

OPEN ENROLLMENT PROGRAM CALENDAR 2019

Programs	Duration (Days)	Venue	Program Dates	Program Fee (PKR)	Residential Fee (PKR)	Application Deadline	
GENERAL MANAGEMENT							
1	Enhancing Board Effectiveness - Directors Training Program	4	LUMS	Mod I: Apr 12 - 13, 2019 Mod II: Apr 26 - 27, 2019	190,000	54,000	Apr 2, 2019
2	Leadership for Senior Executives	4.5	LUMS	Oct 14 - 18, 2019	280,000	Inclusive	Sept 24, 2019
3	Management Development Program	11	LUMS	Oct 21 - Nov 1, 2019	530,000	Inclusive	Oct 1, 2019
4	Leading and Managing Change	4	LUMS	Feb 26 - Mar 1, 2019	120,000	45,000	Feb 16, 2019
5	Developing Future Leaders	7	LUMS	Sept 23 - 29, 2019	180,000	76,000	Sept 13, 2019
6	Enhancing Board Effectiveness - Directors Training Program	4	LUMS	Mod I: Sept 20 - 21, 2019 Mod II: Oct 4 - 5, 2019	200,000	57,000	Sept 10, 2019
7	Growth and Continuity in Family-Run Businesses	2	LUMS	Oct 11 - 12, 2019	70,000	28,500	Oct 1, 2019
8	Leadership in Higher Education - A Program for Vice Chancellors & Senior Deans - NEW	5.5	LUMS	TBA	230,000	Inclusive	TBA
OPERATIONAL EXCELLENCE							
9	Project Management	4	LUMS	Jan 29 - Feb 1, 2019	120,000	45,000	Jan 19, 2019
10	Supply Chain Management	4	LUMS	Feb 12 - 15, 2019	110,000	45,000	Feb 2, 2019
11	Roadmap to Manufacturing Excellence	4	LUMS	Mar 12 - 15, 2019	90,000	45,000	Mar 2, 2019
12	Strategic Procurement Management	4	LUMS	Apr 8 - 11, 2019	100,000	45,000	Mar 28, 2019
13	Modern Retail Management	4	LUMS	Mar 11 - 14, 2019	90,000	45,000	Mar 1, 2019
14	Project Management	4	LUMS	Aug 27 - 30, 2019	120,000	47,500	Aug 17, 2019
PEOPLE MANAGEMENT							
15	Building High Performance Teams	4	LUMS	Jan 22 - 25, 2019	120,000	45,000	Jan 12, 2019
16	Negotiation Skills	4	LUMS	Mar 18 - 21, 2019	120,000	45,000	Mar 8, 2019
17	Building Blocks of Human Resource Management	4	LUMS	Oct 7 - 10, 2019	100,000	47,500	Sept 27, 2019
18	Building High Performance Teams	4	LUMS	Nov 19 - 22, 2019	120,000	47,500	Nov 9, 2019
MARKETING & SALES							
19	Marketing in the Digital Age	4	LUMS	Apr 2 - 5, 2019	100,000	45,000	Mar 22, 2019
20	Managing Marketing Channels - Redefining "Go-To-Market" Strategies	3	LUMS	Apr 16 - 18, 2019	90,000	36,000	Apr 6, 2019
21	Sales Force Management	3	LUMS	Sept 3 - 5, 2019	90,000	38,000	Aug 23, 2019
22	Marketing Innovations - Social Media Marketing User Behavior Analysis, Analytical Tools & Multiscreen Digital Marketing Techniques	3	LUMS	Sept 17 - 19, 2019	90,000	38,000	Sept 7, 2019
23	Marketing Strategy	4	LUMS	Dec 3 - 6, 2019	120,000	47,500	Nov 23, 2019
24	Sales Force Management - KHI	3	Karachi	TBA	90,000	N/A	TBA
25	Building Impactful Brands: Ideas for Action	4	LUMS	TBA	100,000	45,000	TBA
FINANCIAL MANAGEMENT							
26	Finance for Non-Financial Managers - KHI	5	Karachi	Apr 16 - 20, 2019	120,000	N/A	Apr 6, 2019
27	Advanced Corporate Finance: Crafting Strategies to Create Shareholder Value	4	LUMS	Nov 12 - 15, 2019	120,000	47,500	Nov 2, 2019
28	Finance for Non-Financial Managers	5	LUMS	Jul 29 - Aug 2, 2019	120,000	57,000	Jul 19, 2019
LAW FOR BUSINESS EXECUTIVES							
29	Law for Business Executives - NEW	3	LUMS	Mar 20 - 22, 2019	90,000	36,000	Mar 11, 2019
PERSONAL DEVELOPMENT							
30	Problem Solving and Decision Making	4	LUMS	Mar 5 - 8, 2019	110,000	45,000	Feb 25, 2019
31	Problem Solving and Decision Making	4	LUMS	Aug 20 - 23, 2019	120,000	47,500	Aug 10, 2019
CERTIFICATE PROGRAM							
32	Executive Certificate in Agribusiness Management	24	LUMS	TBA	TBA	TBA	TBA

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