



**LUMS**

Raising Executive  
Development Centre

Suleman Dawood  
School of Business

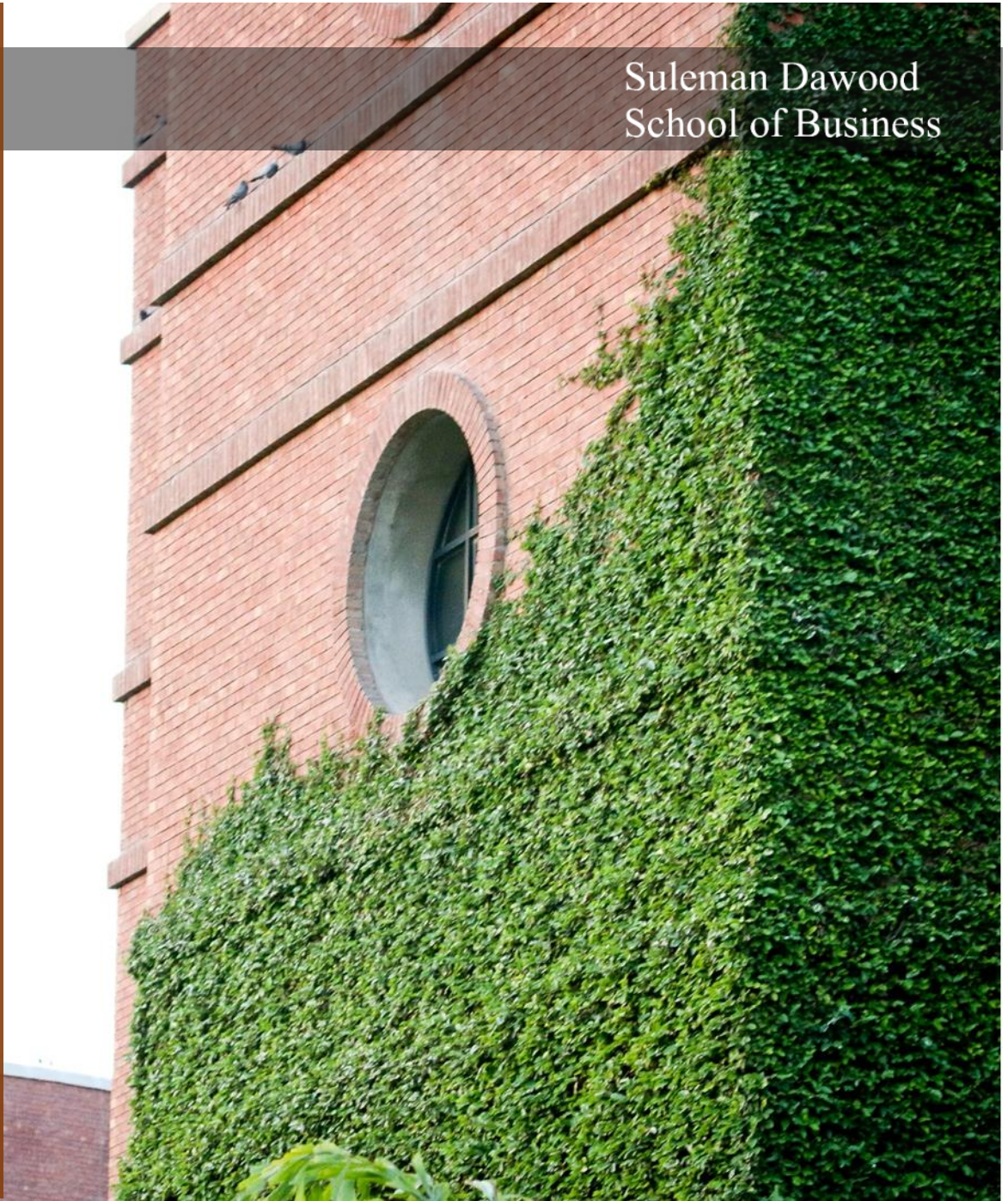
# PROBLEM SOLVING AND DECISION MAKING

## UPCOMING OFFERINGS

August 15 - 18, 2024

December 2 - 5, 2024

May 26 - 29, 2025



# PROBLEM SOLVING AND DECISION MAKING

In today's fast-paced corporate setting, managers increasingly face situations that require critical decision-making in an atmosphere of uncertainty and time pressure. Breaking down a problem and assessing the outcomes of different options is neither simple nor straightforward. High-quality decisions are essential for strong business performance, but only a few people get the training they need to make good decisions consistently, with clarity and confidence.

Using a unique blend of case studies, role-plays, and experiential exercises, the 4-day experiential programme provides an unparalleled opportunity to acquire skills and techniques essential for making high-quality decisions and solving problems effectively. Participants will build competencies by learning how to work on the right problem, develop and structure objectives, understand the consequences, and make appropriate trade-offs using several problems solving and decision-making tools.

## BENEFITS

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

- Essentials of rational decision making
- Decision analysis procedures in resolving problems
- Analytical frameworks for framing problems and weighing alternatives
- Breaking down complex decisions into manageable parts and analysing possible alternatives for making rational trade-offs
- Dynamics of group decision making
- Leading the decision-making process and building collaboration with multiple stakeholders
- How moral principles and ethical considerations impact decision making

### Programme Fee:

August 2024 Offering:  
PKR 180,000

December 2024 & May 2025

Offering:  
PKR 200,000

### Residential Fee:

PKR 75,000

### Venue Lahore:

Rausing Executive Development  
Centre, LUMS

## WHO SHOULD ATTEND

The programme is aimed at middle-level managers having 3 - 8 years of experience with responsibilities for decision making and problem solving.

*“The planning and sequencing of the sessions were done perfectly. It builds a story around different tools and techniques for problem-solving and decision making. The experience-based learning in which each session forces you to implement and apply your learning right there which solidifies the conceptual knowledge.”*

