

**Distributed and Published By**

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2009 -10

**MBA RECRUITER'S**  
GUIDE



**Suleman Dawood**  
SCHOOL OF BUSINESS

LAHORE UNIVERSITY OF MANAGEMENT SCIENCES

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# MBA Placement Office (MPO) – An Introduction



## MBA Placement Team

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Dear Recruiter,

Where economic recession marks the order of today and many organizations seem to be condensing their resources and operations, the task of managing all resources has become even more crucial. Human Resource forms a company's competitive advantage and holds a key to its sustainability and scalability, especially amidst these trying times. This concentrates and magnifies the need to recruit the best resources with minimum time and maximum ease. To best address this core concern of all recruiting partners, the MBA Placement Office (MPO) was formed under Suleman Dawood School of Business (SDSB) LUMS, in April 2009. The MPO aims to provide its recruiting partners with an exclusive platform to target, identify and recruit quality MBA resources.

The creation of MPO is a result of painstaking deliberation. Consistent employers' feedback and recommendations has significantly fuelled this process. The MPO is determined to make its systems even more interactive and incorporate both Employer and Student input in its work engine so as to deliver on your exact requirements and targets.

At MPO we follow an industry wise approach with each officer dedicated for one or more industry(s) where they work very closely with pertinent recruiting partners and interested students to bridge the gap between the requirements and needs of both. Each officer is committed to facilitate his/her recruiting partners in meeting their recruiting objectives most efficiently and precisely.

In line with its mission to serve you better, the MPO has adopted several key initiatives in its work cycle. These include:

- Professional and Personal Development Module for students. These cover training workshops by industry experts and industry knowledge panel sessions by senior alumni and HR Professionals
- Sector-wise Networking Nights with MBA 2010
- Annual Publications including the MBA Recruiter's Guide and a MBA Profile CD
- MPO Website
- MPO Newsletter (fortnight edition)

I am pleased to introduce the MBA Placement Office team to you:

We look forward to working closely with you.

Zainab Nawaz  
Manager, Corporate Communications  
Suleman Dawood School of Business  
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## What sets **LUMS MBA** apart?



The MBA Programme at the Suleman Dawood School of Business (SDSB), LUMS is the flagship programme of the University. Since its inception in 1986, it has produced more than three thousand graduates. It is ranked as the best in the country by the Higher Education Commission (HEC) of Pakistan for several consecutive years. Internationally it was ranked 8th in South Asia in 2004 by AsiaInc, and among the top 20 in Asia in 2000 by Asiaweek.

Our MBA Programme develops professionals with a 'Comprehensive Managerial Calibre' to serve across diverse industries and functions. Our graduates are set apart by their exceptional academic background, capacity for sustained hard work under pressure and desire and motivation to lead. Our graduates have a definite competitive edge on their peers due to the business aptitude, leadership potential and strong ethics that LUMS inculcates in them. Some of the key points that distinguishes our MBA graduates from other institutes include



## WHAT SETS LUMS MBA APART?

### Case Method of Teaching



At LUMS we believe in providing our students with the perfect blend of theoretical rigor and pragmatic application. And there is no better way to do so than through the Case Method of Teaching. The Case Method of Teaching prepares students to make decisions in the face of real time issues that involve conflicting data, complex politics, intense financial pressure and various

market scenarios, while following impossible deadlines. The students then defend their choices amongst a group of competitive peers across diverse academic backgrounds.

**The students solve over 500 cases during their two-year MBA programme at LUMS.**



### MBA Final Year Project

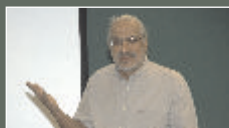


The MBA Project is a mandatory requirement of our MBA curriculum. A real life client presents an actual managerial issue to a team of 4-5 MBA students. The students work on this issue over the course of a year and prepare and present a comprehensive solution to the client at the end, while at the same time graded accordingly.

