LUMS



MBA PROGRAMME

Inspiring Brilliance

Suleman Dawood School of Business
Lahore University of Management Sciences
sdsb.lums.edu.pk



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MESSAGE FROM THE DEAN

The Lahore University of Management Sciences (LUMS), ranked amongst top 15 universities in SAARC by QS University Rankings Asia 2016, has long positioned itself as a leader in developing and imparting business education. Thirty years ago, LUMS pioneered the first state-of-the-art business school in the country, the Suleman Dawood School of Business (SDSB) and introduced the Case Study Method of teaching. Its top-notch faculty, its commitment towards excellence and appreciation for talent has led it to receive the highest quality category accreditation by the National Business Education Accreditation Council.

As a testament to our academic rigour, the Harvard Business Publishing (HBP) will now encompass distribution of SDSB cases through their site, making the School's cases available to a global audience. A major achievement for the Case Research Centre, this partnership places SDSB and LUMS on the international case map.

Diversity is a benchmark of the institution's student body. Ever since its inception, LUMS has attracted foreign students from across the globe. This culturally diverse socio-academic environment adds an impetus to gaining personal and professional skills. The University lays a strong emphasis on supporting top talent worldwide and offers generous scholarships to deserving international students.

Today, SDSB is recognised for excellence in three interconnected areas: research, teaching and service. Firstly, the School supports dissemination and creation of relevant and responsible research with specific emphasis on values of responsibility, integrity and diversity as part of the content. Secondly, our case method tradition enables critical integration of organisational examples into the curriculum. Thirdly, service refers to a continued commitment and contribution to industry, academic community and the wider society.

SDSB's flagship MBA programme produces graduates who are strategic and entrepreneurial in nature, team-players, ambitious and capable to turn around organisations. A significant portion of our graduate students' time is devoted to experiential learning materialised through mandatory industry analysis, entrepreneurial ventures, and consulting assignments. MBA students are also exposed to a global learning environment through our international exchange programmes with 16 universities, whereby they understand the transnational nature of today's businesses. Recruitment drives, seminars and networking initiatives are integral components of the programme. The LUMS MBA Placement Office educates, connects and advises students about opportunities in the professional world. We are proud of the high percentage of graduates who have been recruited across the globe and are contributing to economy and society through their leadership acumen.

Our faculty is a rich conglomerate of the finest PhDs from across the globe. Forty-four of them hold doctorate degrees from the best universities of the world. These exceptional group of educators and researchers inculcate a sense of exceptional commitment in the students and the classroom setup demands them to bring out their leadership skills. Dedicated to excellence in research and education, SDSB faculty members are known to have a deep understanding of the rapidly changing world economy as well as of the unique and complex business environment in the world. They are invited as speakers and advisors on international forums to discuss issues of global concerns and key business trends. They are also active in research, applying internationally cutting-edge methodologies to tackle both domestic and global economic and management issues.

Tapping into our extensive network of 28,000+ executive alumni and 9000+ programme alumni, corporate partners and visiting executives, SDSB offers the best platform for innovation and for challenging conventional thinking in business. Our alumni are not only founders of exciting start-ups but they also lead multinational corporations and spread the essence of LUMS' education and values, both locally and internationally.

