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   DR. ALINQIR BHIMANI

4  SULEMAN DAWOOD
   SCHOOL OF BUSINESS (SDSB)

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      b. TECHNOLOGY MANAGEMENT & ENTREPRENEURSHIP (TME)
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Message from SDSB HONORARY DEAN

“SDSB’s tradition is one of ensuring its students are exposed to academic rigour, communication challenges, the value of ethics and of extending their networks for economic and social good. All the while, students learn how to develop practical solutions to address the complexities of business. It is these enduring dimensions which lead SDSB graduates to excel in generating value in the organisations they join.

Come and meet our students and witness their power to transform.”
SULEMAN DAWOOD
SCHOOL OF BUSINESS

VISION
We Develop Ideas and People to Shape Business and Society

MISSION
1. To Advance Ethical and Thoughtful Leadership
2. To Influence Practice and Policy Through Knowledge Generation
3. To Offer a Transformational Learning Experience

Established in 1986, SDSB is the oldest school at LUMS. It is Pakistan’s first business school to have earned the Association of Advance Collegiate Schools of Business (AACSB) International accreditation. In addition to its flagship MBA programme, SDSB offers Master of Science degrees in Accounting and Analytics, Business and Public Policy, Financial Management, Healthcare Management and Innovation, Supply Chain and Retail Management, and Technology Management and Entrepreneurship; an Executive MBA; a course-based PhD in Management with specialisations in Organisational Behaviour and Strategy, Finance, and Operations Management; and an undergraduate programme with majors in Accounting and Finance, and Management Science. SDSB aims to produce highly skilled graduates who can lead, transform and create a long-lasting impact in business and society.

As the leading business school in the region, SDSB has honed the case method of learning to offer an unparalleled educational experience. Blended learning and the case-based pedagogy with the school’s strong emphasis on experiential learning with industry leaders and access to an unmatched alumni network worldwide lays a solid foundation for growth, innovation, and excellence. Cutting-edge research across the length and breadth of the management domain is a hallmark of the Suleman Dawood School of Business, supporting the expansion of knowledge in the field and contributing to the evolution of managerial practices and societal betterment in Pakistan and abroad.
SDSB Placement Office (SPO) facilitates company recruitment processes and aims to develop the various programme participants according to their career aspirations with the core objective of developing a focused recruitment strategy and extending services of career counseling to SDSB graduates. Consulting activities comprise special mentoring sessions with alumni, guest speaker sessions with personnel of top companies, mock interviews, resume writing workshops, sector-wise networking nights, company presentations and other activities. These activities facilitate in developing soft skills amongst the graduates ensuring that they are sought after highly qualified candidates for prospective employers and organisations.

MESSAGE FROM DIRECTOR PLACEMENTS:

“
The main objective of the Placement Office is to bridge the gap between the stringent competition in the industry and talent available at SDSB. With adequate guidance and support, we assist students in enhancing their skills and developing abilities in order to identify employment options that match their career interests.
”

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Syed Muhammad Daud
Senior Officer SDSB-Placement Office
syed.daud@lums.edu.pk
GRADUATE PROFILE

MS- 2021

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<th>Female</th>
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ACADEMIC BACKGROUND

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AVERAGE AGE

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AVERAGE EXPERIENCE

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ACADEMIC BACKGROUND

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AVERAGE EXPERIENCE

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<td>EMBA 2020</td>
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</table>
**RECRUITMENT AT SDSB**

**Dr. Ayesha Masood**  
Programme Director MS HMI - SDSB  
"MS-HMI is the pioneering programme in Pakistan which provides business management training specific to the healthcare sector. Our graduates are equipped with all the skills in operations management, strategic management, marketing, leadership and human resource management that your organization needs to become a leader in the healthcare sector. Covering both the practical aspects of business management and an in-depth knowledge of health systems and policy environment, MS-HMI enables organisations to deliver the world standard in healthcare services."