**LUMS MBA Project is an excellent opportunity for organizations to identify future permanent recruit in an accelerated, simplistic manner. It provides them an exclusive, in-depth platform to network with our graduates, assess their potential in detail and identify individuals that best match their human resource requirements.**



### Competency and Professional Development (CPD) Modules



Competency and Professional Development Modules of the MBA curriculum enhance the soft skills of students through a variety of pedagogical techniques

including field visits, role playing, group exercises, seminars, panel discussions, guest speaker sessions, simulations and business games.

## Accreditations, International and Industrial Linkages



Our educational excellence is acknowledged globally. The Association of Management Development Institutions in South Asia (AMDISA) has awarded us with the South Asian Quality System (SAQS) accreditation. We are also a full member of Association of Asia-Pacific Business Schools (AAPBS) and European Foundation for Management Development (EFMD). We have established international linkages in research, academia and various international competitions with many universities worldwide including MIT,

Harvard, McGill University etc. Every year, our MBA students have the opportunity to go on a student exchange programme to 14 different universities all over the world including Bond University, Australia, Koc University, Turkey, Lancaster University, UK etc. These exchange programmes provide international exposure to our students and exposes them to the perspectives of a diverse faculty and a rich curriculum. **About 20% of our MBA students take a term in one of our partner universities every year.**

## MBA Students' Achievements and Events



Our MBA students have 11 special executive clubs and societies that play a key role in bridging gaps between students and corporate business executives. These student centric societies provide leadership roles to students and allow them to come up with innovative methods of learning. The MBA Executive Clubs are actively involved with top multinationals and other organizations. They hold many events such as seminars, guest lectures, counselling sessions etc throughout the year. In 2008-09 the events organized by the MBA Executive Clubs included LUMS Business Consortia, Synergies 2009, Seminar on

Modern Retail Management, Seminar on Career in Supply Chain Management, HR Confluence and numerous guest lectures. The guest list at these events included the who's who of business fraternity.

These societies have various activities scheduled for the year 2009-2010.

**Sponsoring these events and participating in-business seminars and panel discussions provide our recruiting partners with a useful tool to identify and network with the MBA students early on.**

## Worldwide Alumni Placement



The world wide placement of our alumni body shows the organizational impact and long term leadership potential of our graduates. **We have over 1300 alumni of the MBA programme placed in the biggest multinationals around the world.**

Some of our alumni have established their own businesses and achieved great success. The success stories of some of our MBA alumni will follow shortly.

# The People



## Student Diversity in LUMS MBA

The Suleman Dawood School of Business targets and admits students from all across Pakistan and beyond, including Azerbaijan, China, Nepal, India and Uzbekistan. Such a medley of culture, perspectives and backgrounds adds to the diversity of our MBA Programme and enhances the richness of the Business School experience.



## Faculty

Our faculty includes exceptional individuals, all experts of their respective areas. Holding degrees from the finest institutions around the world, they give SDSB the lead as the premier in Business Education across Pakistan. Besides their authoritative academic knowledge and expertise, they bring to our students peerless industry experience and competence. Several faculty members have served and some continue to serve on executive committees and boards of private and public corporations, financial institutions and international agencies.

