further networking opportunities are provided via sector-wise **Networking Nights,** company presentations, and guest speaker sessions. The close linkages with industry, academia and alumni, support the office in assessing industry trends and guiding the graduates in achieving their career goals.

OUR ALUMNI

For the past 30 years, SDSB has produced leaders who have impacted the practice of management world over. Our alumni spread in more than 50 countries of the world, are our ambassadors and a constant source of pride for us. SDSB Alumni are part of the global business world and are working in senior and executive level roles at various local and international organisations. The tremendous success of these entrepreneurs is a true inspiration for our prospective and current students. The 'SDSB Luminites Association' is an exclusive alumni society, formed in 2009 by SDSB alumni to help keep the network connected and support SDSB in various ways. Every year the alumni give back to the School by participating in various events, student counselling sessions; pledging their time, money and other resources. It is our family of nearly 3500 business school alumni that makes SDSB's mission of impacting the practice of management possible.



3000+
SDSB ALUMNI





SDSB Alumni National Chapters

- ISLAMABAD
- LAHORE
- KARACHI
- FAISALABAD
- SIALKOT
- KPK
- MULTAN

ACCREDITATION





SDSB was awarded full accreditation by the National Business Education Accreditation Council (NBAEC), Higher Education Commission of Pakistan (HEC). The authority placed SDSB Undergraduate and MBA programmes in the highest accreditation category "W" for the coming five years.

In line with our mission to attract students and faculty from all corners of the world, SDSB is making progress in its pursuit of international accreditation by the Association to Advance Collegiate Schools of Business (AACSB).

SDSB restored its membership of European Foundation for Management Development (EFMD) and EFMD Global Network (EFMD – GN), as a step towards achieving EQUIS accreditation.

SDSB Alumni International Chapters

- CANADA
- EU MAINLAND
- KUWAIT
- MELBOURNE
- HONG KONG
- USA
- KSA
- SINGAPORE
- SYDNEY
- UK
- UAE

CHINA-PAKISTAN MANAGEMENT INITIATIVE (CPMI)

China-Pakistan Economic Corridor is part of One Belt, One Road project and has created a tremendous amount of interest for Chinese firms wishing to invest in Pakistan and Pakistani firms desiring increased relations in China. As the leading business school in Pakistan, we are keen on developing a centre for collaborative research, exploring business avenues and exchange of ideas between China and Pakistan. We are calling it 'China-Pakistan Management Initiative (CPMI)'.

The commencement of activities under CPEC has resulted in business interest from both China and Pakistan. Suleman Dawood School of Business is actively interested in developing and disseminating knowledge relating to economic, management, social and cultural issues surrounding CPEC. We would also like to help Chinese businesses become familiar with business, cultural and legal environment in Pakistan and also help Pakistani businesses gain knowledge of Chinese culture, business norms and legal frameworks. Our Executive Education Centre is capable of carrying out some of the intended objectives of this Initiative through executive education and training.



Connect:
Dr. Omair Haroon
Assistant Professor & Faculty
Director CPMI
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Fahad Mehmood
Assistant Professor & Faculty Coordinator CPMI
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RAUSING EXECUTIVE DEVELOPMENT CENTRE (REDC)

Pioneering executive education in Pakistan, REDC programmes have evolved from simple learning to complex capsules of cognitive experience. Our programme portfolio has diversified over the years to include function specific as well as general management programmes aimed at ensuring impact on real-life practices. With a vast network of executive alumni around the globe and partnerships with leading organisations, REDC is at the helm of industry engagement and contemporary management challenges.

