



LUMS

MBA PROGRAMME

INSPIRING BRILLIANCE



SULEMAN DAWOOD
SCHOOL OF BUSINESS

#MERITMATTERS

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MESSAGE FROM THE ASSOCIATE DEAN

Business organisations in the 21st century face formidable challenges of having to deal with volatile business environments, diverse market needs, ever growing competitiveness, and conscience. The MBA programme at the Suleman Dawood School of Business (SDSB) produces individuals who are strategic and entrepreneurial in nature, team-players, ambitious and capable to turnaround organisations against all odds.

We, at SDSB, develop and groom human resource to meet the diverse needs of business organisations across geographies, cultures and industries. The academic rigour of our students anchored in the case method pedagogy and cutting-edge curriculum, exposes them to the global best practices of businesses and sensitises them to the local realities of emerging economies. A significant portion of our graduate students' time is devoted to experiential learning, materialised through mandatory industry analyses, entrepreneurial ventures, and consulting assignments. Students are also encouraged to hone their softer skills such as entrepreneurial mindedness, leadership, teamwork and communication by working for graduate level clubs and societies. Besides these local experiences, our MBA students are provided international exposure through our international exchange initiatives whereby they understand the transnational nature of today's businesses.

I am glad to share this brief introduction to the MBA programme and look forward to welcoming you to Pakistan's premier business school, the Suleman Dawood School of Business at Lahore University of Management Sciences.

Dr. Kamran Ali Chatha

Associate Dean Academic Programmes
Associate Professor of Operations Management
Suleman Dawood School of Business
Lahore University of Management Sciences



WELCOME TO THE LUMS MBA



Suneel Sarfaraz Munj
Founder, PakWheels
MBA 2005



“LUMS helps its students immensely, especially people who want to become entrepreneurs; from the faculty and alumni providing valuable advice to actually getting graduates established in the market. The hard work and values that LUMS instilled in us, helped us get where we are today. PakWheels started off very humbly with 2 people with a dream to go big and today we have more than 150 people working with us and we are operating in 9 cities.”



Mohammad Ali Mirza
MBA 2017



“The faculty, the diverse student body and a unique culture are one of the core qualities of the LUMS MBA programme. Students from different industries – engineering, business, media, law, medicine, pharmacy and the armed forces – are empowered and compelled to elucidate their point of view. This exchange results in the most unique conglomeration of ideas and invaluable impartation of perspectives.”



Fatima Asad-Said
Regional Director, Human Capital Excellence, Abacus Consulting, MBA 1997



“From case preparation, to sleepless nights to achieving a shared goal despite personality conflicts and developing long term relationships with class fellows who became a family, the LUMS MBA programme was a gruelling and remarkable experience. It makes you push your limits, discover your potential and surprise yourself. The case study method honed our analytical skills to develop multiple options and decide on the best possible answer.”



Aan Asif Cheema
MBA 2017



“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 my internship at Proctor & Gamble in summer 2016.”

WHY LUMS MBA

- Suleman Dawood School of Business (SDSB) MBA awarded full accreditation by the National Business Education Accreditation Council (NBEAC), placing the School in the highest quality category: "W".
- Suleman Dawood School of Business (SDSB) cases will now be accessible on the Harvard Business Publishing (HBP) website, making LUMS cases available to a global audience.
- An intense, demanding academic experience, involving two years of full-time study.
- We develop global business leaders who can provide leadership at any level, in an increasingly global economy.
- We introduce you to the underlying disciplines of management and provide you the flexibility to pursue successful careers in a variety of industries, across geographical and functional boundaries.
- Our core professional development modules develop your leadership skills.
- We provide mentoring and support from our alumni, faculty and industry partners.
- The case study method encourages active learning and student participation. It develops a remarkable ability to analyse and apply theoretical frameworks, to debate and develop arguments, and to make quick decisions in challenging, uncertain situations.



- World class facilities.
- Access to our research centres: The LUMS Center for Entrepreneurship, Rausing Executive Development Centre, Strategic Sectors Research Centre, Case Research Centre, Social Enterprise Development Centre.
- Exposure to academic rigour and high practical relevance – linking theory to practice, bringing the industrial experience to the classroom.
- Student exchange programmes give you exposure to global business practices.
- MBA student clubs - An integral part of the LUMS MBA experience, giving you hands on experience.
- Highly qualified faculty, with strong industry linkages, recognised for their research and thought leadership.
- Excellent MBA Placement Centre - Our graduates are hired by premium, well-known local companies and are also placed internationally.
- Financial assistance for deserving candidates.

