

**LUMS**Raising Executive
Development Centre

OPEN ENROLMENT PROGRAMMES

2024-25

Programmes	Programme Director(s)	Delivery Mode	Duration (Days)	Programme Dates	Programme Fee (PKR)	Residential Fee (PKR)	Application Deadline
July, 2024							
1 Digital Marketing Innovations - Social Media Marketing User Behavior Analysis, Analytical Tools & Multiscreen Digital Marketing Techniques	Khawaja Zain-Ul-Abdin Muhammad Adeel Zaffar	LUMS In-Person	4		To Be Announced		
2 Franchising for Growth - NEW	Ehsan-ul-Haque Moeen Naseer Butt	LUMS In-Person	2.5		To Be Announced		
August, 2024							
3 Problem Solving and Decision Making	Shakeel Sadiq Jajja Ussama Yaqub	LUMS In-Person	4	Aug 15 - 18, 2024	180,000	75,000	Aug 5, 2024
4 Building Blocks of Human Resource Management	Jawad Syed Muhammad Abdur Rahman Malik	LUMS In-Person	4	Aug 19 - 22, 2024	180,000	75,000	Aug 9, 2024
5 Strategic Sales Leadership	Muhammad Luqman Awan	LUMS In-Person	4	Aug 20 - 23, 2024	350,000	75,000	Aug 10, 2024
6 Finance for Non-Financial Managers	Syed Mubashir Ali	LUMS In-Person	5	Aug 26 - 30, 2024	220,000	90,000	Aug 16, 2024
7 Communication for Organisational and Personal Effectiveness KARACHI	Anjum Fayyaz Jawad Syed	Karachi In-Person	4	Aug 26 - 29, 2024	180,000	Not Applicable	Aug 16, 2024
September, 2024							
8 Key Account Management: Breakthrough Strategies For Growing Valued Customers	Muhammad Luqman Awan	LUMS In-Person	3	Sept 3 - 5, 2024	150,000	60,000	Aug 23, 2024
9 Building High Performance Teams	Arif Nazir Butt Muhammad Abdur Rahman Malik	LUMS In-Person	4	Sept 9 - 12, 2024	220,000	75,000	Aug 29, 2024
10 Enhancing Board Effectiveness - Directors Training Programme	Khalid Mirza Bushra Naqvi	LUMS In-Person	4.5	Module I: Sept 13 - 15, 2024 Module II: Sept 27 - 28, 2024	500,000	90,000	Sept 3, 2024
11 Project Management	Jamshed Hasan Khan Zehra Waheed	LUMS In-Person	4	Sept 23 - 26, 2024	200,000	75,000	Sept 13, 2024
12 Developing Future Leaders	Jamshed Hasan Khan Jawad Syed	LUMS In-Person	7	Sept 30 - Oct 6, 2024	400,000	120,000	Sept 19, 2024
October, 2024							
13 Leadership for Senior Executives	Arif Nazir Butt Muhammad Abdur Rahman Malik	LUMS In-Person	5.5	Oct 7 - 12, 2024	600,000	Inclusive	Sept 27, 2024
14 Sales Force Management	Muhammad Luqman Awan	LUMS In-Person	3	Oct 15 - 17, 2024	150,000	60,000	Oct 5, 2024
15 Strategic Procurement Management	Jamshed Hasan Khan Shakeel Sadiq Jajja	LUMS In-Person	4	Oct 22 - 25, 2024	180,000	75,000	Oct 12, 2024
16 Strategy Execution: Turning Plans into Performance	Jamshed H. Khan Jawad Syed	LUMS In-Person	4	Oct 29 - Nov 1, 2024	350,000	Inclusive	Oct 19, 2024
17 Building Brand Power - NEW	Adnan Zahid Moeen Naseer Butt	LUMS In-Person	4	Oct 28 - 31, 2024	200,000	75,000	Oct 18, 2024
November, 2024							
18 Management Development Programme	Muhammad Adeel Zaffar	LUMS In-Person	11	Nov 4 - 15, 2024	1,000,000	Inclusive	Oct 14, 2024
19 Leadership in Crisis	Jamshed H. Khan Jawad Syed	LUMS In-Person	4	Nov 12 - 15, 2024	300,000	75,000	Oct 22, 2024
20 Developing Future Leaders - KARACHI	Jamshed Hasan Khan Jawad Syed	Karachi In-Person	7	Nov 18 - 24, 2024	500,000	Not Applicable	Nov 8, 2024
21 Business-to-Business Marketing Strategies - NEW	Muhammad Luqman Awan	LUMS In-Person	7	Nov 18 - 21, 2024	200,000	75,000	Nov 8, 2024
22 Enhancing Board Effectiveness - Directors Training Programme	Khalid Mirza Bushra Naqvi	LUMS In-Person	4.5	Module I: Nov 22 - 24, 2024 Module II: Dec 6 - 7, 2024	500,000	90,000	Nov 12, 2024
23 Transforming Customer Experience - NEW	Jamshed H. Khan Suleman Shahid	LUMS In-Person	4	Nov 25 - 28, 2024	250,000	75,000	Nov 15, 2024
December, 2024							
24 Problem Solving and Decision Making	Shakeel Sadiq Jajja Ussama Yaqub	LUMS In-Person	4	Dec 2 - 5, 2024	200,000	75,000	Nov 22, 2024
25 Finance for Non-Financial Managers	Syed Mubashir Ali	LUMS In-Person	5	Dec 9 - 13, 2024	220,000	90,000	Nov 29, 2024
26 Negotiation Skills	Arif Nazir Butt Muhammad Abdur Rahman Malik	LUMS In-Person	4	Dec 17 - 20, 2024	200,000	75,000	Dec 7, 2024