**Hammad Zafar**  
**xFlow Research Inc**

## PROGRAMME DIRECTOR

### **MUHAMMAD SHAKEEL SADIQ JAJJA**

Associate Professor

PhD, Lahore University of Management Sciences

#### ***Research Interests:***

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

## CO-PROGRAMME DIRECTOR

### **USSAMA YAQUB**

Assistant Professor Management Information Systems

PhD, Rutgers the State University of New Jersey

#### ***Research Interests:***

Social Media Data Analyses; Including Sentiment and Behavior Analyses; Data Mining and studying the use of Twitter for Campaigning during General Elections

## PROGRAMME FACULTY

### **JAMSHED HASAN KHAN**

Professor Emeritus

PhD, University of Texas at Arlington

#### ***Research Interests:***

Productivity; Quality Management; Supply Chain Management; Six Sigma; Project Management; Strategy; Developing a Customer Centric Culture

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## TERMS AND CONDITIONS

### ADMISSION 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>

*\*Seat in the programme will be reserved on a first-come, first-served basis.*

### PROGRAMME FEE

The fee includes tuition costs, reading material, tea, and lunch served during the programme. If you wish to avail accommodation at LUMS, there will be an additional fee. It includes accommodation, breakfasts, and dinners for the duration of the programme. However, any extra charges such as telephones, 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.

*\* Residential fee and accommodation clause above are not applicable for programme offerings in Karachi.*

### ACCOMMODATION

We offer single bed accommodation at the Rausing Executive Centre. Each bedroom with an attached bathroom is equipped with a mini-fridge, writing desk, and a direct dial STD/ISD telephone and cable TV. All bedrooms at REC are internet-ready. Please note we do not provide accommodation for drivers accompanying participants

### 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  
(+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, the course fee will be refunded after deducting an application processing fee of PKR 20,000.

It is possible to transfer the 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, 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.*

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