**Dr. Kashif Khan**  
Executive in Residence MS HMI - SDSB  
"My advice to our students is to remember that there is always a better way to do things. Successful managers and leaders are always driven by the quest to continuously improve on what they are doing. You would be astounded by how hard our students work when they believe their contribution matters to the host organisation."

**Sarah Pervez**  
Programme Director MS TME - SDSB  
"The MS TME programme is designed as a specialised, lean and focused technology management degree aimed at fostering creativity, innovation & entrepreneurship. Our students have been exposed to the current diversified industry challenges of management, technology design and entrepreneurship with an experiential and practical teaching methodology. They possess the unique ability to understand data, process it, extract value, visualize it and communicate it for your businesses to convert into meaningful results. MS TME aims to be a unique, intensive, robust, practical degree that will enable these students to plug n play themselves, help you adopt technological changes, lead your innovation design agenda underpinned by agile business management."

**Dr. Fahd Rehman**  
Programme Director MS BPP - SDSB  
"LUMS MS-BPP is an innovative and first of its kind programme in Pakistan. Its prime goal is to equip students with analytical, design, and research skills to navigate and contribute to the world of business and public policy. It also helps students learn practical skills to build government and business relations for economic growth. The courses use problem-oriented pedagogy. The students are encouraged to explore and inquire policy problems and develop solutions using analytical, design, and research tools. The purpose of the MS-BPP field thesis is to help students design, conduct, and write their professional researches independently and creatively."

**Dr. Tanveer Shehzad**  
Programme Director MBA - SDSB  
"The MBA curriculum encourages students to develop as individuals with outstanding managerial skills, expertise in decision-making, entrepreneurial mindsets, and capacity for sustained hard work. It introduces students to modern theories and techniques while taking into account the needs and requirements of Pakistan's business environment. Peer group learning is encouraged through interactive discussion groups and in-class participation. The business community plays a vital role in the learning process by sharing its problems, issues, and concerns with the faculty and students. Many of these issues are subjects of cases discussed in classes that introduce students to real-life challenges in a modern business environment."

**Dr. Shakeel Sadiq Jajja**  
Programme Director EMBA - SDSB  
"The Executive MBA Programme at SDSB distinctively attracts the most experienced and aspiring professionals in a graduate business programme in the country. The rich insight of these professionals with an average 11+ years of experience in a range of industries combined with the powerhouse of faculty at SDSB produces the finest pool of business executives and graduates. The graduates of the Executive MBA take on senior to top management roles in the most challenging areas of organisations in various industries in and outside Pakistan. If you are looking for individuals capable of inspiring and driving change, meet our Executive MBA graduates."
PLACEMENT STATISTICS\(^1\) 2020 (MBA)

**SECTOR-WISE**

- FMCG: 24%
- IT/Technology: 22%
- Retail: 17%
- Online Services: 9%
- Financial Institutes: 5%
- Management Consulting: 5%
- Research & Development: 4%
- Logistics: 4%
- Telecommunications: 4%
- International: 2%
- Chemical: 2%
- Pharmaceutical: 2%

**FUNCTION-WISE**

- HR: 46%
- IT: 20%
- MT Rotation: 19%
- Marketing & Sales: 4%
- Account & Finance: 11%

\(^1\) Excluding MS Programmes (HMI, TME & BPP) as their first batches shall be graduating in Dec 2021.

All figures are in Pakistani Rupees (PKR)
AVERAGE SALARY STATISTICS\' 2020 (MBA)

SECTOR-WISE

- Chemical: 150,000
- International: 800,000
- Online Services: 138,000
- IT/Technology: 143,750
- FMCG: 112,923
- Retail: 100,000
- Pharmaceutical: 145,000
- Management Consulting: 266,667
- Financial Institutions: 148,333
- Telecommunications: 127,500
- Research & Development: 160,500
- Logistics: 102,500

FUNCTION-WISE

- Accounts & Finance: 144,308
- Marketing & Sales: 155,028
- MT Rotation: 104,300
- IT: 182,500
- HR: 133,333