CLASS PROFILE

AVERAGE AGE
25 YEARS

AVERAGE EXPERIENCE
2.7 YEARS

AVERAGE GMAT
600

AVERAGE SALARY LOCAL

MONTHLY

PKR 106,183

ANNUALLY

PKR 1,274,196

AVERAGE SALARY INTERNATIONAL

MONTHLY

\$6,961

ANNUALLY

\$83,532

LUMS MBA AT A GLANCE

A CUTTING-EDGE, REAL-WORLD CURRICULUM

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

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

THE PROGRAMME

Summer Orientation Programme (SOP)

Since our students come from diverse academic backgrounds, we prepare them to deal with the challenges of the rigorous MBA programme through the SOP. The SOP is offered in August, prior to the official commencement of classes. It aims to provide all students from varied backgrounds, a common foundation by providing fundamental skill enhancement modules in areas such as communication, business, mathematics, accounting, computer applications and statistics.

Year I

Students are expected to complete core courses that are designed to teach concepts that provide the backbone of general management education.

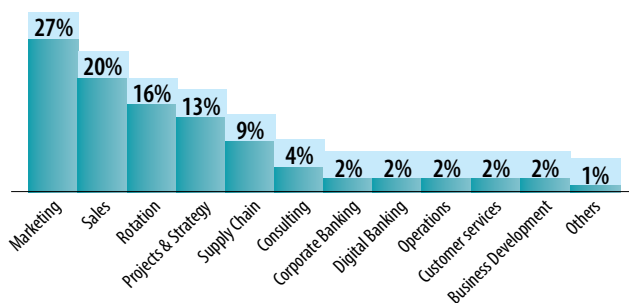
Experiential Learning

The LUMS MBA Programme is now even more experiential than before. Besides core teaching, it comprises of three modules that ensure active industry engagement from the first day.

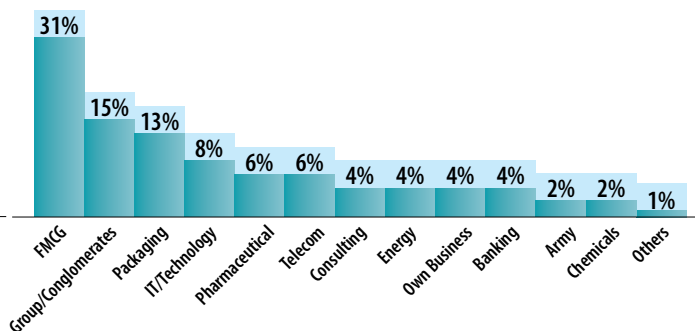
In the first module, the programme offers an industry analysis exercise, which will enable students to develop a solid understanding of business through the study of various key business sectors, through field visits, interaction with industry leaders and data collection from industry participants.

Module II is 'MyStartup'. It's an exercise designed to help students develop an entrepreneurial mindset and encourage alternative career options available to them. Students will conceive, test and commercialise a concept or idea.

Function Wise Placement



Sector Wise Placement







Summer Internship

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

MBA Consultancy Project (MCP)

This is Module III of the experiential learning programme. It provides students the opportunity to exclusively work on a specific client's consulting project, under the supervision of a faculty member from SDSB, culminating with a formal presentation and report to relevant stakeholders.

Year II Electives

Students can create a mix from multiple disciplines to support their professional goals:

Finance | Organisational Behaviour | Marketing | IT/Operations

STUDENT EXCHANGE PROGRAMMES

To give our students exposure to global business practices, SDSB has established institutional links and student exchange programmes with top universities of the world. These exchanges are an excellent immersive experience, allowing students to see the distinct difference in work cultures across multiple geographies and helping them understand the skills required to adapt to new environments.

About

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

Benefits

- ▶ Learn about another culture
- ▶ Experience the challenges and opportunities facing organisations around the world
- ▶ Students extend their global awareness and enhance their international perspective as a manager

Our current International Linkages

- ▶ Bond University, **Australia**
- ▶ University of New Castle, **Australia**
- ▶ ESSEC Business School, **France**
- ▶ Indian School of Business, Hyderabad, **India**
- ▶ Seoul National University, **Korea**
- ▶ Universiti Sains Malaysia, **Malaysia**
- ▶ University of Malaya, **Malaysia**
- ▶ Putra Business School, **Malaysia**
- ▶ Sabanci University, **Turkey**

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INTERNATIONAL
EXCHANGE
PROGRAMMES

A REPOSITORY OF

700+

CASE STUDIES

LUMS & HARVARD BUSINESS PUBLISHING ENTER INTO PARTNERSHIP

Harvard Business Publishing (HBP) has approved the distribution of Suleman Dawood School of Business (SDSB) cases through their site. The LUMS SDSB cases will be available (from Fall 2017) alongside Harvard cases. This puts SDSB cases and the faculty on the international case map, as some of these cases would be taught across the globe.