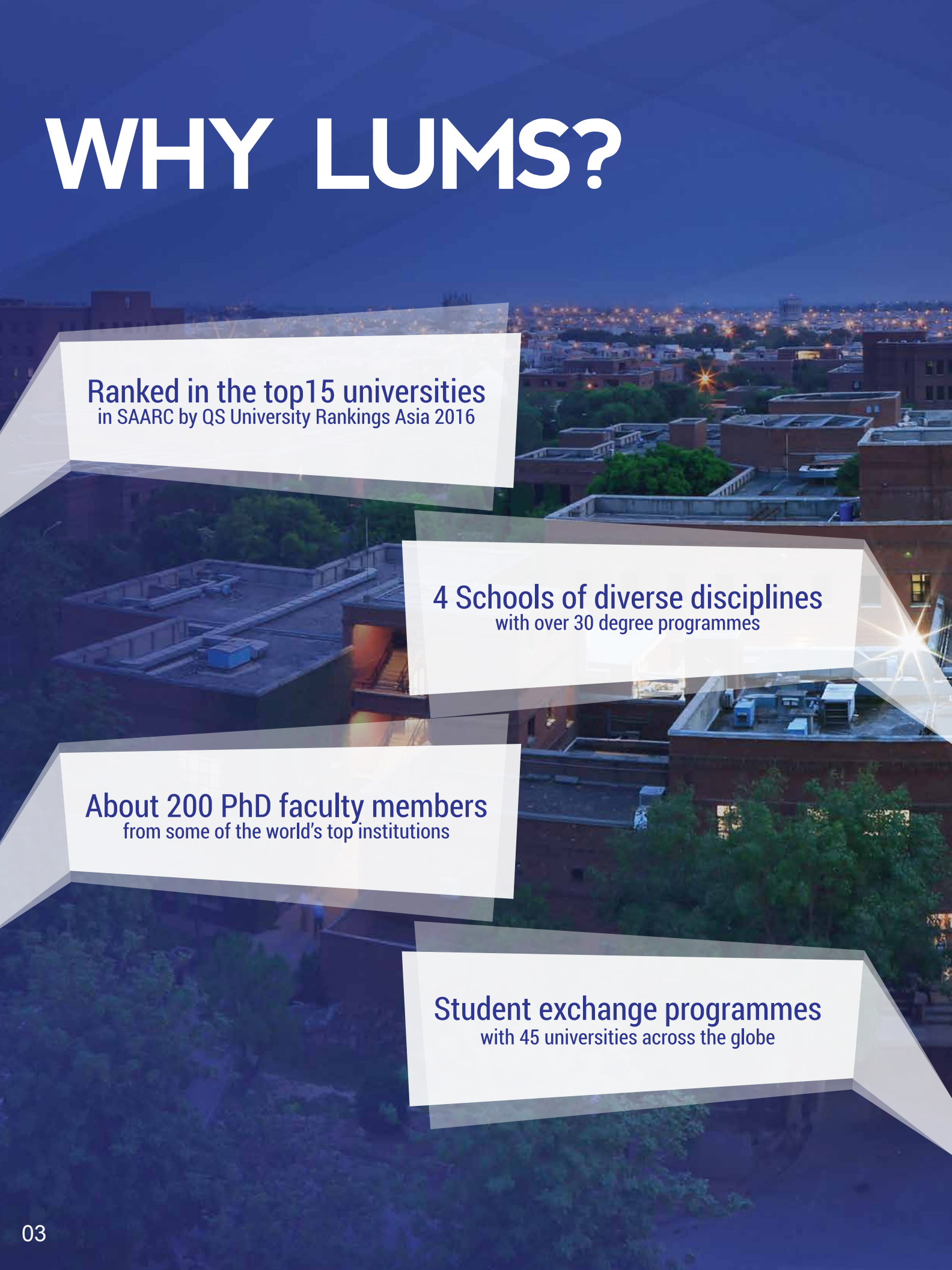
On behalf of all of us here at LUMS, I encourage you to explore our programme and the campus life and become a part of our ever-expanding network of excellence.



Jawad Syed, PhD
Dean and Professor of Organisational Behaviour
Suleman Dawood School of Business
Lahore University of Management Sciences



WHY LUMS?



Ranked in the top15 universities
in SAARC by QS University Rankings Asia 2016

4 Schools of diverse disciplines
with over 30 degree programmes

About 200 PhD faculty members
from some of the world's top institutions

Student exchange programmes
with 45 universities across the globe



13 research centres institutionalising
cutting-edge research and knowledge generation

80% job placements
within 6 months of graduation
650+ recruiting partners

Senior MBA alumni as entrepreneurs
and top management professionals around the world

Safe gated community
in the historic city of Lahore

A rich learning experience
with 44 student societies that facilitate well-rounded exposure, grooming and community connections all year round



THE LUMS MBA

- Awarded full accreditation by the National Business Education Accreditation Council
- Over 2000 leaders as entrepreneurs and top professionals around the world
- Pioneer business school in case based teaching methodology in the region
- A partner case study contributor to Harvard Business Publishing
- 85% foreign qualified faculty from the world's top institutions
- 16 International Student Exchange programmes with some of the best global institutions



ADVANTAGE

- 6 Research Centres generating cutting-edge business research with a global impact
- Over 700 case studies indigenously developed on local industry changes and trends
- Experiential learning with industry diagnostics, entrepreneurial drills and consultancy projects
- 12 MBA societies that supplement soft skills, provide networking platforms and groom well-rounded professionals
- One of the leading business schools in Asia with the best global opportunities
- Offers fully funded scholarships to international students

PROGRAMME STRUCTURE

The LUMS MBA programme is a critical amalgamation of relevant theory and rigorous practice.

