

OPEN ENROLLMENT PROGRAMS  
2018

| Programs                           | Program Director(s)  | Duration (Days)                               | Venue | Program Dates | Program Fee (PKR)                                     | Residential Fee (PKR) | Application Deadline |               |
|------------------------------------|--|---|-------|---------------|---|-----------------------|----------------------|---------------|
| <b>GENERAL MANAGEMENT</b>          |  |   |       |               |   |                       |                      |               |
| 1                                  | Leading and Managing Change  | Anwar Khurshid                                | 4     | LUMS          | Feb 27 - Mar 2, 2018                                  | 110,000               | 45,000               | Feb 18, 2018  |
| 2                                  | Developing Future Leaders  | Jamshed Hasan Khan<br>Saad Azmat              | 7     | LUMS          | Mar 12 - 18, 2018                                     | 170,000               | 72,000               | Mar 2, 2018   |
| 3                                  | Enhancing Board Effectiveness - Directors Training Program                                 | Khalid Mirza<br>Anwar Khurshid                | 4     | LUMS          | Mod I: April 20 - 21, 2018<br>Mod II: May 4 - 5, 2018 | 190,000               | 54,000               | Apr 10, 2018  |
| 4                                  | Management Development Program   | Jamshed Hasan Khan<br>Muhammad Adeel Zaffar   | 11    | LUMS          | Nov 12 - 23, 2018                                     | 500,000               | Inclusive            | Oct 22, 2018  |
| 5                                  | Leadership for Senior Executives   | Arif Nazir Butt<br>Adnan Zahid                | 4.5   | LUMS          | Oct 22 - 26, 2018                                     | 250,000               | Inclusive            | Oct 2, 2018   |
| 6                                  | Leadership in Higher Education - A Program for Vice Chancellors & Senior Deans             | Arif Nazir Butt                               | 5.5   | LUMS          | Sept 10 - 15, 2018                                    | 230,000               | Inclusive            | Aug 31, 2018  |
| 7                                  | Enhancing Board Effectiveness - Directors Training Program                                 | Khalid Mirza<br>Anwar Khurshid                | 4     | LUMS          | Mod I: Oct 12 - 13, 2018<br>Mod II: Oct 27 - 28, 2018 | 190,000               | 54,000               | Oct 2, 2018   |
| 8                                  | Growth and Continuity in Family-Run Businesses   | Arif Iqbal Rana<br>Shakeel Saddiq Jajja       | 2     | LUMS          | Sept 28 - 29, 2018                                    | 70,000                | 27,000               | Sept 18, 2018 |
| 9                                  | Developing Future Leaders  | Jamshed Hasan Khan<br>Saad Azmat              | 7     | LUMS          | Oct 15 - 21, 2018                                     | 170,000               | 72,000               | Oct 5, 2018   |
| <b>OPERATIONAL EXCELLENCE</b>      |  |   |       |               |   |                       |                      |               |
| 10                                 | Project Management   | Arif Iqbal Rana<br>Zehra Waheed               | 4     | LUMS          | Jan 30 - Feb 2, 2018                                  | 110,000               | 45,000               | Jan 20, 2018  |
| 11                                 | Supply Chain Management  | Arif Iqbal Rana<br>Shakeel Saddiq Jajja       | 4     | LUMS          | Feb 13 - 16, 2018                                     | 100,000               | 45,000               | Feb 3, 2018   |
| 12                                 | Roadmap to Manufacturing Excellence  | Kamran Ali Chatha                             | 4     | LUMS          | Mar 6 - 9, 2018                                       | 90,000                | 45,000               | Feb 26, 2018  |
| 13                                 | Modern Retail Management   | Arif Iqbal Rana<br>Shakeel Saddiq Jajja       | 4     | LUMS          | Mar 19 - 22, 2018                                     | 80,000                | 45,000               | Mar 9, 2018   |
| 14                                 | Strategic Procurement Management   | Jamshed Hasan Khan<br>Sakeel Saddiq Jajja     | 4     | LUMS          | Apr 17 - 20, 2018                                     | 90,000                | 45,000               | Apr 7, 2018   |
| 15                                 | Project Management   | Jamshed Hasan Khan<br>Zehra Waheed            | 4     | LUMS          | Sept 4 - 7, 2018                                      | 120,000               | 45,000               | Aug 24, 2018  |
| <b>PEOPLE MANAGEMENT</b>           |  |   |       |               |   |                       |                      |               |
| 16                                 | Building High Performance Teams  | Arif Nazir Butt                               | 4     | LUMS          | Feb 6 - 9, 2018                                       | 110,000               | 45,000               | Jan 26, 2018  |