A Transformational Learning Experience

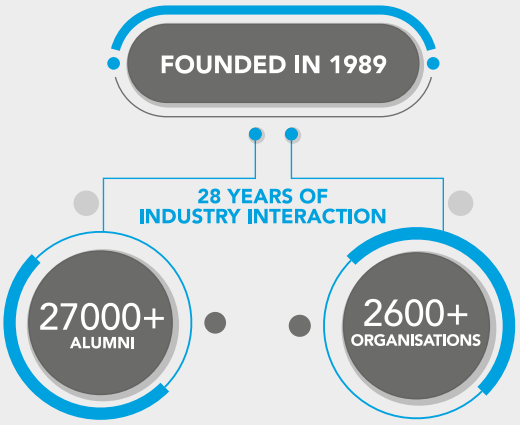
Learning occurs when acquisition of new information causes synaptic changes in our minds and behaviour. REDC executive programmes are deliberately designed to be invigorating and innovative to lead participants to new ways of thinking and trigger personal and professional transformation. Constructed as immersive experiences, our open programmes provide unparalleled opportunity for gaining greater self-knowledge, strategic business acumen and developing action plans that have impact. In continuum, the custom portfolio provides a comprehensive solution platform to the organisations to achieve individual development as well as strategic organisational objectives. Our custom interventions are hallmarked by exchange of knowledge with client organisations to develop programmes aligned to their developmental needs and strategic direction.

Open Programme Portfolio

Exposure to World Class Faculty & Network of High Profile Peers

Our open portfolio provides a base line of learning and development programmes that are designed for a range of executives from across industries. On one hand, REDC programmes are designed for professional growth and leadership development, on the other, our portfolio also incorporates focused and strategic general management programmes on family business, corporate governance, agribusiness, women entrepreneurship and Islamic finance.

Facilitated by faculty experts and attended by high potential and top profile executives and directors, our classrooms provide a unique platform for exchange of creative dogmas and pragmatic information.



DIVERSIFIED AND SPECIALISED PORTFOLIO OF EXECUTIVE PROGRAMMES

1000+ EXECUTIVES ATTEND EVERY YEAR

50+ EXECUTIVE DEVELOPMENT PROGRAMMES CONDUCTED EVERY YEAR

COLLABORATIONS ON LOCAL CONTENT DEVELOPMENT

FACULTY EXPERTISE & LINKAGES

NEW CASES

INDUSTRY NOTES

RAUSING EXECUTIVE DEVELOPMENT CENTRE (REDC)

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, which are supported by sector specific research and case writing provide such kind of learning opportunities. Our unique capability to partner with corporations and industry leaders to document and exhibit case studies for telecommunications, food & beverages, textile and other services and manufacturing-related sectors makes our customised programmes highly relevant and impactful.



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Industry Partnership and International Linkages

FOCUSED ON INDIVIDUAL DEVELOPMENT, ORGANISATIONAL STRATEGY AND MARKET CHALLENGES

- Executive Certificate in Agribusiness Management (ECAM) – Nestle Pakistan Limited
- European Union
  - Workshop on 'Women Mentoring Women in Business'
  - Seminar on 'Agribusiness Opportunities in Pakistan'
  - Awareness Seminar on 'Horizon 2020'
- Telenor Asia
  - Management Development Programme
- LUMS-American University Partnership
  - Certificate Programme on Women Entrepreneurship
- USAID Pakistan
  - Conference on Harnessing the Potential of Low-Fee Private Schools
- Coke Learning Centre
- INSEAD, France
  - Managing Your Global Enterprises: MYGLOBE

SOCIAL ENTERPRISE DEVELOPMENT CENTRE (SEDC)

The Social Enterprise Development Centre (SEDC) was founded in July 2001, in collaboration with McGill University, Canada, with financial support from the Canadian International Development Agency (CIDA). The Centre works to promote genuine research, praxis and public policy dialogue to promote gender equality. SEDC has led initiatives in governance, maternal health, education, microfinance and entrepreneurship opportunities for women to name a few. Over the years SEDC has published over 200 case studies and technical notes, several numerous casebooks, policy briefs and other publications. Having successfully developed a network of more than 500 social sector organisations across the country, the Centre also assists development partners to form linkages, collaborate and work on policy initiatives.