It 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.

Coming from varying educational, cultural and geographical backgrounds adds to the rich experience and provides access to innumerable opportunities that develop a well-rounded skill set critical to the dynamic business milieu. The case method pedagogy cultivates leaders who are fully prepared to solve problems and face challenges across local and global contexts.

The programme structure is extremely thorough and experiential learning stands atop every course, module or exercise. Intensive teaching, hands-on experience and a fully accredited degree makes it one of the most sought after business programme.









ACADEMICS

Summer Orientation Programme (SOP)

SOP is aimed at developing a sound knowledge base for students that helps them perform exceptionally well when they enter the rigorous two-year programme. It builds their business fundamentals through critical modules in communication, business, finance and computer applications. Additionally, it aids develop interpersonal skills, learnt from classmates and eventually prepare them for extensive teamwork. This exhaustive overview also orientates students with the business school and its facilities and helps them become an active participant of the LUMS student community.

Year I | Core Courses

The Year I core courses are designed to teach concepts that provide the foundation of general management education. From fundamental management courses to decision modeling and financial reporting, to analytical and critical thinking, to driving economic development of an organisation with ethics and social responsibility, these diverse courses build intellectual capital and produce graduates who are ready for today's competitive business landscape.

Summer Internship

This is a mandatory project-based internship of at least 6 weeks between the first and the second year. It offers a working platform to reinforce the skills learnt during the first year into an actual business environment and drive meaningful change. Students gain hands-on experience of managing real life business challenges under the mentorship of top executives. They also build valuable professional connections that help them later in many ways, including permanent placements.











Year II

In year II, the students select from a wide range of electives offered in multiple disciplines. They choose courses that complement their passions and interests while also being well aligned with the current business requirements, and leverage a unique experience relevant to their professional goals. Such a mix of general management and specialist courses through the two years makes our graduates truly versatile and ideal candidates for careers across a range of functions and industries.

These elective streams include Finance, Marketing, IT/Operations, and Organizational Behaviour, Human Resource Management and Strategy.

Experiential Learning

LUMS MBA programme is at par with global MBA models. An essential part of our programme is to facilitate an environment for students where they are prepared to work on real business problems. Students work with faculty and mentors to apply their learnings to business issues and derive analytical insights. This is done by using on-field learning exercises in synergy with case based teaching, that draws from both local and global business scenarios. Students use concepts learnt in class and apply them in interactive exercises through industry engagement, entrepreneurial drills and consultancy projects.

These experiential components mainly comprise of three modules.

Module I

Module I comprises of an **Industry Diagnostic Exercise**. This module helps students understand and analyse a selected industry and its market dynamics in detail. Not only do they examine the holistic business environment of the industry and its key players but also analyse current practices, predict future trends and provide strategic recommendations. Additionally, the exercise provides regular opportunities to stay connected with the business world and build relevant networks that go a long way.

Module II

Module II is **MyStartup**, in which students conceive, test and commercialise an original business idea. Starting from opportunity identification and feasibility analysis to business model development, MyStartup gives students a holistic understanding of a business as a total enterprise by applying theory, practice, experience and talent in one coherently built module. Students accumulate skills critical to an entrepreneurial mind-set, leadership and management. This allows our students to excel and transfer their expertise to any business setting, whether it is starting their own passion project or working for a renowned multinational.

Module III

The two years intensive training culminates into the semester long **MBA Consultancy Project** that puts to test all knowledge and skills learnt by the students. This is a highly focused, result oriented exercise where they solve real-life business situations at client organisations. This year long symbioses reaps multiple benefits; it helps organisations analyse their problems with a fresh perspective and derive innovative and cost effective solutions. It also allows students to build strong and effective linkages that often result in quality placements.

GLOBAL PRESENCE

STUDENT EXCHANGE PROGRAMMES

LUMS MBA is a truly global learning experience. Since inception, SDSB has established institutional links and student exchange programmes with some of the best universities of the world. This allows our students and faculty a permanent and powerful platform to global academics and research. These exchanges also provide an excellent lens to see the distinct difference in work cultures across multiple geographies and help them understand the skills required to adapt to new environments.

EXCHANGE PARTNERS



CAREER OPPORTUNITIES

The LUMS MBA programme is a gateway to global career opportunities. Since inception, our MBA graduates have found befitting opportunities at local and international organisations. Over the past three decades, many senior alumni have held top management positions at some of the fortune 500 corporations while others have established their own ventures that are now successful brands outside Pakistan. Our graduates continue to be the first choice for any business because of their deep industry insights, entrepreneurial mind-set and pragmatic skillset. They form one of the leading talent pipelines of the region owing to their ability to adapt to any business model and culture.