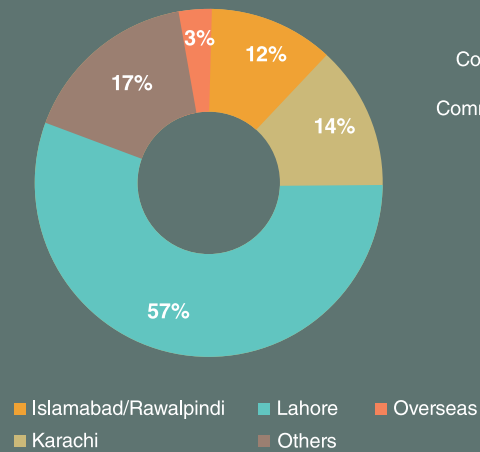


## The PEOPLE

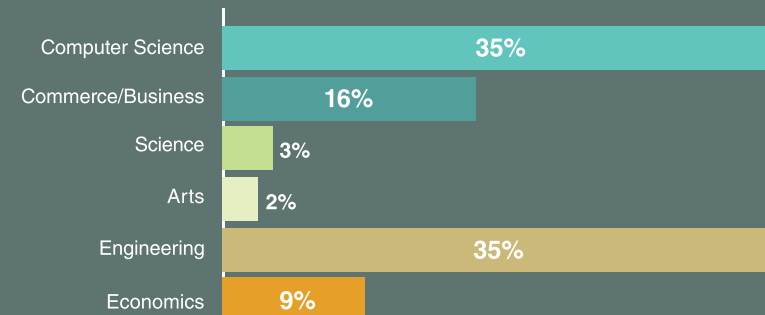
### MBA 2010

Average Age 26  
Average Experience (in years) 3  
Average GMAT/LMAT Score 625

#### Geographical Distribution



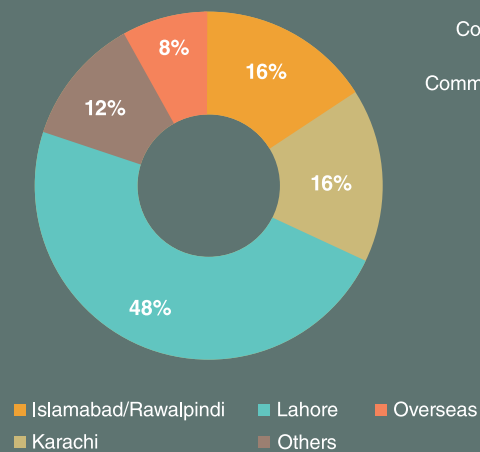
#### Academic Background



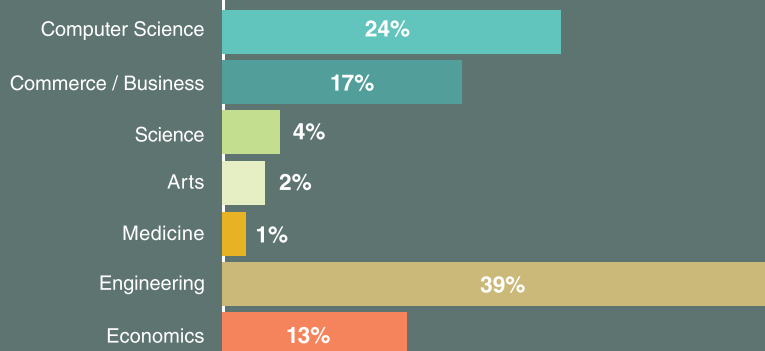
### MBA 2011

Average Age 26  
Average Experience (in years) 3  
Average GMAT/LMAT Score 625

#### Geographical Distribution



#### Academic Background



## Alumni



The MBA Alumni of LUMS need no introduction. They continue to be our ambassadors in local and international organizations alike. They have been critical change agents wherever they have served; particularly in the local sector, they have been significant in adding systems and structures to organizations. On the global front, they have been equally competent in adding

value to their employers and driving important company decisions.

Many of our MBA alumni mark important success stories in the professional world.

We are pleased to share some of these success stories with you:

### Ms. Ayesha Naweed

CEO, Value Added Solutions & Training LUMS MBA 1988



Ms. Ayesha Naweed has the honours of graduating from the first batch of LUMS MBA in 1988. She started her career with the State Cement Corporation of Pakistan (Pvt) Ltd., where she was a member of a high profile task force that worked closely with the Swiss Consultants, Holderbank, to design, develop and implement the Corporate

Strategy and MIS of the Corporation. Ayesha has also served as a faculty member/consultant in LUMS. In 2000, she started an entrepreneurial venture by setting up a software house, Viristek Inc, with operations in Canada and Pakistan. Viristek Inc proved highly successful and currently employs \_\_\_\_\_ people.