LUMS FACULTY

Passionate scholars and teachers at the forefront of new ideas

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

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

A Tradition of Teaching Excellence

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

Experienced Thinkers & Leaders

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

Real-life Insights from Industry Practitioners

The MBA programme also makes creative use of experienced practitioners from the industry in its classes as adjunct professors and lecturers. A number of prestigious lectures including the SDSB Speaker Series are held where talks are delivered by eminent business figures, to inspire, educate and challenge students. For example, Mr. Richard G. Olson, the United States Ambassador to Pakistan; Rajan Anandan, VP South and Southeast Asia, Google; Seema Aziz, Managing Trustee of Care Foundation; Syed Wamiq Bukhari, Managing Director & CEO of Pakistan Petroleum Ltd.; Michael Patrik Foley, CEO of Telenor; Ahmad Shah Durrani, Head of Retail, Bank of Punjab have held sessions with MBA students and shared their journey of success.

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





SDSB FACULTY

- Dr. Syed Aun Raza Rizvi
- Dr. Faiza Ali
- Dr. Zainab Riaz
- Dr. Omair Haroon
- Dr. Fahad Mehmood
- Mr. Ahsan Shamim Chaudhri
- Dr. Mohsin Nasir Jat
- Dr. Raza Ali Rafique
- Ms. Atifa Arif Dar
- Dr. Fahd Rehman
- Dr. Ghazal Mir Zulfiqar
- Dr. Zaghun Umar
- Dr. Muhammad Shakeel Sadiq Jajja
- Dr. Zain-ul-Abdin Khawaja
- Dr. Naeem Ashraf
- Dr. Rohail Ashraf
- Dr. Ferhana Ahmad
- Dr. Atif Saeed Chaudry
- Dr. Zehra Waheed
- Dr. M. Abdur Rahman Malik
- Dr. Adnan Zahid
- Dr. Bushra Naqvi
- Dr. Farrah Arif
- Dr. Hassan Rauf Chaudhry
- Dr. Misbah Tanveer Choudhry
- Dr. Mohsin Bashir
- Dr. Muhammad Adeel Zaffar
- Dr. Muhammad Ghufraan Ahmad
- Dr. Muhammad Shehryar Shahid
- Dr. Salman Khan
- Mr. Anjum Fayyaz
- Mr. Asad A. Alam
- Ms. Ayesha Bhatti
- Dr. Muhammad Ahsan Rana
- Dr. Ch Tanveer Shehzad
- Dr. Muhammad Naiman Jalil
- Dr. Saad Azmat
- Dr. Arif Iqbal Rana
- Dr. Syed Mubashir Ali
- Dr. Kamran Ali Chatha
- Dr. Muhammad Junaid Ashraf
- Dr. Jawad Syed
- Dr. Ehsan ul Haque
- Dr. Anwar Khurshid
- Dr. Jamshed H. Khan
- Dr. Arif Nazir Butt
- Dr. Syed Zahoor Hassan
- Mr. Khalid A. Mirza
- Mr. M. Basharullah
- Dr. Fazal Jawad Seyyed

LUMS ECOSYSTEM



MBA STUDENT CLUBS AND SOCIETIES

Your connection to the real world

Our student clubs are created, shaped and led by our current students and their specific industry interests. These clubs cover a wide range of areas like Marketing, HR, International Business, Finance, Consultancy, Sustainability and IT. With 12 clubs and societies and over 50 leadership positions in the extracurricular management, students have ample space to hone their leadership skills, organisational management potential, grow personally and get to know their classmates and other students across the University.

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

LUMS MARKETING EXECUTIVE CLUB
LUMS Marketing Colloquium (Event)

LUMS HR EXECUTIVE CLUB
LUMS HR Confluence (Event)

LUMS GLOBAL MANAGEMENT EXECUTIVE CLUB
LUMS Synergies (Event)

LUMS ENTREPRENEURSHIP EXECUTIVE CLUB
TEDxLUMS (Event)



LUMS FINANCE EXECUTIVE CLUB
Prometheus Challenge (Event)

LUMS SUPPLY CHAIN MANAGEMENT EXECUTIVE CLUB
Supply Chain Summit (Event)

MBA LEADERSHIP SOCIETY
Leadership Marathon (Event)

MBA SPORTS SOCIETY
Dangal (Event)

LUMS MBA MUSIC SOCIETY
LUMS Loud & Proud (Event)

LUMS SALES CLUB (LSC)
LUMS Sales Con (Event)

LUMS BUSINESS REVIEW
LBR Annual (Publication)

LUMS TOASTMASTERS EXECUTIVE CLUB

A PROFESSIONAL
NETWORK OF

2,150+

MBA GRADUATES

*LCE ranked the **#1**
accelerator in
Pakistan and **#11**
in Asia by GUST
Accelerator Report &
Fundacity.*

53+

STARTUPS INCUBATED

130+

ENTREPRENEURS GROOMED

200 M+

REVENUE GENERATED

150 M+

INVESTMENT RAISED

1.5 B+

TOTAL VALUATION

500+

JOBS CREATED

ALUMNI

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

From your first day as a LUMS MBA student, you are able to leverage the power of one of the most supportive and accessible professional networks: the LUMS Alumni network. 9,000+ LUMS graduates with 2,150+ MBA and over 305+ EMBA (Executive Programme) graduates are connected by a robust alumni network that includes career resources, online communities, 3 local and 10 international alumni chapters spread out in major cities around the globe.