The School provides dedicated career support to its graduates through and after graduation. The MBA Placement Office works to educate, connect and advise students about internships and job opportunities. It adopts a segmented, sector-based approach allowing for specialised customer segmentation and support alongside an active one-on-one liaison between students, recruiting partners and the placement team.

GLOBAL RECRUITING PARTNERS



GLOBAL ALUMNI NETWORK



An extensive network of 28,000+ executive alumni and 9000+ programme alumni, LUMS robust global alumni community is one of most powerful, most supportive and accessible professional network across the globe. MBA students are able to access career resources, online communities and local alumni chapters in major cities around the globe.





"The experience I had at LUMS gave me the confidence to enter the business world with a strong foundation. I was prepared for the realities of my chosen profession and I remain successful at navigating through the challenges. In addition, the case studies in the MBA programme enabled me to gain critical analytical skills that have been essential to my personal, professional and political growth. LUMS is a lifestyle that you must experience for yourself. There is a level of discipline that will push you to the limits to develop the skills you need for success. The countless hours of studying while learning how to manage and balance it all is well worth the sacrifice. LUMS is for everyone and not just for the elite. The faculty and even the competitiveness among the students is no less than any of the Ivy League schools around the world. You will receive a top notch education from a first class institution."

Azim Rizvee
Federal Liberal MP Candidate, Milton
Riding of the Greater Toronto Area
CEO, MinMaxx Realty
MBA 1998

"I remember my graduation day like it was yesterday, to be honest. I was very excited to step into the real world where I could make a difference. However, this happiness and excitement had another side too as I was extremely sad to leave LUMS and my student life.

LUMS teaches you one thing and that is, do what you love. That's it. Start with wanting to make a difference by doing what you love. Start with the belief that you can move mountains and pretty soon, you will!"

Fariyha Subhani
Director Food & Refreshment, CMI & Activation
Unilever Pakistan
MBA 1989





"Studying at LUMS was one of the best learning experience of my professional and academic career. The teachers are very committed and the institution strives to produce good business professionals with high moral ethics. LUMS MBA degree prepares you for the professional world with the best possible skill set. The diversity in your class enables you to function well in any environment and cross functional teams."

Faisal Khawaja
Commercial Development Manager,
Philip Morris International, Kuwait
MBA 2007

"The tireless zeal which LUMS grads display at getting the job done is what sets them apart from others. You could have a LUMS MBA put into any geography or any business different from their comfort zone and they would show you how to not only survive but also succeed at the task at hand."

Wajahat Khan
Head of Implementations,
Treasury and Trade Solutions,
Institutional Clients Group,
Australia & New Zealand
MBA 2006





"I selected LUMS due to its dynamic reputation as a regional business school in South Asia. Its generous financial support for talented young students, ideal study environment, world-class facilities, global network of alumni and highly qualified faculty are the benchmarks of this institution."

Chaminda Hettiarachchi
Director, FabLanka Foundation,
Sri Lanka
MBA 2001

"The LUMS MBA programme uses Case Method teaching, a rigorous methodology that exposes students to real life problems and polishes their problem solving skills.

The world-class faculty and talented, diverse student body offers exceptional learning opportunities. On a more personal note, one builds lifelong relationships with friends and faculty who are always ready to provide support."

Bhaskar Awasthi
Branch Manager, Nepal Credit &
Commerce Bank Ltd., Nepal
MBA 2011





"In addition to a solid education, LUMS gives the opportunity to interact with real business leaders. The experiential, hands-on experience provides students confidence. Important management skills including presentation and negotiation skills, working long hours, problem solving, crisis management is all rolled into the two-year programme."

Karim Beg
Head of Marketing, Visa Card, Dubai
MBA 1990

"LUMS was, and remains, the best choice for an MBA in our part of the world. The dedication of the founders, and the faculty is unparalleled. Meanwhile, the breadth of the programme offers ample stimulation to the entrepreneurial mind-set. The rigour of the programme ensures that a work ethic is embedded into graduates - a must have for entrepreneurs and professionals alike."