### Mr. Aameir Ali

Director, Bangladesh Steel Re-Rolling Mills LUMS MBA 2000



After his graduation in 2000, Mr. Aameir Alihussain joined Bangladesh Steel Re-Rolling Mills (BSRM), his small family business of manufacturing steel bars with a total capacity of 65,000 tons per year. Aameir initially worked in the planning process of various departments, learning about their roles and functions. He gradually built his career in BSRM and initiated planning

and implementation of a new and modern steel plant in South Asia. Aameir's efforts made this new venture highly successful and turned BSRM into a public limited company with a production capacity of 375,000 tons per year. Today, BSRM is the largest steel mill in Bangladesh with Aameir as its Director and heading all operations.

### Mr. Asad

Director, Reporting & DWH du Telecom, UAE-LUMS MBA 1999



Mr. Asad Mir graduated from LUMS MBA in 1999. He is presently associated with du Telecom in UAE as Director of Reporting & DWH. Asad's key role as the Director is to lead and manage conversion of business data into knowledge leading to actionable initiatives for value enhancement. Before joining du Telecom, Asad worked for Mobilink and Defense Engineering Industry. He attributes his

success in life to LUMS MBA and says that "The LUMS MBA Programme transformed the way I analyse and approach different issues. It taught me that every challenge is an opportunity to grow. With every success I gained confidence and with every setback I gained invaluable wisdom. The two years at LUMS transformed me from an individual to a leader willing to accept any challenge."

### Mr. Haseeb Aslam

Country Business Manager Nestle Waters Pakistan LUMS MBA 1993



Mr. Haseeb Aslam graduated from LUMS MBA in 1993. Initially he joined Ammar Textile and also worked for American Express Bank. Haseeb's association with Nestle started in 1994 when he joined the organisation as a Management Trainee. Since then

Haseeb has developed his career at Nestle through various brand management, sales and business roles. He has worked for Nestle in Pakistan, Egypt and Ukraine. Since 2007 he is serving as the Country Business Manager of Nestle Waters Pakistan.

# How to Recruit LUMS MBA?



The MBA Placement Office (MPO) provides you an exclusive platform to meet your human resource requirements that target our MBA students. It facilitates you in seeking the best talent for both internship and permanent placements. The segmented sector-wise approach permits a one-point contact to cater to all your needs and promotes a more dedicated, elaborate and consistent liaison between you and LUMS.

The MPO recruitment/internship cycle extends from November till April every year. During this duration, MPO renders extensive support to its recruiting partners throughout their recruitment period; be it on- or off-campus support. However, having said that, our dedicated team of officers is available round the year to assist you with all your hiring objectives.

The MBA Placement Office has a rigorous annual activity calendar to provide you with a customised skeleton that best incorporates and responds to your recruitment needs. You will find further details regarding on this calendar including guidelines on recruiting LUMS MBA in the sections that follow.



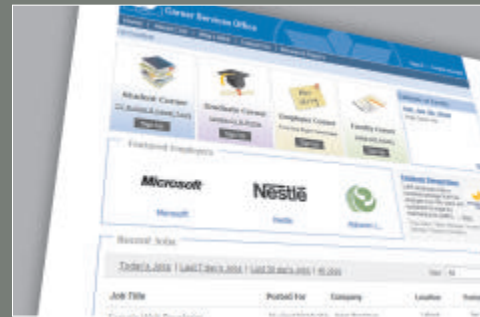


## HOW TO RECRUIT LUMS MBA?

### MPO Recruitment Support

The MBA Placement Office provides consistent support to its recruiting partners in identifying ideal candidates for their organization. It supplements their profile search and interaction with our students through the following channels.

