



LUMS

Rausing Executive  
Development Centre

# NAVIGATING ORGANISATIONAL POWER AND POLITICS

June 11 - 12, 2024

Suleman Dawood  
School of Business

**PROGRAMME FEE:** PKR 80,000

**RESIDENTIAL FEE:** PKR 45,000

**VENUE:** Rausing Executive Development Centre, LUMS

Organisations worldwide can be seen as inherently political entities that serve as platforms for individuals to advance their careers. The progression of careers, especially in senior managerial and professional roles, relies on the acquisition of influence as a means of translating personal objectives into actions that impact others. Additionally, people compete for power in an economy of scarcity. Consequently, it is imperative for executives to acquire proficiency in navigating organisational politics to ascend the corporate ladder. This programme aims to assist participants in comprehending the intricacies of power dynamics, managing conflicts of interest within organisations, preserving influence and intelligent uses of power.





## BENEFITS

After the programme, the participants will be able to:

- Identify personal attributes and professional choices that set apart empowered managers from others
- Develop personal strategies for advancing career in challenging circumstances
- Cultivate a productive organisational culture by controlling various levers of organisational politics
- Strengthen and sustain professional alliances
- Enhance interpersonal persuasion skills
- Skilfully employ nonverbal cues and body language in communication

## WHO SHOULD ATTEND

Early career managers and experienced professionals who have recently advanced to managerial positions aiming to navigate organisational politics and accelerate their career growth.

**“All the senior executives who want to have a global perspective on business and people management must attend a programme at REDC-LUMS. Truly, an amazing experience it was. If you want to study abroad, come to LUMS and have a flavor of Harvard Business School.”**

**Muhammad Hashim**  
Fatima Fertilizer Company Limited

# PROGRAMME DIRECTOR



## MOHSIN BASHIR

*Associate Professor  
PhD, Arizona State University*

Research Interests:  
Organisational Power and Politics;  
Performance Management; Public and  
Nonprofit Management





## APPLICATION PROCESS

Applications will be screened with regard to the suitability of the individual participant profile 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>

## PROGRAMME & RESIDENTIAL FEE

The programme fee of PKR 80,000 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 45,000. It includes accommodation, breakfast, and dinner for the duration of the programme. However, any extra charges such as telephones, laundry, 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.

## 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.

## 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.
- 1BILL payment option available on online/mobile/internet banking payment portals where Invoice/Voucher payment option can be found.
  - Please enter the assigned six-digits 1BILL LUMS identifier (prefix) followed by 13-digit voucher # to fetch bill details i.e., 1058674001802223140. 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  
Rausing Executive Development Centre  
Lahore University of Management Sciences  
Opposite Sector 'U', DHA Lahore Cantt Pakistan

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

Note: REDC may cancel or postpone a programme due to insufficient enrolment or unforeseen circumstances. In this case, the university will refund the 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 alternative to a refund. The University reserves the right to make changes in its programme policies and fees at any time.



**Raising Executive Development Centre (REDC)  
Lahore University of Management Sciences  
DHA, Lahore Cantt. 54792 - Pakistan**

Tel: +92-42-35608243, 35608119 & 35608333  
Fax: +92-42-35722691 | Email: [rec@lums.edu.pk](mailto:rec@lums.edu.pk)

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