

# OPEN ENROLLMENT PROGRAMS CALENDAR

## 2018 - 19

Programs	Program Director(s)	Duration (Days)	Venue	Program Dates	Program Fee (PKR)	Residential Fee (PKR)	Application Deadline	
<b>GENERAL MANAGEMENT</b>								
1	Enhancing Board Effectiveness - Directors Training Program	Khalid Mirza Anwar Khurshid	4	LUMS	Mod I: Oct 12 - 13, 2018 Mod II: Oct 27 - 28, 2018	190,000	54,000	Oct 2, 2018
2	Leadership for Senior Executives	Arif Nazir Butt Adnan Zahid	4.5	LUMS	Oct 22 - 26, 2018	250,000	Inclusive	Oct 2, 2018
3	Management Development Program	Jamshed Hasan Khan Muhammad Adeel Zaffar	11	LUMS	Nov 5 - 16, 2018	500,000	Inclusive	Oct 15, 2018
4	Growth and Continuity in Family-Run Businesses	Arif Iqbal Rana Shakeel Saddiq Jajja	2	LUMS	Sept 28 - 29, 2018	70,000	27,000	Sept 18, 2018
5	Developing Future Leaders	Jamshed Hasan Khan Saad Azmat	7	LUMS	Oct 15 - 21, 2018	170,000	72,000	Oct 5, 2018
6	Leading and Managing Change	Anwar Khurshid	4	LUMS	Feb 26 - Mar 1, 2019	120,000	45,000	Feb 16, 2019
7	Leadership in Higher Education - A Program for Vice Chancellors & Senior Deans - <b>NEW</b>	Arif Nazir Butt Muhammad Adeel Zaffar	5.5	LUMS	TBA	230,000	Inclusive	TBA
<b>OPERATIONAL EXCELLENCE</b>								
8	Project Management	Zehra Waheed	4	LUMS	Sept 4 - 7, 2018	120,000	45,000	Aug 24, 2018
9	Project Management	Zehra Waheed	4	LUMS	Jan 29 - Feb 1, 2019	120,000	45,000	Jan 19, 2019
10	Supply Chain Management	Shakeel Saddiq Jajja Arif Iqbal Rana	4	LUMS	Feb 12 - 15, 2019	110,000	45,000	Feb 2, 2019
11	Roadmap to Manufacturing Excellence	Kamran Ali Chatha	4	LUMS	Mar 12 - 15, 2019	90,000	45,000	Mar 2, 2019
12	Strategic Procurement Management	Jamshed Hasan Khan Shakeel Saddiq Jajja	4	LUMS	Apr 8 - 11, 2019	100,000	45,000	Mar 28, 2019
13	Modern Retail Management	Arif Iqbal Rana Shakeel Saddiq Jajja	4	LUMS	TBA	90,000	45,000	TBA
<b>PEOPLE MANAGEMENT</b>								
14	Building Blocks of Human Resource Management	Anwar Khurshid Muhammad Abdur Rahman Malik	4	LUMS	Oct 8 - 11, 2018	100,000	45,000	Sept 28, 2018
15	Building High Performance Teams	Arif Nazir Butt Muhammad Abdur Rahman Malik	4	LUMS	Nov 27 - 30, 2018	120,000	45,000	Nov 16, 2018
16	Building High Performance Teams	Arif Nazir Butt Muhammad Abdur Rahman Malik	4	LUMS	Jan 22 - 25, 2019	120,000	45,000	Jan 12, 2019
17	Negotiation Skills	Muhammad Abdur Rahman Malik Arif Nazir Butt	4	LUMS	Mar 18 - 21, 2019	120,000	45,000	Mar 8, 2019
<b>MARKETING &amp; SALES</b>								
18	Sales Force Management	Muhammad Luqman Awan	3	LUMS	Aug 15 - 17, 2018	90,000	36,000	Aug 6, 2018
19	Marketing Innovations - Social Media Marketing User Behavior Analysis, Analytical Tools & Multiscreen Digital Marketing Techniques	Khawaja Zain ul Abdin	3	LUMS	Sept 25 - 27, 2018	90,000	36,000	Sept 14, 2018
20	Marketing Strategy	Farrah Arif	4	LUMS	Dec 10 - 13, 2018	120,000	45,000	Nov 30, 2018
21	Marketing in the Digital Age	Farrah Arif Khawaja Zain ul Abdin	4	LUMS	Feb 19 - 22, 2019	100,000	45,000	Feb 9, 2019
22	Managing Marketing Channels - Redefining "Go-To-Market" Strategies	Muhammad Luqman Awan	3	LUMS	Apr 16 - 18, 2019	90,000	36,000	Apr 6, 2019
23	Sales Force Management - <b>KHI</b>	Muhammad Luqman Awan	3	Karachi	TBA	90,000	N/A	TBA
24	Building Impactful Brands: Ideas for Action	Adnan Zahid	4	LUMS	TBA	100,000	45,000	TBA
<b>FINANCIAL MANAGEMENT</b>								
25	Finance for Non-Financial Managers	Syed Mubashir Ali	5	LUMS	Dec 17 - 21, 2018	120,000	54,000	Dec 7, 2018
26	Advanced Corporate Finance: Crafting Strategies to Create Shareholder Value	Syed Mubashir Ali	4	LUMS	Oct 2 - 5, 2018	120,000	45,000	Sept 21, 2018
27	Finance for Non-Financial Managers - <b>KHI</b>	Syed Mubashir Ali	5	Karachi	Apr 16 - 20, 2019	120,000	N/A	Apr 6, 2019
<b>LAW FOR BUSINESS EXECUTIVES</b>								
28	Law for Business Executives - <b>NEW</b>	Martin Lau Muhammad Zubair Abbasi	3	LUMS	Feb 20 - 22, 2019	90,000	36,000	Feb 10, 2019
<b>PERSONAL DEVELOPMENT</b>								
29	Problem Solving and Decision Making	Jamshed Hasan Khan Shakeel Saddiq Jajja	4	LUMS	Dec 4 - 7, 2018	110,000	45,000	Nov 23, 2018
<b>CERTIFICATE PROGRAM</b>								
30	Executive Certificate in Agribusiness Management	Fazal Jawad Syed Shakeel Saddiq Jajja	24	LUMS	Mar - Sept, 2018	290,000	-	Feb 15, 2018

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

N/A= Not Applicable  
TBA= To Be Announced