



**LUMS**

Raising Executive  
Development Centre

# GROWTH AND CONTINUITY IN FAMILY-RUN BUSINESSES

March 24 - 26, 2021

Suleman Dawood  
School of Business

## GROWTH AND CONTINUITY IN FAMILY-RUN BUSINESSES

Our business landscape is rich with inspirational accounts of entrepreneurs single-handedly, or in collaboration with siblings, building large business empires in the course of a lifetime. And most of these success stories face major challenges, during the transition to the new generation.

The sustainability of family businesses is directly related to formalisation of systems linking ownership, business and family. This 3-day intensive programme is designed for progressive family boards aspiring to understand and address the underlying complicated, sometimes sensitive causes of disruption in family-owned and family managed business.

### 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 the family business
- Succession and generational transition
- How to develop the family into a cohesive group with a shared vision
- How to develop procedures, policies and mechanisms for management control and financial oversight
- Understand and control factors that hinder the performance of professional managers in the family business with a focus on good governance

Programme Date:	March 24 - 26, 2021
Programme Fee:	PKR 90,000
Residential Fee:	PKR 38,000
Venue:	Rausing Executive Development Centre, LUMS
Duration:	3 Days

### WHO SHOULD ATTEND

The programme is designed for family members (including children, siblings & spouses) and non-family executives of family businesses.

### TOPICAL COVERAGE

- A Developmental Model of Family Businesses
- Transition to a Cousin Consortium
- Family Constitution
- Best Practices in Sustaining & Growing Family Business -
- Tradition and Transition
- Sustaining Beyond the First 100 Years
- Group Work Activity



## SOME PARTICIPANT ORGANISATIONS

- Adam Sugar Mills Limited
- Adsell Advertising Private Limited.
- Agriauto Industries Limited
- Ahmed Impex
- Ajmair Foods
- Al-Jalil Developers
- Alif Industry (Mahmood Sons)
- Allied Marketing
- Al-Noor Sugar Mills Limited
- Alpha Container Industries
- Al-Shafi Group Of Companies
- Bibojee Services Private Limited
- Bin Rasheed Colors & Chemicals MFG Co Private Limited
- Burque Corporation
- CHEMI Group of Industries
- Cleaning Solutions Private Limited
- Dairyland Private Limited
- Decent Packages Private Limited
- Dellson
- DHS International
- Dicotech LLC, Dubai & Abu Dhabi
- ECS
- Emaar Pakistan
- Feroze1888 Mills Limited
- Flow Petroleum Private Limited
- General Fan Company Limited
- Green Earth Recycling (Pakistan)
- Guard Group of Companies
- Gumcorp Pakistan
- Hafeez Shafi Tanneries Private Limited.
- Haji Sheikh Noor-Ud-Din & Sons
- Hakimsons Private Limited
- Hilti Pakistan
- Husein Sugar Mills Limited
- Hybrid Aviation
- Interex
- Ittehad Chemicals Private Limited
- Tapal Tea (Private) Limited
- The Arena
- UM Enterprises
- Izhar Group Of Companies
- Janana De Malucho Textile Mills Limited
- Jauharabad Sugar Mills Limited
- Kausar Group of Companies
- Kay & Emms Private Limited
- Kitchen Cuisine (Private) Limited
- Kohat Cement Company Limited
- Lake City Holdings Private Limited
- Life Pharmaceutical Company
- MKB Group Of Companies
- Mohammad Shafi Tanneries
- Motif Leather Works
- Novatex Limited
- Nutribel Private Limited
- Orient Engineering Services
- Orient Textile Mills
- Pak Petrochemical Industries Private Limited.
- Paklite Group

- Panasian Group
- Paramount Distributors / F.Rabbi & Co Private Limited
- Premier Cables Private Limited.
- Qadri Group Of Companies
- Qarshi Industries Private Limited
- Rainbow Printing Solutions Private Limited
- Ravi Automobile Private Limited
- Roshan Packages Private Limited
- Royal Fans
- S Zia Ul Haq & Sons
- Savour Foods
- Schazoo Zaka Private Limited
- Shahzad Hammad Traders
- Shakarganj Limited
- Siddiq Leather Works Private Limited
- Silaj Furniture Company
- Silver Oaks School System
- Starline Poly Packaging Private Limited
- Sukkur Grains
- United Foam Industries
- Us Apparel And Textiles Private Limited
- Wilshire Labs Private Limited

## **PROGRAMME DIRECTORS**

### **SHAKEEL SADIQ JAJJA**

Associate Professor

PhD, Lahore University of Management Sciences

#### **Research Interests:**

Supply Chain Management, Innovation Management; Operations Management; Family Business Governance

### **SYED ZAHOOR HASSAN**

Professor

PhD, Stanford University

#### **Research Interests:**

Information Systems Development Methodologies; Global Software Development; Information Technology Utilisation Effectiveness; Management of Technology; Family Business Governance

## 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.*

### 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 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 one executives from the same organisation participate (up to a group size of 10 participants), each additional participant after the first two gets a 10% discount on the programme fee.

### SUBSTITUTES/TRANSFERS AND REFUNDS

If you are unable to attend a registered programme, 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.*