Muhammad Sajid Saeed
Group CEO, Supreme Foods Group & Member of the Board of Directors, Petromin, UAE
MBA 1994



LIFE AT LUMS

Our vibrant campus life enriches students' educational experience within and beyond the classroom. With a total of 44 student led societies, LUMS is the perfect place to put your knowledge, skills and passions into practice, offering a plethora of diverse extra-curricular opportunities. These clubs cover a wide range of areas where students can find their passion and interests.

More specifically, the 12 MBA student societies with over 50 leadership positions supplement students' softer skills and serve as effective networking interfaces to build lifelong connections with the corporate world. Students find exclusive opportunities to hone their leadership skills, organisational management potential as well as their creative abilities since these societies work with the corporate world, alumni and other industry experts to organise numerous events each year, including guest speaker series, competitions, conferences, group-discussions and seminars.



GETTING TO KNOW LAHORE

LUMS is situated in Lahore, the cultural hub of Pakistan. A city with a rich history, dating back over a millennium, it is famous for its historical landmarks: the Lahore Fort, Badshahi Mosque and General Post Office, all stand testament to the Mughal and British legacy.

Lahore offers diverse entertainment, numerous food choices and a lifelong experience that will feed your wanderlust. Shopping malls, restaurants, cinemas, reliable public transport facilities and a network of a government owned surveillance system dot the city's landscape. With a historical legacy of more than a thousand years, the city has produced countless scholars, poets, writers, intellectuals and scientists. Lahore is thus one of the centres of higher education in Pakistan.











HIGHLANDS OF PAKISTAN

Pakistan's northern areas are home to the most spectacular mountain ranges, beautiful lakes, scenic valleys, highest paved international roads (The Karakoram Highway-KKH) and picturesque glaciers. From K2 (second highest mountain of the world) to Concordia, from Rakaposhi to the Nanga Parbat, from Naltar Lake to Saif-ul-Malook, from Shangrila, christened as the “heaven on earth” to the valley of Hunza, are just some of the must see, must visit places. Thanks to a reliable tourism system in place, all these are easily accessible.

GENEROUS FINANCIAL SUPPORT

Generous scholarships are awarded to outstanding international students from selected countries. Awards are typically for a two-year Masters in Business Administration (MBA) degree.

Fully Funded MBA Scholarships cover expenses for travel, tuition, accommodation, food and books. The scholarship is only applicable for Nepal, Sri Lanka and Afghanistan nationals.

Asian Development Bank-Japan Scholarship Program provides ADB's developing members to pursue postgraduate studies in management at LUMS. This scholarship covers full tuition fee, cost of medical & accidental insurance, monthly subsistence allowance, book allowance and travel grant. The applicant needs to simultaneously apply to the MBA Programme, ADB-JSP and financial aid at LUMS.

Merit-Based Scholarships award 100% refund of GRE/GMAT and tuition fee waivers in the first year. These scholarships cover partial to full tuition fee for one year only and are awarded to the returning batches who are placed on Dean's Honour List based on their academic performance.

For details please visit financial-aid.lums.edu.pk/mba-emba-programme-fa

Terms and conditions vary for every scholarship programme.







MINIMUM ELIGIBILITY CRITERIA

- Minimum sixteen years of education leading to a Master's 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

For details on eligibility criteria, please log on to https://admission.lums.edu.pk/fa

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

For further details on GRE, please log on to www.ets.org/gre

* 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.

ADMISSION CALENDAR

ROUND I

ACTIVITIES	DATE
Deadline to take GMAT/GRE	February 22, 2017
Deadline to apply online	February 28, 2017
Deadline to submit supporting documents	March 01, 2017

ROUND II

ACTIVITIES	DATE
Deadline to take GMAT/GRE	April 06, 2017
Deadline to apply online	April 13, 2017
Deadline to submit supporting documents	April 14 ,2017
Admission decisions	May 02-July 31, 2017
Summer Orientation Programme	August 15-26, 2017
Classes start	September 04, 2017

Dates are subject to change dependent on gazetted holidays.







VISA PROCESS

In order to study at LUMS, foreign nationals must obtain a “Study Visa” from the Pakistani Embassy/Consulate working in their country. The Pakistani Embassy/Consulate will only issue a study visa for students' stay at LUMS upon receipt of Higher Education Commission (HEC), Pakistan's “No Objection Certificate” and clearance from the Ministry of Interior, Pakistan.

For the issuance of Visa, students must submit relevant documents to the LUMS Admissions Office through postal mail/ courier service by the stipulated deadline.

For details, please visit international.lums.edu.pk



LUMS/MKT/INT/MBA/BROCHURE/12-2017

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