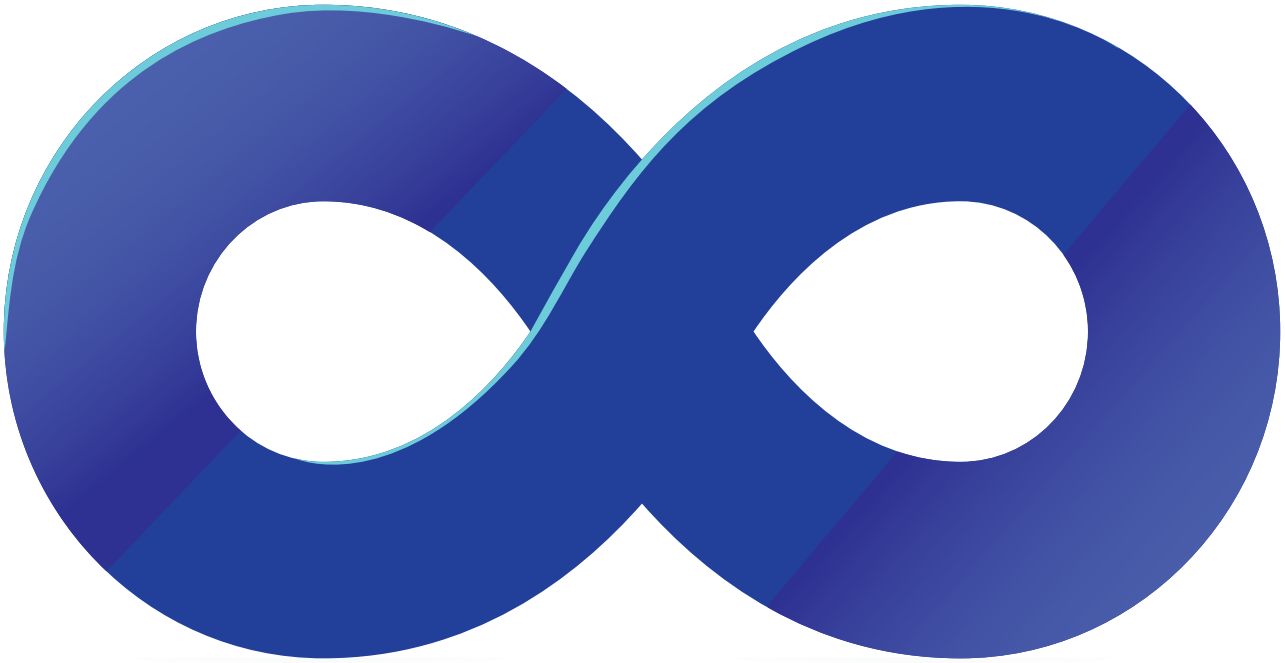
LUMS
A Not-for-Profit University

# 3 NEW PROGRAMMES
# INFINITE POSSIBILITIES



## MASTER OF SCIENCE (MS)

BUSINESS AND PUBLIC POLICY

HEALTHCARE MANAGEMENT AND INNOVATION

TECHNOLOGY MANAGEMENT AND ENTREPRENEURSHIP

# LEAD
# INSPIRE
# TRANSFORM

# MESSAGE FROM THE DEAN



Business impacts economies, societies and institutions. Business intelligence is a must for enterprise success. No enterprise is exempt, including companies aiming to digitalise their processes, start-ups wanting to innovate and create new experiences for the world, governmental bodies searching for greater efficiencies, or healthcare providers seeking better service delivery. If you want to learn how to deliver solution-focused business leadership, you can do no better than to study for a Master of Science degree at the Suleman Dawood School of Business. Three new Master of Science degrees in business allow you to specialise in:

**- Business and Public Policy**
**- Healthcare Management and Innovation; or**
**- Technology Management and Entrepreneurship**

All of these Master of Science programmes will develop your business acumen, complemented by specialist knowledge so you can put into action powerful solutions - every day. In a fast moving world where tomorrow must constantly be re-invented and high value creation is essential, do you want to be a bystander or set the pace? If you want to be a changemaker, the Master of Science is for you.

Be futuristic. Come to LUMS.  We'll help you change the world.

**Alnoor Bhimani**
Honorary Dean,
Suleman Dawood School of Business

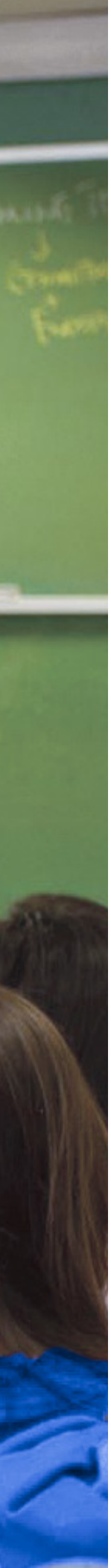
## THE LUMS
# MASTER OF SCIENCE DEGREE

The Master of Science (MS) degrees are 1.5 year degree programmes offered by the Suleman Dawood School of Business (SDSB). They are specially designed programmes of study to equip you with outstanding business education integrated into a specialty area so you can impact defined sectors of the economy. Each MS degree will prove highly marketable as they hone in on areas of extreme need for specialist knowledge and managerial know-how.

