

OPEN ENROLLMENT PROGRAMS 2017 - 2018

| Programs | Program Director(s) | Duration (Days) | Venue | Program Dates | Program Fee (PKR) | Residential Fee (PKR) | Application Deadline | |
|-------------------------------|--|---|-------|---------------|---|-----------------------|----------------------|---------------|
| GENERAL MANAGEMENT | | | | | | | | |
| 1 | Leadership Program for Senior Executives | Arif Nazir Butt Adnan Zahid | 4.5 | LUMS | Oct 9 - 13, 2017 | 220,000 | Inclusive | Sept 19, 2017 |
| 2 | Management Development Program | Jamshed Hasan Khan Muhammad Adeel Zaffar | 11 | LUMS | Oct 23 - Nov 3, 2017 | 460,000 | Inclusive | Oct 3, 2017 |
| 3 | Enhancing Board Effectiveness - Directors Training Program | Khalid Mirza Anwar Khurshid | 4 | LUMS | Mod I: Oct 6 - 7, 2017 Mod II: Oct 20 - 21, 2017 | 190,000 | 54,000 | Sept 26, 2017 |
| 4 | Growth and Continuity in Family-Run Businesses - KHI | Arif Iqbal Rana Shakeel Saddiq Jajja | 2 | Karachi | Oct 13 - 14, 2017 | 70,000 | N/A | Oct 3, 2017 |
| 5 | Developing Future Leaders | Jamshed Hasan Khan Saad Azmat | 7 | LUMS | Nov 20 - 26, 2017 | 170,000 | 72,000 | Nov 10, 2017 |
| 6 | Leading and Managing Change | Anwar Khurshid | 4 | LUMS | Feb 27 - Mar 2, 2018 | 110,000 | 45,000 | Feb 18, 2018 |
| 7 | Developing Future Leaders | Jamshed Hasan Khan Saad Azmat | 7 | LUMS | Mar 12 - 18, 2018 | 170,000 | 72,000 | Mar 2, 2018 |
| OPERATIONAL EXCELLENCE | | | | | | | | |
| 8 | Project Management | Jamshed Hasan Khan Zehra Waheed | 4 | LUMS | Sept 19 - 22, 2017 | 110,000 | 45,000 | Sept 9, 2017 |
| 9 | Project Management | Jamshed Hasan Khan Zehra Waheed | 4 | LUMS | Jan 30 - Feb 2, 2018 | 110,000 | 45,000 | Jan 20, 2018 |
| 10 | Supply Chain Management | Arif Iqbal Rana Shakeel Saddiq Jajja | 4 | LUMS | Feb 13 - 16, 2018 | 100,000 | 45,000 | Feb 3, 2018 |
| 11 | Roadmap to Manufacturing Excellence | Kamran Ali Chatha | 4 | LUMS | Mar 6 - 9, 2018 | 90,000 | 45,000 | Feb 26, 2018 |
| 12 | Fashion Retail Management | Arif Iqbal Rana Shakeel Saddiq Jajja | 4 | LUMS | Mar 19 - 22, 2018 | 80,000 | 45,000 | Mar 9, 2018 |
| 13 | Strategic Procurement Management | Jamshed Hasan Khan Sakeel Saddiq Jajja | 4 | LUMS | Apr 17 - 20, 2018 | 90,000 | 45,000 | Apr 7, 2018 |
| 14 | Project Management - KHI | Jamshed Hasan Khan Zehra Waheed | 4 | Karachi | Apr 24 - 27, 2018 | 110,000 | N/A | Apr 14, 2018 |
| PEOPLE MANAGEMENT | | | | | | | | |
| 15 | Building Blocks of Human Resource Management | Anwar Khurshid | 4 | LUMS | Oct 30 - Nov 2, 2017 | 90,000 | 45,000 | Oct 20, 2017 |
