

OPEN ENROLLMENT PROGRAMS

2018

Programs	Program Director(s)	Duration (Days)	Venue	Program Dates	Program Fee (PKR)	Residential Fee (PKR)	Application Deadline	
GENERAL MANAGEMENT								
1	Leading and Managing Change	Anwar Khurshid	4	LUMS	Feb 27 - Mar 2, 2018	110,000	45,000	Feb 18, 2018
2	Enhancing Board Effectiveness - Directors Training Program	Khalid Mirza Anwar Khurshid	4	LUMS	Mod I: Apr 20 - 21, 2018 Mod II: May 4 - 5, 2018	190,000	54,000	Apr 10, 2018
3	Management Development Program	Jamshed Hasan Khan Muhammad Adeel Zaffar	11	LUMS	Nov 5 - 16, 2018	500,000	Inclusive	Oct 15, 2018
4	Leadership for Senior Executives	Arif Nazir Butt Adnan Zahid	4.5	LUMS	Oct 22 - 26, 2018	250,000	Inclusive	Oct 2, 2018
5	Leadership in Higher Education - A Program for Vice Chancellors & Senior Deans - NEW	Arif Nazir Butt Muhammad Adeel Zaffar	5.5	LUMS	Sept 10 - 15, 2018	230,000	Inclusive	Aug 31, 2018
6	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
7	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
8	Developing Future Leaders	Jamshed Hasan Khan Saad Azmat	7	LUMS	Oct 15 - 21, 2018	170,000	72,000	Oct 5, 2018
OPERATIONAL EXCELLENCE								
9	Project Management	Arif Iqbal Rana 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	Modern 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	Jamshed Hasan Khan Zehra Waheed	4	LUMS	Sept 4 - 7, 2018	120,000	45,000	Aug 24, 2018
PEOPLE MANAGEMENT								
15	Building High Performance Teams	Arif Nazir Butt	4	LUMS	Feb 6 - 9, 2018	110,000	45,000	Jan 26, 2018
16	Negotiation Skills	Arif Nazir Butt Muhammad Abdur Rahman Malik	4	LUMS	Mar 27 - 30, 2018	110,000	45,000	Mar 17, 2018
17	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
18	Designing Reward Systems	Muhammad Abdur Rahman Malik	3	LUMS	TBA	90,000	36,000	TBA
19	Building High Performance Teams	Arif Nazir Butt Muhammad Abdur Rahman Malik	4	LUMS	Nov 27 - 30, 2018	120,000	45,000	Nov 16, 2018
MARKETING & SALES								
20	Managing Marketing Channels - Redefining "Go-To-Market" Strategies	Muhammad Luqman Awan	3	LUMS	Apr 3 - 5, 2018	80,000	36,000	Mar 23, 2018
21	Sales Force Management	Muhammad Luqman Awan	3	LUMS	Aug 15 - 17, 2018	90,000	36,000	Aug 6, 2018
22	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
23	Marketing Strategy	Farrah Arif	4	LUMS	Dec 10 - 13, 2018	120,000	45,000	Nov 30, 2018
24	Building Impactful Brands: Ideas for Action	Adnan Zahid	4	LUMS		TBA		
25	Marketing in the Digital Age	Farrah Arif Khawaja Zain ul Abdin	4	LUMS		TBA		
FINANCIAL MANAGEMENT								
26	Finance for Non-Financial Managers - KHI	Syed Mubashir Ali	5	Karachi	Apr 10 - 14, 2018	110,000	N/A	Mar 30, 2018
27	Finance for Non-Financial Managers	Syed Mubashir Ali	5	LUMS	Aug 7 - 11, 2018	120,000	54,000	Jul 27, 2018
28	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
LAW FOR BUSINESS EXECUTIVES								
29	Law for Business Executives - NEW	Martin Lau Muhammad Zubair Abbasi	3	LUMS	Mar 28 - 30, 2018	80,000	36,000	Mar 16, 2018
PERSONAL DEVELOPMENT								
30	Problem Solving and Decision Making	Jamshed Hasan Khan Shakeel Saddiq Jajja	4	LUMS	Apr 3 - 6, 2018	100,000	45,000	Mar 23, 2018
31	Problem Solving and Decision Making	Jamshed Hasan Khan Shakeel Saddiq Jajja	4	LUMS	Dec 4 - 7, 2018	110,000	45,000	Nov 23, 2018
CERTIFICATE PROGRAM								
32	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

TBD= To Be Decided