The LUMS MS core courses ensure that graduates have high-level requisite knowledge in functional business areas including finance, accounting, economics, data analytics, marketing and strategy. Specialised courses will sharpen your understanding of key fundamentals in your area of concentration. A field project is part of the degree to enable practical engagement and application of your knowledge within an organisation. Blended learning techniques throughout your MS will expose you to a diversity of instructional approaches, learning technologies, case studies, readings, role-plays and industry engagements.

SDSB's established history of business teaching excellence ensures that the MS degree programme you choose to study will provide you with an intensive, rich and innovative understanding of the intersection between business fundamentals and the focused specialisation area you have chosen.





# MASTER OF SCIENCE DEGREES

## BUSINESS AND PUBLIC POLICY

The Master of Science in Business and Public Policy is a diverse programme that will equip you with knowledge, understanding and experience relating to the management of modern public organisations. It will expose you to the role of government in public policy, decision-making and the advancement of business and economic activity. The MS in Business and Public Policy uses tools and insights from management, economics and policy fundamentals to analyse a range of relevant issues at the crossover between commerce and policy. Special emphasis is given to how the government interfaces with the economy and wider society, covering areas such as business and economic growth, industrial stability, infrastructure analysis, digitisation and commercial regulation among others. The MS in Business and Public Policy degree integrates concepts and practices to enhance skills that enable proactive and strategic responses to business, economic, and social needs. It aims to provide business understanding tied to leadership-based knowledge in public policy to open up careers in public sector spaces, chambers of commerce, consulting firms, policy communication and government relation divisions within private enterprises, and non-governmental and civil society organisations.

## HEALTHCARE MANAGEMENT AND INNOVATION

The Master of Science in Healthcare Management and Innovation will equip you to become a leader in healthcare management, to design innovations suited to community needs, and to create value for a diverse society. The Programme will develop your knowledge of the design and management of healthcare organisations combined with insights into challenges posed in healthcare settings and systems. Building on the solid business curriculum followed in the first semester, the Programme will proceed to delve into dimensions of healthcare management with exposure to 'big picture' issues of health systems as well as the challenges of launching and managing complex healthcare enterprises. A capstone field project structured around major healthcare issues will give students the opportunity to take knowledge and theory they have learned and apply it in a real-world setting. Throughout the MS in Healthcare Management and Innovation programme, you will develop an understanding of trends and innovations in the health sector through practical interactions with industry leaders, policymakers and innovators as well as engaging in case studies. You will also build your network and gain perspectives from your diverse classmates. A combination of intensive course work, diverse faculty and student body, and an engaged learning experience will prepare you for impactful managerial and consultancy positions in public and private healthcare organisations as well as opening doors to entrepreneurship in the healthcare sector.

## TECHNOLOGY MANAGEMENT AND ENTREPRENEURSHIP

The Master of Science in Technology Management and Entrepreneurship fuses modern business administration issues with state-of-the-art technology management approaches. It offers robust training in the qualitative, quantitative, and innovative aspects of technology and innovation management whilst also developing your entrepreneurial mind-set. Through hands-on learning, pitch competitions and a host of personal and professional challenges, this Programme pairs classroom learning with practical work to develop, validate, prototype and apply innovative technological or social solutions tied to emerging problems and opportunities. The degree stresses idea sharing, applied market research, creative action and iterative change with instructional and practical components to help students put their ideas to test. As a graduate of the MS in Technology Management and Entrepreneurship, you will enjoy a unique and highly marketable profile that will prepare you for careers in various organisations from small technology start-ups to large established companies, consulting firms, public organisations, supply chain logistics, project management and innovation management spaces.

# THE DIFFERENCE BETWEEN THE MS DEGREE AND THE MBA AT LUMS

The Master of Science degrees are specialised programmes requiring 33 credits to complete whereas the general management MBA degree is a 66 credit programme. Whilst the MBA takes two years to complete and is built primarily on case-method teaching, providing a generalist orientation to tackling real-world business challenges, the coursework for the blended learning-based Master of Science degrees can be completed in one year and you can begin to operate within an organisation whilst working on the field thesis during the third semester of the programme, totalling 1.5 years to