January, 2025								
27	Communication for Organisational and Personal Effectiveness	Anjum Fayyaz Jawad Syed	LUMS In-Person	4	Jan 21 - 24, 2025	180,000	75,000	Jan 11, 2025
28	Organisational Transformation for Powering Innovation and Growth	Muhammad Adeel Zaffar Adnan Zahid	LUMS In-Person	4	Jan 27 - 30, 2025	400,000	Inclusive	Jan 17, 2025
29	Enhancing Board Effectiveness - Directors Training Programme	Khalid Mirza Bushra Naqvi	LUMS In-Person	4.5	Module I: Jan 31 - Feb 2, 2025 Module II: Feb 14 - 15, 2025	500,000	90,000	Jan 21, 2025
February, 2025								
30	Navigating Organisational Power and Politics - NEW	Mohsin Bashir	LUMS In-Person	2	Feb 6 - 7, 2025	100,000	45,000	Jan 26, 2025
31	Effective Reward Management	Jawad Syed Muhammad Abdur Rahman Malik	LUMS In-Person	3	Feb 11 - 13, 2025	150,000	60,000	Feb 1, 2025
32	Sales Force Management	Muhammad Luqman Awan	LUMS In-Person	3	Feb 11 - 13, 2025	150,000	60,000	Feb 1, 2025
33	Supply Chain Management	Shakeel Sadiq Jajja Hassan Rauf	LUMS In-Person	4	Feb 18 - 21, 2025	200,000	75,000	Feb 8, 2025
34	Marketing Strategy: Transforming for the Digital Era - KARACHI	Adnan Zahid Moeen Naseer Butt	Karachi In-Person	4	Feb 24 - 27, 2025	200,000	75,000	Feb 14, 2025
35	Building High Performance Teams	Arif Nazir Butt Muhammad Abdur Rahman Malik	LUMS In-Person	4	Feb 24 - 27, 2025	220,000	75,000	Feb 14, 2025
April, 2025								
36	Leadership for Senior Executives	Arif Nazir Butt Muhammad Adeel Zaffar	LUMS In-Person	5.5	Apr 7 - 12, 2025	700,000	Inclusive	Mar 27, 2025
37	Advanced Corporate Finance: Crafting Strategies to Create Shareholder Value	Syed Mubashir Ali	LUMS In-Person	4	Apr 15 - 18, 2025	250,000	75,000	Apr 5, 2025
38	Roadmap to Manufacturing Excellence	Hassan Rauf	LUMS In-Person	4	Apr 22 - 25, 2025	180,000	75,000	Apr 12, 2025
39	Growth and Continuity in Family-Run Businesses	Shakeel Sadiq Jajja Hassan Rauf	LUMS In-Person	3	Apr 28 - 30, 2025	200,000	60,000	Apr 18, 2025
May, 2025								
40	Leading and Managing Change - KARACHI	Arif Nazir Butt Muhammad Adeel Zaffar	Karachi In-Person	4	May 6 - 9, 2025	200,000	75,000	Apr 26, 2025
41	Managing Marketing Channels - Redefining "Go-To-Market" Strategies	Muhammad Luqman Awan	LUMS In-Person	3	May 7 - 9, 2025	150,000	60,000	Apr 27, 2025
42	Developing Future Leaders	Jamshed Hasan Khan Jawad Syed	LUMS In-Person	7	May 19 - 25, 2025	500,000	120,000	May 9, 2025
43	Problem Solving and Decision Making	Shakeel Sadiq Jajja Ussama Yaqub	LUMS In-Person	4	May 26 - 29, 2025	200,000	75,000	May 16, 2025
44	Project Management - KARACHI	Jamshed Hasan Khan	Karachi In-Person	4	May 26 - 29, 2025	200,000	Not Applicable	May 16, 2025
45	Enhancing Board Effectiveness - Directors Training Programme - KARACHI	Khalid Mirza Bushra Naqvi	Karachi In-Person	4.5	Module I: May 30 - Jun 1, 2025 Module II: Jun 13 - 14, 2025	500,000	90,000	May 20, 2025
June, 2025								
47	Finance for Non-Financial Managers - KARACHI	Syed Mubashir Ali	Karachi In-Person	5	Jun 16 - 20, 2025	220,000	Not Applicable	Jun 6, 2025
48	Negotiation Skills	Arif Nazir Butt Muhammad Abdur Rahman Malik	LUMS In-Person	4	Jun 17 - 20, 2025	200,000	75,000	Jun 7, 2025
49	Leadership in Crisis - KARACHI	Jamshed H. Khan Jawad Syed	Karachi In-Person	4	Jun 24 - 27, 2025	300,000	Not Applicable	Jun 14, 2025

*The University reserves the rights to make changes in its programme policies, dates, faculty and fees at any time.

*All above mentioned charges are exclusive of taxes.