### MBA Placement Office Website



The MBA Placement Office is in the process of establishing its own website. This website will provide a perennial channel for efficient and continuous recruitment while also keeping you involved and up to date on our events through the following features:

- Separate and specialised recruitment chapters for MBA students and alumni

- Early planning and confirmation of your recruitment activities through access to the MPO calendar
- Expedient and advanced resume search
- Access to MBA Profiles
- An efficient online job advertisement system
- An interactive feedback process that is employer centric and aims at consistent evolution of our structure and systems.

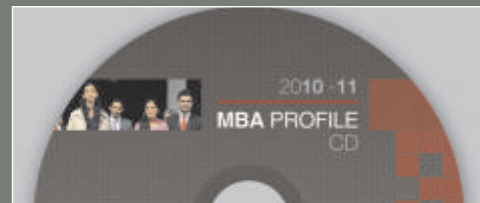
### Online Job Postings



In addition to the website, another option to circulate career/internship opportunities amongst our students is through the 'Vacancy Announcement Form'. You can fill this form with pertinent information and send it our way. MPO will then advertise

the same to the MBA audience via mass email and forward you resumes of interested candidates. This is particularly a befitting channel when attracting profiles for fewer and specific vacancies against a massive recruitment drive.

### MBA Profile CDs



The MBA Placement Office has replaced its MBA Profile Book with an 'MBA Profile CD' from this year on. This CD comprises of students' resumes grouped under various categories such as academic background, prior work experience and

functional and location preferences. This classification has been tailor made to customise, enhance and expedite your search of sought profiles with best results. Please find enclosed the 'MBA Profile CD, MBA 2009-10' at the end of this Guide.

### Company Presentations



Company Presentations are the most interactive and personalised platform to orient the students about your organization. We invite you to visit our campus, network

with our graduates, guide them about current and upcoming openings in your organization and recruit the best talent available in the region.

### All Day Recruitment



MPO also administers all day recruitment events for our recruiting partners who wish to condense their recruitment process within a short time span. This may involve company presentation, test, interviews, group discussions etc. all on the same day. Such elaborate events are sanctioned

mostly on weekends or special dates where the students are available for a greater part of the day. If you plan to target such an event this year, you are requested to intimate MPO at least 3 weeks in advance of your preferred date.

### Interviews/Tests/Group Discussions



MPO also facilitates its recruiting partners through various stages of recruitment/internship process. This includes on-campus company specific recruitment tests, interviews, group discussions etc. We also support off-campus events through coordination

between the students and our recruiting partners. For any off campus activity that you may plan for the recruitment of our MBA graduates we will assist you through the presence of one or more of our team members at your off-campus site.

### MPO Guest Speaker Sessions



MPO conducts a series of guest speaker sessions as a part of the 'Competency and Professional Development' (CPD) module of the MBA curriculum. These sessions are classified into sector-wise HR sessions for the first year MBA students and sector-wise Alumni sessions for the final year MBAs. The interactive panel discussions during these sessions orient our MBA graduates with existing sector dynamics and the dos and don'ts within that sector. These sessions are

scheduled every year from October till December. You are encouraged to participate in these sessions as it is an excellent selling platform for your organization and arouses further interest amongst candidates.

The exact sessions schedule will be posted on our website as part of our annual activity calendar and you are encouraged to register against one or more of these sessions.

### On-Campus MBA Networking Nights



MBA Networking Night (NN) is the first of its kind event being organized by MPO on its LUMS SDSB forum. It is an ideal opportunity for you to tap your choice pool very early on and secure the best resources against your competitors. An invitation to your specific Networking Night has already been sent your way.

A total of 3 Networking Nights across 3 broad sectors will provide you a focused

platform to network and interact with our business graduates amidst a relaxed, semi-formal ambiance. This will enable a closer communication, more elaborate evaluation and a more reliable selection for each recruiting partner.

The e-profiles of MBA 2010 are already being shared with you through this Guide so as to give you a background of your target audience at the Networking Night.

## HOW TO RECRUIT LUMS MBA?

### MPO Recruitment Calendar

The MBA Placement Office organizes and directs its process and activities within its annual recruitment calendar. This activity calendar will be shared with you through our website in September every year.

