



LUMS

Rausing Executive
Development Centre



GROWTH AND CONTINUITY IN
FAMILY-RUN BUSINESSES

November 26 - 27, 2020

GROWTH AND CONTINUITY IN FAMILY-RUN BUSINESSES

Our business landscape is rich with inspirational accounts of entrepreneurs who have single-handedly, or in collaboration with siblings, built large business empires in the course of a lifetime. Most of these success stories face major challenges, during transition to the next generation.

This 2-day intensive programme is developed for progressive large families aspiring to understand and address the underlying complicated and sensitive causes of disruption in family owned and managed businesses. Experience has shown that family business can lead to sustainability by formalising systems and procedures related to ownership, business and family.

BENEFITS

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

- The interrelationship between ownership, business and family
- Key challenges related to growth, professionalisation, internationalisation and sustainability of family business
- Succession and generational transition
- How to develop the family into a cohesive group with shared vision
- How to develop procedures, policies and mechanisms for management control and financial oversight
- Factors that hinder the performance of professional managers in family business with focus on good governance

Programme Date:	November 26 - 27, 2020
Programme Fee:	PKR 70,000
Venue:	Karachi

WHO SHOULD ATTEND

This programme is designed for family members (including children, siblings & spouses) and non-family executives of family businesses. Group participation of more than one family members ideally from two or more generations is encouraged.

“This programme is an eye opener for all family business owners. With all this knowledge, they can anticipate the future problems they could face and can make arrangements that would help sustain the future of their family and their business. A step towards a sustainable future!”

*Faizan Qadri
Qadri Group*

“An excellent opportunity to align the mindset of two or three generations in a family business.”

*Hussain Naqvi
Dicotech Dubai*

PROGRAMME DIRECTORS

SHAKEEL SADIQ JAJJA

Assistant Professor

PhD, Lahore University of Management Sciences

Research Interests:

Family Business Governance; Supply Chain Management; Technology and Innovation in Supply Chain Relationships; Social and Environmental Compliance in Supply Chain Relationships; Operations Management

SYED ZAHOOR HASSAN

Professor

PhD, Stanford University

Research Interests:

Information Systems Development Methodologies; Global Software Development; Entrepreneurship and Family-Run Business; Information Technology Utilisation Effectiveness; Management of Technology

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/program-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.

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
Sector "U", DHA, Lahore Cantt. Lahore - 54792
Tel: +92-42-35608119-8243

**LUMS is a not-for-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