




# GROWTH AND CONTINUITY IN FAMILY-RUN BUSINESSES

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Suleman Dawood  
School of Business

A decorative graphic on the left side of the page consists of numerous thin, yellow-green lines that curve and intersect to form a grid-like pattern. The lines are more densely packed on the left and become more sparse as they curve towards the right, creating a sense of depth and movement. The background is a dark, solid grey.

Our business landscape is rich with inspirational accounts of entrepreneurs, who single-handedly built large business empires in the course of a lifetime. However, 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.



## **BENEFITS**

During the programme, the participants will learn:

- 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 family business with a focus on good governance

## **WHO SHOULD ATTEND**

The programme is designed for family members (including children, siblings and 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.

## **SPECIAL FEATURES**

The programme has been developed by the LUMS Faculty; specifically in the context of Pakistani Family-Run Businesses and draws strength from locally developed content and cases that take into account our cultural, social and economic dimensions.

Enhanced learning through enriching and thought-provoking discussions using case studies, interactive lectures, guest speaker sessions and small group exercises.

## PROGRAMME DIRECTORS

**MUHAMMAD SHAKEEL SADIQ JAJJA**

Associate Professor

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

**HASSAN RAUF CHAUDHRY**

Assistant Professor

PhD, North Carolina State University

### **Research Interests:**

Family-Run Businesses; Supply Chain Management; Retail Supply Chains; Strategic Sourcing; Vendor Management; Textile and Apparel Value Chains; Supply Chain Risk Management

## PROGRAMME FACULTY

**SYED ZAHOOR HASSAN**

Professor Emeritus

PhD, Stanford University

### **Research Interests:**

Family-Run Businesses; Information Systems Development Methodologies; Global Software Development; Information Technology Utilisation Effectiveness; Management of Technology Systems



## APPLICATION PROCESS

We encourage you to apply early because the class size is limited and enrolment is on a first-come, first-serve basis. Please ensure the submission of your online application before the application deadline. Our online application form is available at: <https://redc.lums.edu.pk/program-calendar>

## PROGRAMME AND RESIDENTIAL FEE

The programme fee of PKR 110,000 includes tuition cost, reading materials, tea and lunch served during the programme. If you wish to avail accommodation at LUMS, there will be an additional fee of PKR 60,000. It includes accommodation, breakfast and dinner for the duration of the programme. However, any extra charges such as telephone, laundry, extra meals, etc. should be paid on departure.

For information regarding our accommodation, discount, and refund policies, please visit our website: <https://redc.lums.edu.pk/open-programs/growth-and-continuity-in-family-run-business?poid=1029>

## DISCOUNT POLICY

If more than one executive from the same organisation participate (upto a group size of 10 participants) in this programme, each additional participant after the first one gets a 10% discount on the programme fee.

## PAYMENT

Payment is due upon the receipt of 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 payment. Payment can be made directly via:

- Debit/credit card by visiting <https://pay.lums.edu.pk>. Additional bank charges may apply.
- Cash, Crossed Cheque or Pay Order/Bank Draft made in favour of "Lahore University of Management Sciences" at any United Bank- Limited (UBL) branch against the programme voucher.
- IBFT/bank transfer.

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**Note:** REDC may cancel or postpone a programme due to unforeseen circumstances. In this case, the University may refund the registration fee and is not responsible for any other related charges/expenses including, but not limited to, cancellation/change charges by airlines 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 alternative to a refund. The University reserves the right to make changes in its programme policies and fees at any given time.




<http://redc.lums.edu.pk>  
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