#### Internships

Between the first and second year of the MBA Programme, our students are required to do a mandatory summer internship of at least six weeks. Such a project based internship gives you an added advantage to judge our students' potential as future permanent hires. Coordination and procurement of internships is aided by the MBA Placement Office.

#### Calendar 2009-10

Online Internship Announcements (web, email)	November to March
Presentations/Tests/Interviews etc.	November to March
Process concluded	April 2010
Actual Internship Period	mid May to 3rd week of August

#### Recruitment

Our MBA students graduate in mid May every year. Their hiring process extends from November to April every year and you are invited to coordinate and execute all your recruitment activities within this period. The MBA Placement Office schedules individual recruitment activities via date and time slots. These slots are decided on the basis of academic schedule, student preferences, quality of job offers, lasting relationships with employers and so on.

#### Calendar 2009-10

Online Job Announcements (web, email)	November to March
Presentations/Tests/Interviews etc.	November to March
Networking Night – Non-Financial Sector	February 12, 2010
Networking Night – Financial Sector	March 05, 2010
Networking Night – Technology & Local Corporates	March 12, 2010
Process Concluded	by April 2010

## Some of our Recruiting Partners

Following is a list of some of our top recruiting partners. It reflects our placement diversity and shows the wide range of companies and industries that recruit at SDSB-LUMS.



### Local Recruiting Partners

- Abacus Consulting
- Acumen Fund, Pvt. Ltd.
- British Petroleum Pakistan
- BOC Pakistan Limited
- Chevron Pakistan Limited
- CISCO Systems International
- Citi Bank NA
- CMPak Limited (ZONG)
- Coca Cola Export Corporation
- Colgate Palmolive Pakistan
- Descon Engineering Ltd.
- Descon Chemicals
- Deutsche Bank
- Eli Lilly Pakistan
- Engro Foods
- Engro Chemicals Pakistan Ltd.
- Faysal Bank Pakistan
- GlaxoSmithKline Pakistan
- House of Habib (HOH)
- Inbox Business Technologies
- International Petrochemicals Pvt. Ltd.
- KASHF Foundation
- Karachi Electric Supply Corporation (KESC)
- Lahore Stock Exchange
- Lakson Group
- Lahore Transport Company (LTC)
- Lakson Tobacco Company-PMI
- Maersk Sealand Pakistan
- MAKRO Habib Pakistan Limited
- Maxim International
- Metro Cash & Carry Pakistan (Pvt.) Ltd.
- MGH Logistics Pakistan Pvt. Ltd.
- Ministry of Finance, Pakistan
- Mobilink GSM
- Nestle Pakistan Ltd.
- Netsol Technologies Pvt. Ltd.
- Nishat Chunian Ltd.
- Nokia Siemens Network
- Pak Arab Refinery Limited (PARCO)
- Pak Elektron Limited (PEL)
- Pakistan State Oil (PSO)
- Pakistan Telecommunications Limited (PTCL)
- Pakistan Tobacco Company (PTC)
- Pepsi Cola International
- Procter and Gamble, Pakistan (P&G)
- Reckitt Benckiser Pvt. Ltd.
- Rural Support Programme Network (RSPN)
- Schlumberger Pakistan Limited
- Shakarganj Mills Limited
- Shaukat Khanum Memorial Hospital
- Shell Pakistan
- Shirkat Gah
- Standard Chartered Bank
- Techlogix Pakistan Pvt. Ltd.
- Telenor Pakistan
- The Resource Group (TRG)
- Timescape Global Pakistan
- Total PARCO Pakistan
- Ufone GSM
- Unilever Pakistan
- US Denim Mills
- US Oil Company
- Warid Telecom Pvt.Ltd.
- Wateen Telecom

### International Recruiting Partners

- Alghanim Industries, Kuwait
- Al-Faisal University, Saudi Arabia
- Barclays Bank Plc, Dubai
- First Gulf Bank, Abu Dhabi
- Habib Bank, AG Zurich
- Mashreq Bank, Dubai
- McKinsey&Company, Dubai
- Microsoft, USA
- Petrofac, Sharjah
- Standard Chartered Bank, Dubai

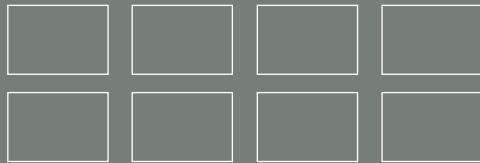
## HOW TO RECRUIT LUMS MBA?

