



LUMS

Rausing Executive
Development Centre

A photograph of a brick-paved path leading through a lush, green wooded area. The path is made of reddish-brown bricks and is flanked by tall trees with dense foliage. The scene is brightly lit, suggesting a sunny day. A semi-transparent dark grey banner is overlaid on the right side of the image, containing the event title and date.

GROWTH AND CONTINUITY IN **FAMILY-RUN BUSINESSES**

March 10 - 12, 2022

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. In addition, most of these success stories face major challenges, during the transition to the new generation.

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

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

WHO SHOULD ATTEND

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

Programme Date:	March 10 - 12, 2022
Programme Fee:	PKR 90,000
Residential Fee:	Not Applicable
Venue:	Avari Towers, Karachi

BENEFITS

The programme provides a clear roadmap to follow in order to implement cutting edge concepts for designing, maintaining, and controlling production operations. By the end of the programme, the participants are expected to have learned

- The need for defining a clear 'manufacturing/operations strategy and its pivotal role in implementing the business strategy of a manufacturing firm
- How to develop actionable plans for achieving manufacturing excellence and their implementation in an organisational setting
- The manufacturing excellence concepts such as lean manufacturing, six sigma, manufacturing resource planning, just-in-time manufacturing, supplier management, total productive maintenance, and quality circles
- How to develop systems for continuously improving production operations

PROGRAMME DIRECTORS

MUHAMMAD SHAKEEL SADIQ JAJJA

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

Research Interests:

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

SYED ZAHOOR HASSAN

Professor Emeritus
PhD, Stanford University

Research Interests:

Information Systems Development Methodologies; Global Software Development; 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/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, lunch and teas served during the programme.

PAYMENT

Payment is due upon receipt of the acceptance email/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. Payment can be made directly through:

- Debit/credit card by visiting <https://pay.lums.edu.pk>. You can process the payment by selecting REDC payments from the Payment Type Section and entering a valid voucher number and access code mentioned on the voucher. Additional bank charges may apply.
- Cash, Crossed Cheque or Pay Order/Bank Draft made in favor of "Lahore University of Management Sciences" at any United Bank- Limited (UBL) branch against the programme voucher.

However, the programme fee can also be paid via bank transfer. If you wish to dispatch the cheque directly to our office, please send it to:

Manager Marketing
Raising Executive Development Center
Lahore University of Management Sciences
Opposite Sector 'U', DHA Lahore Cantt Pakistan
(+92 42 3560 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.