| 17                                 | Negotiation Skills   | Arif Nazir Butt                               | 4     | LUMS          | Mar 27 - 30, 2018                                     | 110,000               | 45,000               | Mar 17, 2018  |
| 18                                 | Building Blocks of Human Resource Management   | Anwar Khurshid<br>Muhammad Abdur Rahman Malik | 4     | LUMS          | Oct 8 - 11, 2018                                      | 100,000               | 45,000               | Sept 28, 2018 |
| 19                                 | Designing Reward Systems   | Muhammad Abdur Rahman Malik                   | 3     | LUMS          | Nov 21 - 23, 2018                                     | 90,000                | 36,000               | Nov 9, 2018   |
| 20                                 | Building High Performance Teams  | Arif Nazir Butt                               | 4     | LUMS          | Nov 27 - 30, 2018                                     | 120,000               | 45,000               | Nov 16, 2018  |
| <b>MARKETING &amp; SALES</b>       |  |   |       |               |   |                       |                      |               |
| 21                                 | Sales Force Management   | Muhammad Luqman Awan                          | 3     | LUMS          | Mar 6 - 8, 2018                                       | 80,000                | 36,000               | Feb 26, 2018  |
| 22                                 | Managing Marketing Channels - Redefining "Go-To-Market" Strategies                         | Muhammad Luqman Awan                          | 3     | LUMS          | Apr 3 - 5, 2018                                       | 80,000                | 36,000               | Mar 23, 2018  |
| 23                                 | Sales Force Management   | Muhammad Luqman Awan                          | 3     | LUMS          | Aug 15 - 17, 2018                                     | 90,000                | 36,000               | Aug 6, 2018   |
| 24                                 | Marketing Innovations - Social Media Marketing Tools & Mobile Digital Marketing Techniques | Khawaja Zain ul Abdin                         | 3     | LUMS          | Sept 25 - 27, 2018                                    | 90,000                | 36,000               | Sept 14, 2018 |
| 25                                 | Marketing Strategy   | Farrah Arif                                   | 4     | LUMS          | Dec 10 - 13, 2018                                     | 120,000               | 45,000               | Nov 30, 2018  |
| 26                                 | Building Impactful Brands: Ideas for Action  | Adnan Zahid                                   | 4     | LUMS          |   | TBA                   |                      |               |
| 27                                 | Marketing in the Digital Age   | Farrah Arif<br>Khawaja Zain ul Abdin          | 4     | LUMS          |   | TBA                   |                      |               |
| <b>FINANCIAL MANAGEMENT</b>        |  |   |       |               |   |                       |                      |               |
| 28                                 | Finance for Non-Financial Managers - <b>KHI</b>  | Syed Mubashir Ali                             | 5     | Karachi       | Apr 10 - 14, 2018                                     | 110,000               | N/A                  | Mar 30, 2018  |
| 29                                 | Finance for Non-Financial Managers   | Syed Mubashir Ali                             | 5     | LUMS          | Aug 7 - 11, 2018                                      | 120,000               | 54,000               | Jul 27, 2018  |
| 30                                 | 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 |
| <b>LAW FOR BUSINESS EXECUTIVES</b> |  |   |       |               |   |                       |                      |               |
| 31                                 | Law for Business Executives - <b>NEW</b>   | Martin Lau<br>Muhammad Zubair Abbasi          | 3     | LUMS          | Mar 28 - 30, 2018                                     | 80,000                | 36,000               | Mar 16, 2018  |
| <b>PERSONAL DEVELOPMENT</b>        |  |   |       |               |   |                       |                      |               |
| 32                                 | Problem Solving and Decision Making  | Jamshed Hasan Khan<br>Shakeel Saddiq Jajja    | 4     | LUMS          | Apr 3 - 6, 2018                                       | 100,000               | 45,000               | Mar 23, 2018  |
| 33                                 | Problem Solving and Decision Making  | Jamshed Hasan Khan<br>Shakeel Saddiq Jajja    | 4     | LUMS          | Dec 4 - 7, 2018                                       | 110,000               | 45,000               | Nov 23, 2018  |
| <b>CERTIFICATE PROGRAM</b>         |  |   |       |               |   |                       |                      |               |
| 34                                 | Executive Certificate in Agribusiness Management   | Fazal Jawad Syed<br>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 and fees at any time.  
All above mentioned charges are exclusive of taxes.

N/A= Not Applicable

TBD= To Be Decided