### MBA Recruitment Policies

The MBA Placement Office has a set of policies to which all our recruiting partners must agree. A commitment to these policies will lay the foundation for a fair, ethical and efficient recruiting process, best suited to all stake holders.

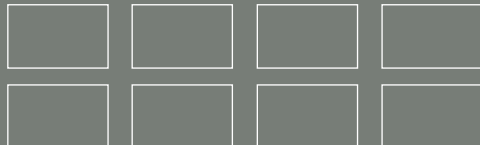
We encourage you to refer to our policies below and use them as a reference throughout the year. These policies refer to 'recruitment' in general but equally apply to internships and its processes.

#### Job Offers



- All offers to a student, placement or internship, must be made via the MBA Placement Office
- An offer when made should ideally incorporate, in writing, the major elements of the job offer, including the acceptance deadline, joining date and location. This will help MPO ensure that the offered student(s) notify the recruiting partners of their decision within the response deadline.
- As per MPO's recruiting policy you may not pursue a student who has already accepted a job/internship offer with another organization as this can jeopardize MPO-employer relations, student-employer relations and soil the School prestige.
- Retracting a job/internship offer that has been formally accepted by a student violates professional standards and MPO recruiting policy. Furthermore, it creates serious concern for the current student population and subsequent on campus branding of your company. If you must retract an offer for any reason, please contact MPO immediately so that we can help to discuss the situation and potential solutions.
- We strongly discourage our students from reneging after accepting an offer. If such a situation arises, you are encouraged to contact MPO immediately so that possible consequences may be discussed with the student.

#### Events



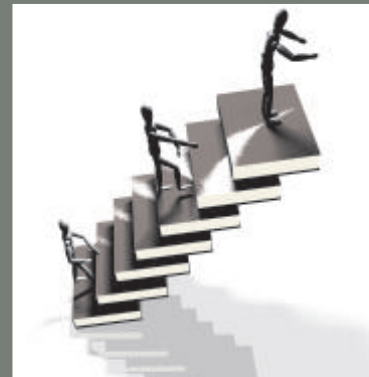
1. All your recruiting events, regardless of location, must be routed through the MBA Placement Office.
2. You are strongly urged to adhere to the following deadlines for confirming a recruitment event to MPO
 

a. All day recruitment	3 weeks
b. Company Presentations	1 week
c. Interviews (out of Lahore)	1 week
d. Interviews (on-campus/Lahore)	3 days
e. Recruitment/Internship test	1 week
f. Group Discussions	3 days
3. Scheduling events and/or events related travel that clash with a student's class schedule is a violation of the Business School's attendance policy. Students are not allowed to miss classes for any non-academic activity and are marked negatively for each absence.
4. All your recruiting events will be scheduled in evening hours after classes. Exceptions, with mutual agreement may occur, subject to the MBA academic schedule
5. No recruitment event, regardless of location, can be scheduled either during exams week or semester break of the students.