1. Excluding MS Programmes (HMI, TME & BPP) as their first batches shall be graduating in Dec 2021.

All figures are in Pakistani Rupees (PKR)
TOP INTERNATIONAL RECRUITING PARTNERS

KSA
Communication Concepts
MET Cranes
Supreme Foods
Bin Dawood
Sherwin Williams
Protiviti
A.T. Kearney Middle East LLC
Aljomail Automotive Company
Arab National Bank
Banque Saudi Fransi
National Commercial Bank
Saudi Arabian Airlines
Saudi Aramco
Saudi British Bank (SABB)
Saudi Fransi Capital
Saudi Industrial Gas Co - Part of Linde Group
Saudi Telecom Company
Saudi Dairy & Foodstuff Company (SADAFCO)
Siemens

CANADA
Allstate Canada Group
Atomic Energy of Canada
Canada Mortgage & Housing Corporation
Nestle
PWC
Sotheby’s International Realty
STAPLES
TD Canada Trust

UAE
Bain & Co
Citi Bank
Deloitte Consulting
ValuStrat Consulting
Cupola Group
Dunie Finance
Gallup Consulting
IFFCO
John Paints
McKinsey & Co
Nelseba
P&G
AC Nielsen
Emirates NBD

HONG KONG
Bank of America Merrill Lynch
Credit Swiss Bank

SINGAPORE
Google
SC Johnson

OMAN & QATAR
Al-Hassan Group
PWC

UK
Barclays
Dukhan Bank
Habib Bank
JD Williams Ltd
Khalij Islamic
Network Rail
Shell
UK Export Finance

AUSTRALIA
Australian Unity
Brkmcom
George Brown College
National Australia Bank
nbn™
Nestle
Philips
Rausch and Pausch, LP
SAPCOS Australia Pty Ltd
Sutier Australia Pty Ltd
World Vision

EGYPT
Mediterranean Textile Company

USA
Amazon
American Express Bank
Art Van
Bank of America
California State University
Center for Data Sciences
Dell Inc
Deleour Consulting
Double D Combat Sports USA Inc
Google
IMF
Marks & Spencer
Ohio University, Athens OHIO
Pepsi Cola International
PWC
Reckitt Benckiser
Sprint PCS
Tissel LLC
United Nations Institute for Training & Research (UNITAR)
University of Massachusetts, Lowell
University of Mississippi
University of Utah, David Eccles School of Business
Western Union
World Bank
**CONNECT WITH SDSB**

**PLACEMENT PORTAL**
We have a dedicated portal that offers an automated solution to students, recruiters and alumni to meet their recruitment or internship needs. Employers are required to register on the career portal to post jobs, download resumes, at their convenience.
*SPO: www.spo.lums.edu.pk*

**EXTERNSHIPS**
Externships provide students with an experiential opportunity to visit an organisation, upon its invite. These externships offer unique insights into the day-to-day operations, people, and culture of the host organisation. They also broaden the students preceptual and understanding of industry dynamics.

**MBA CONSULTANCY PROJECT**
The MBA Project is a mandatory requirement of our MBA programme. Groups of students work with an organisation on a managerial issue/project over a course of 10 weeks.

**INTERNSHIPS**
Internships are a mandatory part of the SDSB programmes. The internship cycle may vary from Feb to Dec annually depending upon the SDSB Programmes. MS Students are required to complete a 6 months internship whereas MBA students are mandated with a 6-8 week project-based internship.

**MOCK INTERVIEWS**
The office organises mock interviews for our students with successful senior alumni to hone their interviewing skills, prepare them for diverse interview environments and clear ambiguities related to industry dynamics.

**MS FIELD THESIS PROJECT**
MS students shall undertake a practical field project which will be structured around solving the challenges with an actual client/organisation. This shall provide students the opportunity to apply acquired knowledge in a real world setting.
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<tr>
<th>MONTH</th>
<th>MS HMI</th>
<th>MS TME</th>
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