| 16 | Building High Performance Teams | Arif Nazir Butt | 4 | LUMS | Nov 14 - 17, 2017 | 110,000 | 45,000 | Nov 4, 2017 |
| 17 | Building High Performance Teams | Arif Nazir Butt | 4 | LUMS | Feb 6 - 9, 2018 | 110,000 | 45,000 | Jan 26, 2018 |
| 18 | Negotiation Skills | Arif Nazir Butt | 4 | LUMS | Mar 27 - 30, 2018 | 110,000 | 45,000 | Mar 17, 2018 |
| 19 | Designing Reward Systems | Muhammad Abdur Rahman Malik | 3 | LUMS | Apr 24 - 26, 2018 | 80,000 | 36,000 | Apr 14, 2018 |
| MARKETING & SALES | | | | | | | | |
| 20 | Sales Force Management | Muhammad Luqman Awan | 3 | LUMS | Aug 22 - 24, 2017 | 80,000 | 36,000 | Aug 12, 2017 |
| 21 | Building Impactful Brands: Ideas for Action | Adnan Zahid | 4 | LUMS | Sept 26 - 29, 2017 | 100,000 | 45,000 | Sept 16, 2017 |
| 22 | Marketing in the Digital Age | Farrah Arif Khawaja Zain ul Abdin | 4 | LUMS | Oct 16 - 19, 2017 | 100,000 | 45,000 | Oct 6, 2017 |
| 23 | Marketing Strategy | Farrah Arif | 4 | LUMS | Nov 28 - Dec 1, 2017 | 110,000 | 45,000 | Nov 18, 2017 |
| 24 | Marketing Innovations - Social Media Marketing Tools & Mobile Digital Marketing Techniques | Khawaja Zain ul Abdin | 3 | LUMS | Feb 20 - 22, 2018 | 90,000 | 36,000 | Feb 10, 2018 |
| 25 | Sales Force Management | Muhammad Luqman Awan | 3 | LUMS | Mar 6 - 8, 2018 | 80,000 | 36,000 | Feb 26, 2018 |
| 26 | Managing Marketing Channels - Redefining "Go-To-Market" Strategies | Muhammad Luqman Awan | 3 | LUMS | Apr 3 - 5, 2018 | 80,000 | 36,000 | Mar 23, 2018 |
| FINANCIAL MANAGEMENT | | | | | | | | |
| 27 | Finance for Non-Financial Managers | Syed Mubashir Ali | 5 | LUMS | Sept 12 - 16, 2017 | 110,000 | 54,000 | Sept 2, 2017 |
| 28 | Corporate Financial Management | Syed Mubashir Ali | 4 | LUMS | Nov 7 - 10, 2017 | 100,000 | 45,000 | Oct 27, 2017 |
| 29 | Finance for Non-Financial Managers - KHI | Syed Mubashir Ali | 5 | Karachi | Apr 10 - 14, 2018 | 110,000 | N/A | Mar 30, 2018 |
| PERSONAL DEVELOPMENT | | | | | | | | |
| 30 | Problem Solving and Decision Making | Jamshed Hasan Khan Shakeel Saddiq Jajja | 4 | LUMS | Nov 28 - Dec 1, 2017 | 100,000 | 45,000 | Nov 18, 2017 |
| 31 | Problem Solving and Decision Making | Jamshed Hasan Khan Shakeel Saddiq Jajja | 4 | LUMS | Apr 3 - 6, 2018 | 100,000 | 45,000 | Mar 23, 2018 |
| CERTIFICATE PROGRAM | | | | | | | | |
| 32 | Executive Certificate in Agribusiness Management | Fazal Jawad Syed Shakeel Saddiq Jajja | 24 | LUMS | Apr - Nov, 2017 | 290,000 | - | N/A |

The University reserves the rights to make changes in its program policies, dates and fees at any time.
All above mentioned charges are exclusive of taxes.

N/A= Not Applicable

TBD= To Be Decided