6. On-campus company presentations cannot be scheduled following the end of an MBA academic year. Other events may follow (on- and off-campus) but only through the MPO platform.
7. For any and all registered recruiting events (presentation, test, all day interviews etc.) you are urged to share the list of all uninformed 'No Shows' following that event. A last minute, uninformed No Show is a violation of our recruitment policy and we will take appropriate steps for remedial action with the concerned individual(s).
8. You are highly encouraged to communicate the next step in the recruitment process to MPO at the end of each recruitment event. In case of otherwise, MPO recommends that the next step be informed within a week of the event and no later

#### Student Ranking



The MBA Programme at LUMS has an extremely rigorous and demanding work schedule. The students are expected and required to maintain a certain level of grades throughout their course of study. If the students continue to fall in the lowest 10% of the class for a certain number of courses in a given academic year, they are separated from the programme. Hence, the graduating batch stands at par with the academic requirements of any leading institute and each

student qualifies as equally exceptional for surviving the programme. Consequently, we do not provide rankings for our students. However, these rankings can be obtained directly from the students if and when needed since they possess the sole discretion to divulge this information beyond their School. Alternatively, you are welcome to carry out your own screening tests if desired, for the purpose of short listing individuals.

#### Interviews



1. It is customary of our recruiting partners to reimburse students for travel expenses incurred to an interview. If applicable, please communicate your policy to MPO when inviting students to interview.
2. You are requested to give at least one week's window to students before

scheduling an interview that involves travel, so that possible clashes with their academic activities may be avoided..

3. Please refer to policy 8 under 'Events' for communicating the next recruitment step following your interviews.

#### Confidentiality



Throughout the recruiting process, the MPO regards students' personal information as private and confidential and expects recruiting partners to use the student information for the sole purpose of recruitment.

The MBA Placement Office is committed to making your recruitment

experience with our students as productive and pleasant as possible. We believe that a strong combination of employer and student recruiting policies will engender a long lasting symbiosis between the School and all our recruiting partners while providing the best career opportunities for our business graduates.

## Partner with SDSB



## Partner with SDSB – Contribute to

The SDSB has distinguished itself by excelling in its aim to enhance and develop the future of management education in Pakistan, with its cutting edge research and teaching philosophy of applied learning. We are accredited and recognized by the South Asian Quality System (SAQS), Association of Asia-Pacific Business Schools (AAPBS) and European Foundation for Management Development (EFMD). The SDSB Promise; Inspiring Business Excellence is SDSB's fundraising campaign that has been initiated for the next phase of the School's growth. Through it, you can become a part of the school's next reign of success.



### Building for the Future

To improve the educational experience of its students and to cater to a larger pool of scholars, the school has invested in a purpose built building that is expected to be completed by the end of this year. A number of funding and naming opportunities are available for interested donors, including:

- Different Floors of the SDSB Building
- Auditoriums
- Case Method Class Rooms
- Lecture Halls
- Dean Secretariat
- Student & Faculty Lounges
- Discussion & Meeting Rooms
- Canteen



### Leveraging SDSB

The SDSB envisions to be a leading management school in the region with global perspective and to be recognized for teaching and research excellence. Simply put, SDSB is the bridge between the industry and the academia for management expertise. The industry,

hence, can earmark the relevant areas that need academic insight and research, and enable it by their donation. Naming Academic Chairs and our Research Centres is also a possibility, like Rausing Executive Development Centre is named after the Rausing family of Sweden.



### Empowering SDSB's Finest

Twenty-four years ago we made a commitment to our students that no one admitted into the SDSB will be turned away due to financial constraints. Today, more than 50% of our students are on some form of financial aid and the

Doctorate students are on 100% scholarship and get a monthly stipend. You can partner by donating scholarships and creating graduate fellowship endowments and assist us in continuing to attract the most talented students.



### Sustaining & Pioneering

You may also contribute by providing funds for the SDSB endowment that helps the school in covering its operational expenses, attracting international faculty and taking new initiatives, like the

research on Textile sector by our faculty. Apart from spearheading research initiatives, naming subject medals in our programmes is also a possibility.



### Other ways of Partnering with the SDSB

Other ways of partnering with us include:

- Promoting your products to our students, staff and alumni by offering group discounts
- Sponsoring student activities
- Sponsoring faculty conferences
- Delivering guest lectures
- Sending in proposals for MBA projects
- Recruiting faculty consultancies