SEDC has partnered with numerous international donor organisations including the Packard Foundation, Citi Foundation, United States Agency for International Development (USAID) and U.S. Department of State.

The Centre has produced nine casebooks, half a dozen strategy papers, a series of NGO Pulse Reports and policy briefs, all of which serve as handbooks on social sector development and management in Pakistan, informing and generating dialogue with local and global stakeholders.

Priorities

The SEDC is predominantly involved in 4 thematic areas:
- Governance
- Education
- Health
- Inclusive Finance









2000
People Trained

450
Organisations Served

100+
Training Programmes

200
Case Studies and Technical Notes

SEDC Strategy

SEDC's strategic framework is built upon three pillars - research, policy and training; dialogue is instrumentalised within and across these pillars to inform the iterative process of development.

Gender: Our Cross-Cutting Theme

Gender equality and social inclusion are cross-cutting themes in all Centre related activities. Enhancing women's autonomy, mobility and economic power align with SEDC's core values of seeking greater social and economic inclusion. The Centre champions an approach that goes beyond 'add gender and stir' and seeks to target intersecting inequalities in its methodology of research, teaching, evaluation and policy.

SEDC's Projects

1. Pakistan Women Entrepreneurship Project (PWEP)
2. Assessment and Strengthening Program (ASP)
3. Citi Foundation
4. David and Lucile Packard Foundation
5. Canadian International Development Agency (CIDA)

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CENTRE FOR ISLAMIC FINANCE (CIF)

The Centre for Islamic Finance (CIF) was formed with the vision of creation and disseminating indigenous knowledge in the domain of Islamic Finance to help resolve the challenges facing this sector.

CIF is involved in a number of activities including executive programmes, research, academics, local and international collaborations. The Centre received generous funding from the State Bank of Pakistan to continue working on research, development and improvements in the Islamic Finance Sector.

The Centre also conducted the "2nd Islamic Finance, Banking & Business Ethics Global Conference – Risk Sharing Islamic Finance: Challenges, Innovation and Leadership"; in collaboration with INCIEF.



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CORPORATE GOVERNANCE & PUBLIC MANAGEMENT (CGPM)



The Centre for Corporate Governance & Public Management (CGPM) was formed with a mandate to impart education in the area of Public Management and Public Policy. The Centre's strategic objectives are:

- To be the preferred choice for Public Policy Management education and training
- To undertake academic and professional usable research in Public Policy areas with a special focus on education, health, energy, and agriculture

The Centre has been successful in launching a 'Minor in Public Management' & 'Major in Public Management' in the undergraduate programme level. CGPM is currently working towards offering a 'Masters in Development and Policy' in collaboration with the Mushtaq Ahmad Gurmani School of Humanities and Social Sciences.

CGPM has research-active faculty with an agenda that focuses on providing policy-makers at national and local levels, civil society organisations, and other stakeholders with timely research on governance and development issues that directly inform policy and reform processes.

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SDSB STRATEGIC SECTOR RESEARCH CENTRE (SSRC)

SSRC aids 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, textile, food, banking, sports goods and pharmaceutical). The Centre has engaged industry specialists along with SDSB faculty for achieving its objectives. Knowledge generation takes the form of seminars, case studies, research papers, roundtables, conferences, executive education and professional consulting.

9 STRATEGIC SECTORS INCREASE RELEVANCE TO THE INDUSTRY:

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

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RESEARCH AND CASE CONFRENCES 2017

- The International Conference 'Gender, Work and Society - Challenges, Opportunities and Prospects for Women's Economic Empowerment in South Asia and Beyond' was organised by the Social Enterprise Development Centre at SDSB LUMS on 22nd & 23rd April, 2017 [SEDC]
- 2nd Islamic Finance, Banking and Business Ethics Global Conference 2017 - 'Risk Sharing Islamic Finance: Challenges, Innovation and Leadership' was organised by the Centre for Islamic Finance on 18th & 19th April, 2017 [CIF]
- 6th Asian Management Research and Case Conference - 'Emerging Business Trends in Asia' was organised by the Case Research Centre and Strategic Sectors Research Centre with and at University of Dhaka Bangladesh on 22nd & 23rd May, 2017