# PROGRAMME STRUCTURE

Each Master of Science business-based degree programme requires 1.5 years to complete 33 credit hours. The first semester of the Master of Science encompasses four required business courses within a structured core curriculum. The second semester courses enable you to achieve the specialist expertise of your selected Master degree (Business and Public Policy, Healthcare Management and Innovation, or Technology Management and Entrepreneurship). After the second semester, students also take an Applied Data Analysis course in the Summer to complete 27 credits hours. Following the regular coursework, students will engage in a field project in the third semester, counting for six credit hours. There will also be a non-examined course, which will feature distinguished practitioners from industry, government, start-ups among other associations to expose students to applied business issues and to enhance their networks. In summary, each business Master of Science programme requires:

- **CORE COURSES**
  5 Courses / 15 Credit Hours
- **MS SPECIALISATION COURSES**
  4 Courses / 12 Credit Hours
- **FIELD THESIS**
  6 Credit Hours
- **TOTAL**
  33 Credit Hours
- **DURATION**
  1.5 Years
- **TEACHING SYSTEM**
  Semester Based

## 1ST SEMESTER

### CORE COURSES COMMON TO ALL MASTER OF SCIENCE PROGRAMMES

Four business core courses of three credit hours each are taken by all Master of Science students in the first semester:

- Business Economics
- Organisations and Leadership
- Financial Management and Accounting
- Marketing Management

## 2ND SEMESTER

### SPECIALISATION COURSES

The three Master of Science business degrees have specific specialisation courses. These comprise four courses of three credit hours each to provide the concentration you desire. The specific courses for each MS degree are:

#### MASTER OF SCIENCE IN BUSINESS AND PUBLIC POLICY

- Policy Design and Delivery
- Business and Government Relations
- Firms, Markets and Public Policy
- Policy Analysis and Communication

#### MASTER OF SCIENCE IN HEALTHCARE MANAGEMENT AND INNOVATION

- Health Systems Management
- Healthcare Policy, Politics and Law
- Innovation and Entrepreneurship in Healthcare
- Managing Healthcare Operations

#### MASTER OF SCIENCE IN TECHNOLOGY MANAGEMENT AND ENTREPRENEURSHIP

- Technology, Design and Innovation Management
- Technology and Operations Management
- Tech-Entrepreneurship
- Business Venture Proposal Writing

complete the degree. The organisation where you do your field project may well be your long-term employer.

The Master of Science degrees each cover core fundamental business courses over the first semester after which you specialise in your chosen area in the second semester. By contrast, the MBA is broader in scope offering many course options. MBA graduates can opt to enter any industry of choice after graduation whereas Master of Science graduates will most likely have decided on the industry sector they want to join before applying to LUMS.

## SUMMER

### CORE COURSE COMMON TO ALL MASTER OF SCIENCE PROGRAMMES

After two semesters of study, all Master of Science students take a 3 credit hour course in Applied Data Analysis in the summer.

## 3RD SEMESTER

### FIELD THESIS COMMON TO ALL MASTER OF SCIENCE PROGRAMMES

In the last semester of studies for the Master of Science degree programme, all students undertake a practical field project carrying 6 credit hours. The project is linked to a real-life client during the third semester where a final report and presentation to the client is made. As a student, you will benefit from work exposure and extensive networking opportunities.

Students will select either a private or public organisation with the assistance of the academic coordinator. Some students may be placed in local community or tech community contexts dealing with policy analysis as well as business and trade associations. In consultation with the academic coordinator and the main point of contact at the selected organisation, you will identify a project that makes a useful contribution to the organisation. You will be required to submit a final report as a field thesis summarising the task and findings/ recommendations. The purpose of the field thesis is to document the work carried out as part of the field project. The exact requirements of the report will be determined by the academic coordinator and the student, and will vary at each organisation.



# WHY CHOOSE LUMS?

01 SDSB is Pakistan's first business school to achieve Association to Advance Collegiate Schools of Business (AACSB) International accreditation enjoyed by only 5% of business schools worldwide

02 It is perceived as the best business school in the region enabling commensurate market salaries

03 The SDSB MBA is ranked among the top 25 MBA programmes in Asia according to QS MBA Rankings Asia 2020 and the top 250 in the world according to QS Global MBA Rankings 2020

04 SDSB is a Harvard Business Publishing content partner

05 Around 85% of SDSB's faculty have earned a PhD from the world's top academic institutions

06 Strong emphasis is placed on participant-centred learning

07 The MS field thesis project couples theory and practice across organisational settings

08 SDSB has focused on concentration areas with a high and proven need for specialist graduates

09 The top 10% applicants to each MS programme will be awarded a 50% scholarship

10 All women admitted to the MS programme will be awarded a 50% scholarship





# ALUMNI NETWORK

**SDSB graduates earn a lifetime membership to a privileged network of changemakers and impact creators around the world. They stay connected through a multitude of alumni activities, including networking, professional development workshops, fundraising events, and more. With an over 13,000-member strong group of business leaders, entrepreneurs, and thinkers around the world, the LUMS Alumni Network plays a primary role in the pursuit for excellence and growth.**




# FINANCIAL SUPPORT

The MS journey is an important investment for you and LUMS shares in this investment through several financial assistance programmes and interest free loans. Financial support is available to all eligible local and international applicants applying to our Master of Science programmes.

