



LUMS

Raising Executive  
Development Centre

A photograph of a modern brick building with a curved facade, surrounded by greenery and pink flowers. A semi-transparent grey box is overlaid on the left side of the image, containing the title text.

# PROBLEM SOLVING AND DECISION MAKING

July 30 - August 2, 2019

Suleman Dawood  
School of Business

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## PROBLEM SOLVING AND DECISION MAKING

In today's fast paced corporate setting, managers increasingly face situations that require critical decision making in an atmosphere of uncertainty and time pressure. Breaking down a problem and assessing the outcomes of different options is neither simple nor straight forward. High-quality decisions are essential for strong business performance, but only a few people get the training they need to make good decisions consistently, with clarity and confidence.

Using a unique blend of case studies, role plays and experiential exercises, the 4-day programme provides an unparalleled opportunity to acquire skills and techniques essential for making high-quality decisions and solving problems effectively. Participants will build competences by learning how to work on the right problem, develop and structure objectives, understand the consequences, and make appropriate tradeoffs using several problem solving and decision making tools.

### BENEFITS

During the programme, the participants will develop an understanding of;

- Essentials of rational decision making
- Decision analysis procedures in resolving problems
- Analytical frameworks for framing problems and weighing alternatives
- Breaking down complex decisions into manageable parts and analysing possible alternatives for making rational trade-offs
- Dynamics of group decision making
- Leading the decision-making process, building collaboration with multiple stakeholders
- How moral principles and ethical considerations impact decision making

Programme Date: July 30 - August 2, 2019  
Programme Fee: PKR 120,000  
Residential Fee: PKR 47,500  
Venue: LUMS, Lahore

### WHO SHOULD ATTEND

The programme is aimed at middle level managers with responsibilities for decision making and problem solving.

*“The programme stimulates learning and instills a very structured approach towards decision making. I have found this programme to be very useful for both professional and personal growth in the long haul.”*

Ahmed Ali  
Monsanto Pakistan

*“The programme offers the right approach to the day to day challenging business decisions with the help of this top-of-the-line faculty and an exceptional teaching methodology.”*

Shahjahan Hashmani  
Engro Eximp

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## ***PROGRAMME DIRECTOR***

### ***MUHAMMAD SHAKEEL SADIQ JAJJA***

Assistant Professor, Operations, Technology and Innovation  
PhD, Lahore University of Management Sciences

#### ***Research Interests:***

Supply Chain Management; Technology and Innovation in Supply Chain Relationships; Social and Environmental Compliance in Supply Chain Relationships; Operations Management; Family-Run Businesses; Retail Management

## ***CO-PROGRAMME DIRECTOR***

### ***RAZA RAFIQUE***

Assistant Professor, Operations Management  
PhD, Rutgers, State University New Jersey, US

#### ***Research Interests:***

Supply Chain Design, Optimisation, Data Analysis, Operations Management, Energy & Health Care Management

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## TERMS AND CONDITIONS

### ADMISSION PROCESS

Applications will be screened with regard to their suitability for the programme. Kindly ensure the submission of your online application by the deadline. Our online application form is available at <https://redc.lums.edu.pk/programme-calendar>

*\*Seat in the programme will be reserved on a first-come, first-served basis.*

### PROGRAMME FEE

The fee includes tuition cost, reading material, tea and lunch served during the programme. If you wish to avail accommodation at LUMS, there will be additional fee. It includes accommodation, breakfasts and dinners for the duration of the programme. However, any extra charges such as telephones, extra meals etc. should be paid on departure. You may check-in on the evening preceding the start date of the programme and check out the morning after the programme ends. You are, however, requested to inform us of the time of your arrival and departure.

### ACCOMMODATION

We offer single bed accommodation at the Rausing Executive Centre. Each bedroom with attached bathroom is equipped with mini-fridge, writing desk and direct dial STD/ISD telephone and cable TV. All bedrooms at REC are internet-ready. *Please note we do not provide accommodation for drivers accompanying participants.*

### PAYMENT

Payment is due upon receipt of the acceptance letter along with the invoice. Please ensure that the payment reaches the office BEFORE the start of the programme. Space in the programme may only be ensured after we receive the fee.

Our preferred mode of payment is by cheque/banker's draft payable to Lahore University of Management Sciences. However, the programme fee can also be paid via bank transfer. Please send the cheque to:

Marketing Manager

Rausing Executive Development Centre  
Lahore University of Management Sciences  
Opposite Sector "U", DHA, Lahore - 54792  
Tel: +92-42-35608119-8243

*\* LUMS is a non-profit organisation under the Income Tax Ordinance 2001. Accordingly, the income of LUMS is not tax deductible/collectable.*

### DISCOUNT POLICY

If more than two executives from the same organisation participate (up to a group size of 5 participants), each additional participant after the first two gets a 20% discount on the programme fee.

### SUBSTITUTES/TRANSFERS AND REFUNDS

If you are unable to attend a registered course, we will accept a substitute until 2 working days before the programme. Substitute candidates will be subject to the same selection process as the original one. If you wish to cancel your name from a programme, please notify in writing or on call at least 5 working days before the programme. In case of late cancellation, course fee will be refunded after deducting an application processing fee of PKR 20,000.

It is possible to transfer deposited fee to any open enrolment programme within 3 years. Transfers should be notified at least 5 working days before the programme. In case the participant or sponsoring organisation fails to utilise the funds within 3 years, the deposited fee will be forfeited.

**Note:** *REDC may cancel or postpone a programme due to insufficient enrolment or unforeseen circumstances. In this case, university will refund registration fee but will not be responsible for any other related charges/expenses including cancellation/change charges by airline and travel agencies.*

*In case of postponement, the fee may be transferred to the rescheduled offering of that programme or any other programme as an alternate to refund. The University reserves the right to make changes in its programme policies and fees at any time.*

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