THE LUMS CENTER FOR ENTREPRENEURSHIP (LCE)

LUMS Center for Entrepreneurship (LCE) is Pakistan's most comprehensive experiential development platform for budding entrepreneurs that formalises the process of scouting, grooming and facilitating passionate startup founders.

Application Process for Incubation/Acceleration

Online Application ➤ Preliminary Screening ➤ Foundation Council Meeting ➤ Selection

What Happens During the 4-Month Incubation/Acceleration Programme

- Orientation
- 10-day intense entrepreneurial boot camp
- Design thinking workshops
- 14 themed weeks
- Bi-weekly mentoring sessions
- Monthly management reviews
- Monthly legal clinics
- One month for traction
- Investor Summit
- Mentor facilitated transaction advisory services

TRADING LAB

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



We will help you get
your **dream job**

CAREER ADVANCEMENT

Opening Doors to Future Success

The LUMS MBA Placement Office (MPO) works to educate, connect, and advise students about internship and job opportunities. The MPO helps students achieve their career goals by providing an excellent platform to work towards their career aspirations across any industry, function and location.

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

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

- ICI
- Nestle
- Sapphire
- Google, Singapore
- PepsiCo. International
- Zong CMPak
- Shell
- Next Pharma
- US Apparel
- McKinsey, Pakistan
- Procter & Gamble
- Packages
- Coca Cola Beverages Pakistan Limited
- L'Oreal
- DH Corp.
- Hilal Foods
- Unilever
- Mobilink
- Philip Morris International (PMI)
- Reckitt Benckiser
- Servis Sales Corporation
- Descon
- Careem
- Tetrapak
- Mari Gas
- OLX
- GSK
- Fatima Group

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STUDENT
CLUBS/SOCIETIES

Inventory

- Inventory → Raw Materials & C
- Recording closing inventory →
- Inventory reviewed annually for
inventory



components, WIP, Finished goods and trading stock.

Weighted Average Cost

estimated impairment based on obsolescence and slow moving

Percentage



- Raw materials and components
- WIP
- Finished goods
- Trading stocks



ADMISSION PROCESS

MBA Applications are assessed on the following criteria:

- Minimum of **sixteen years of education** leading to a Masters or Bachelor's* degree from a university recognised by the Higher Education Commission (HEC), Pakistan
- **GMAT/GRE** Performance (no other admission test scores are valid)
- **Work experience** strongly preferred
- Two **letters of recommendation**
- **Interview** performance

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

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

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



MBA PROGRAMME FEE STRUCTURE

Admission Fee	75,600
Semester Registration	40,500
Tuition Fee	742,000
Summer Orientation Programme (SOP)*	18,500
Reading Material	34,100
Admission Security	17,300
Total Fee	928,000

Double Occupancy Hostel Fee (per semester)	30,375
Laundry Charges (per semester)	5,000
Hostel Registration *	1,700
Hostel Security (Refundable)	15,100
Application Processing Fee-MBA	4,700

*One-time expense

For details regarding admission criteria and fee structure, please visit:

<https://admission.lums.edu.pk/programmes/mba>

FINANCIAL SUPPORT

GMAT/GRE Fee Refund

Applicants who are admitted to, and join, the MBA programme will get a refund of GMAT/GRE registration fee of one attempt.

Merit Scholarships

Admitted students can be awarded merit scholarships covering 50% of the tuition fee if they meet one of the following criteria:

- ▶ Scored 700 or above in GMAT or GRE (equivalent to GMAT after conversion)
- ▶ Secured top position in University Merit Ranking

External Scholarships (if available)

Applicants can benefit from the available funding opportunities based on assessed financial need and criteria specified by the donors.

LUMS Loans

LUMS currently offers over 20 interest free loans to MBA students, which cover partial to full tuition fee expense. Financial need assessment is done on a yearly basis. MBA applicants in need of financial support can apply for these loans.

MCB Student Personal Loan (SPL) Facility

MBA applicants can avail MCB Student Personal Loan (SPL) Facility. The commercial loan facility is pivotal for students who are financially unable to afford the tuition cost.

For details, please visit <https://financial-aid.lums.edu.pk/mba-emba-programme-fa>





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Connect with LUMS