JOURNAL PUBLICATIONS AND CASE STUDIES & NOTES

	2015	2016	2017
Journal Articles Published	18	21	19
Journal Articles Published - 'A' Ranked	10	13	11
Case Studies/Notes	62	29	20

RESEARCH SEMINARS BY INTERNATIONAL SPEAKERS

Name / Affiliation	Title
Dr. Adrienne Roberts University of Manchester, UK	Gendering Global Finance
Dr. Hans-Dietrich Haasis University of Bremen, Germany	Supply Chain and Logistics Strategies in German Industries
Dr. Malcolm Harper, USA	Islamic Microfinance
Dr. Shaista E. Khilji George Washington University, USA	Leadership Education and Development: Experiences, Reflections and Impact
Dr. Sami Farooq Aalborg University, Denmark	International Manufacturing Network
Dr. M. Eskandar S. M. Rasid INCEIF, Malaysia	Dispelling the Myth of a Value Premium: Contrary Evidence of Malaysian Crony Capitalism
Dr. Alnoor Bhimani London School of Economics and Political Science, UK	Digitisation and the Coming Transformation of Management

SEMINARS & WORKSHOPS BY INTERNATIONAL EMINENT SCHOLARS



WORKSHOPS, SEMINARS AND ROUNDTABLES: 2015-2017





CASE RESEARCH CENTRE (CRC)

Case Method research is an integral part of SDSB. These Pakistan specific cases are drawn from real-life issues in organisations experienced firsthand by our faculty as a result of research and consultation activities. While there are many excellent case studies that represent American and European business environments, we felt that Asia and Pakistan especially, 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.

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Roundtables:

Presenter	Title
Dr. Anwar Khurshid & Ms. Sara Alvi	Keep on Track - Faculty Management at Government College University (GCU) Lahore
Dr. Salman Khan, Dr. Ferhana Ahmed & Mr. Samir Ahmed	PACRA: Evaluating The "W" Curve
Dr. Farrah Arif & Ms. Sarah Suneel Sarfraz	Mausummery Lawn - The Mystery Continues!
Dr. Zehra Waheed	The Business of Waste: Public-Private Partnership at Lahore Waste Management Company
Dr. Hassan Rauf	World Class Manufacturing at Tetra Pak
Dr. Shakeel S. Jajja & Dr. Mohsin N. Jat	Daraz.pk: Engaging International Brands



HARVARD BUSINESS PUBLISHING

Harvard Business School Publishing (HBSP) approved the distribution of SDSB-LUMS cases on its online catalogue as a content partner. Selected SDSB cases are now available online through HBSP for educators worldwide. SDSB is the seventh institution in Asia and fourth in South Asia to have its case collection as Harvard online resource. This is an important milestone for the school and will make SDSB cases globally accessible.

Top 300
world QS Rankings

27000+
REDC Executive Alumni

7000+
Alumni Network Worldwide

"W"
category awarded by NBAEC-HEC Pakistan

15+
Exchange Programmes across the Globe

12
Function Based Graduate Clubs & Societies

9
Economic & Industrial Strategic Sectors

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

700+
Largest number of Case Studies written in a Business School in Pakistan

90% Job Placements
within 6 months of Graduation

75%
PhD Faculty from World's Top Institutions

Largest number of **Executive Education Programmes**

Harvard Business Publishing
Case Study Partner

Fully Funded MBA
Scholorships for Local & International Candidates

EQUIS & AACSB
Member

China-Pakistan Management Initiative
One Belt, One Road Project

CEOs At LUMS
Industry Linkages

SDSB - BAYT.COM
International Placements



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