**MERIT SCHOLARSHIP**
50% scholarships are awarded to the top 10% of candidates admitted to any Master of Science programme at SDSB.

**WOMEN SCHOLARSHIP**
50% scholarships will be awarded to all admitted female students.

**LUMS INTEREST FREE LOAN**
LUMS offers interest free loans to local MS students based on annual financial need assessment. These loans cover partial to full tuition fee expenses.

# ADMISSIONS CRITERIA

Admission is purely merit-based and rests solely on the following criteria:

**ACADEMIC RECORD**
Applicants will need to have successfully completed sixteen years of education leading to a Master's or Bachelor's* or equivalent degree in a relevant discipline including Business, Management and Commerce. A student with a non-business background may be required to take pre-requisite courses, to be determined by the LUMS Admissions Committee. Options to do this will be given to accepted applicants requiring prerequisite courses.

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

Applicants completing their last degree by May 15, 2020 are eligible to apply.

**TWO RECOMMENDATION LETTERS**
Recommendation letters should indicate the applicant's academic performance, commitment to excellence and their strong aptitude for business education. These can be from professional as well as academic referees.

**ADMISSION TEST REQUIREMENTS**
Applicants are required to take the GRE (General) or GMAT or NTS GAT (General) in order to be considered for admission.
For further details on GRE (General), GMAT and NTS GAT (General), please visit **www.ets.org, www.mba.com and nts.org.pk**

**NOTE**

- GRE (General)/GMAT taken more than five years before the admission deadline will not be accepted.
- NTS GAT (General) taken more than two years before the admission deadline will not be accepted. A minimum of 50 per cent in GAT is a requirement for admission.
- If the applicant has taken more than one test, the best score will be considered for application evaluation.
- For equivalency details for the GRE (General) and GMAT, please see: **https://www.ets.org/s/gre/flash/bschool/comparison/17302/170/index.html.**



## WORK EXPERIENCE

None of the three business Master of Science programmes require prior work experience. Students registered for the MS in Healthcare Management and Innovation or MS in Business and Public Policy may benefit from having had prior work experience because of the nature of the course contents. Whilst this will be considered in assessing your application for admission to the programmes, work experience is not essential to apply to any of the business MS degrees.

## STATEMENT OF PURPOSE

You will be asked to submit a writing sample in the form of a statement of purpose. It should identify in clear terms why you think you are suited to the particular Master of Science programme you are applying for. You should state how registration in the degree will enable you to achieve your career goals.

For instance, you may be an employee in a government department looking to hone your business and policy knowledge and therefore be applying for the Master of Science in Business and Public Policy. Or you may have an interest in founding a web-based start-up but feel you lack sufficient expertise in commercialising your tech-focused initiative which justifies your interest in the Master of Science in Technology Management and Entrepreneurship. Or perhaps you are an administrator in a hospital and would like to move to a senior management post but lack the necessary understanding of wider health management issues. This would then explain your interest in studying for the Master of Science in Health Management and Innovation.

Your personal statement should present clearly and effectively your reasons for wishing to undertake the particular Master of Science you are applying to. Applicants would not be expected to be applying to more than one Master of Science business programme as they have different objectives.

## INTERVIEWS

Only shortlisted candidates will be called for interviews.

## TUITION FEES

The tuition fee for the Master of Science programmes for the first two semesters amounts to PKR 481,350 per semester. A one-time admission fee, security and health insurance will be charged in the first semester, while in the third semester, only the registration charges will be applicable.

## DATES TO REMEMBER

| ROUND I | |
|---|---|
| **ACTIVITY** | **DATE** |
| Deadline to take GMAT/GRE/NTS GAT (General) | **March 25, 2020** |
| Deadline for Online Application Submission | **March 26, 2020** |
| Deadline to Submit Supporting Documents | **March 27, 2020** |
| Admission Decisions | **April – May 2020** |
| **Round II** | |
| Deadline to take GMAT/GRE/NTS GAT (General) | **May 17, 2020** |
| Deadline for Online Application Submission | **April 28, 2020** |
| Deadline to Submit Supporting Documents | **April 29, 2020** |
| Admission Decisions | **June – July 2020** |

# LUMS

**DHA, LAHORE CANTT. 54792, LAHORE, PAKISTAN**

+92 42 111 11 LUMS (5867) Ext. 2177
admissions@lums.edu.pk
www.lums.edu.pk


#MeritMatters | #KeepGoingPlaces


Printed by: **COLOMBO**

LUMS/OOA/MARKETING/MS/BROCHURE/02-20/V1