



Rausing Executive
Development Centre

Suleman Dawood
School of Business

NAVIGATING ORGANISATIONAL POWER AND POLITICS

September 25 - 26, 2026

NAVIGATING ORGANISATIONAL POWER AND POLITICS

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.

WHO SHOULD ATTEND

Professionals at any career stage who want to understand how power and influence genuinely operate inside organisations, and use that understanding to protect their credibility, build stronger alliances, and turn their goals into outcomes that matter. The programme is equally relevant to those newly stepping into positions of responsibility and those refining political skills built over years of experience, since organisational politics is a universal condition of professional life, not a challenge specific to one level.

Programme Date:	September 25 - 26, 2026
Programme Fee:	PKR 100,000
Residential Fee:	PKR 60,000
Venue:	Rausing Executive Development Centre, LUMS

BENEFITS

After the programme, the participants will be able to:

- Identify the personal attributes and professional choices that distinguish influential, politically skilled professionals from others
 - Read political environments accurately and recognise the power dynamics at play in any given situation
 - Develop a personal strategy for building influence and advancing career goals, regardless of formal authority
 - Cultivate a productive organisational culture by understanding and shaping the levers of organisational politics
 - Build and sustain professional alliances that strengthen credibility over time
 - Enhance interpersonal persuasion skills and use nonverbal cues and body language effectively in communication
 - Approach organisational politics with confidence and integrity, rather than avoidance or anxiety
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PROGRAMME DIRECTOR

MOHSIN BASHIR

Associate Professor
PhD, Arizona State University

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



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.

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 number 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
DHA, Lahore Cantt Pakistan
Tel: 042-35608243, 8119 & 8333

** 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 participates (up to a group size of 5 participants), each additional participant after the first two executives, 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 the 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 40,000.

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.
