

# Managing Family Businesses

In November 2013, Center for Executive Education (CEE) at IBA, Karachi in joint collaboration with **SPJIMR, Mumbai** has successfully concluded the first series of Managing Family Businesses with 10 workshops. This series is designed over the last two decades at SPJIMR to address the concerns about adapting to the emerging opportunities and managing the growth in the family businesses. The program aims at providing a guided opportunity to the participants:

1. To reflect on their current style of running family businesses
2. Identify the new elements required for gearing up for the change &
3. Start working on the same

## Highlights of the Managing Family Businesses series:

### Managing Family Businesses – First Series - 10 workshops

October 2012 to November 2013

No. of Participants = **365**

### Family Managed Businesses Series for SMEDA

2 workshops held in Sep 13 with 30 participants

### Seminars on Family Businesses

- ✓ **260 participants in 3 Promotional Seminars** in Karachi, Lahore & Islamabad
- ✓ **475 plus participants in 9 Seminars** conducted during October 2012 to November 2013 in Karachi, Lahore, Islamabad and Gujranwala for the following communities:
  1. Bohri Community
  2. Delhi Saudagran Youth Forum
  3. Gujranwala Business Council
  4. JIBA, Karachi Chapter
  5. Lahore Chamber of Commerce & Industry
  6. Pakistan Gems & Jewelry Development Company (PGJDC)
  7. Small and Medium Enterprise Development Authority (SMEDA)

## Some Participating Organizations:

1. ANZO Chemicals
2. ARB Private Limited
3. Argentum by Nadia Chhotani
4. Bhombal Corporation
5. Cakes and Bakes
6. Captain Chemicals
7. Daman Engineering
8. Dollar Industries (Pvt) Ltd
9. Employers' Federation of Pakistan (EFP)
10. F. Rabbi and Co
11. Faran Engineering
12. Feroze1888 Mills Ltd.
13. Foresight Research
14. Generation's School
15. Geo T.V
16. Getz Pharma
17. Gold Mohur Corporation
18. Virtual Shopping Mall
19. HB Technologies
20. Human Voice Initiative
21. Iqbal Stationery Mart
22. Ittehad Chemicals Ltd.
23. JNM Clothing Company KEPZ
24. Liberty Books (Pvt) Ltd
25. MCR Pvt. Ltd. Pizza Hut
26. Meezan Bank
27. Mekotex (Pvt) Ltd
28. Mima Group
29. Mistubishi Corporation
30. Naeem Enterprises
31. Nizamuddin Faridulhaq
32. Oakland School
33. Plastic Surgery & General Hospital
34. PSO
35. Quadri Group
36. Rahsown Trainings
37. Rajby Industries
38. RR Apparels (Pvt) Ltd
39. Saima Packaging
40. Sajid Textiles Industries (Pvt) Ltd.
41. SARDAR EXPORTS
42. Shujauddin and Brothers
43. SS Mens wear
44. Super Technologies Inc
45. The Educators
46. Tufail Industries
47. Uniferoz
48. United Tubes (Pvt) Ltd.
49. Waris Sharif (ENG) IND
50. Wilshire Laboratories (Pvt) Ltd
51. Youngs' Pvt. Ltd.

## About SPJIMR, Mumbai

Bharatiya Vidya Bhavan's S.P. Jain Institute of Management and Research (SPJIMR) is one of the premier business schools in the country. Since its inauguration in 1981 by the then British Prime Minister the Rt. Hon'able Margaret Thatcher, it has been consistently recognized as one of the top 10 business schools in India.

SPJIMR grew rapidly in eminence from one of the three B-schools in Mumbai in 1981 to one of the top ten B-schools in the country by 1994-1995. The bold move to disaffiliate SPJIMR from the then Bombay University to have freedom in course curriculum, pedagogic innovations and pioneering programmes in socially under managed sectors was a beginning of its journey to achieve the mandate it has given itself in terms of unique innovative and distinct path in management education. The institute has an enviable track record of recognizing the needs of society, especially the under managed sectors, and responding with quick and appropriate responses.

SPJIMR's growth is based on the commitment to diversify into socially relevant segments and activities that are not adequately addressed at societal level, and accordingly impart the requisite management education.

In order to make the management education more effective, SPJIMR took the following action-

1. Structured architecture to respond to the development and administration of programs socially relevant to specific segments
2. Developed pedagogic innovations, which are the strategic strength of the institute, to suit specific needs of each segment
3. Ensured attention to the traditional individual areas such as Marketing, Finance Operations and Information Management

With a sprawling campus located in the heart of Mumbai city, SPJIMR is an autonomous management institute with entrepreneurial agility ensuring self-financing, personal freedom with professional accountability and corporatized culture, structure and processes. <http://www.spjimr.org>

## About IBA, Karachi

IBA is the oldest business school outside North America. It was established in 1955 with initial technical support provided by the world famous Wharton School of Finance, University of Pennsylvania; later, the University of Southern California set up various facilities at the Institute and several prominent American professors were assigned to the IBA. The course contents, the curriculum, the pedagogical tools and the assessment and testing methods were developed under the guidance of reputed scholars from these two institutions. IBA has jealously guarded the high standards and academic traditions it had inherited from Wharton and USC while adapting and adjusting them with the passage of time. A large number of Pakistani faculty members received advanced degrees from Wharton and the University of Southern California. Till 1994, the University of Karachi awarded degrees to the graduates. In that year the Sindh Assembly elevated the Institute's status to that of a degree-awarding institution. A bill is pending in the Assembly for conferring the status of a University to IBA. In spite of a rapid increase in the number of business schools, the IBA has maintained its position as the premier institution of higher learning in the field of management and business administration. The IBA initially offered MBA program only for day scholars. In 1957, an Evening Program was started to cater to the needs of the numerous working executives and managers who were interested in furthering their careers through part-time business studies. In 1982, a three-year BBA (Honors) Program was introduced which has now been upgraded into a four-year BBA program.

The Center for Computer Studies was established in 1983 with the collaboration of IBM, Pakistan. It initially offered a diploma in system analysis to overcome a shortage of software professionals in the country. It now offers BBA (MIS), MBA (MIS) and BS (Computer Science, Software Engineering, Information Technology), MS (Computer Science, Software Engineering, Information Technology) and PhD programs. The PhD degree is being offered in the areas of Computer Science and Engineering (CSE), Information and Communication Technology (ICT), Operations Research, Artificial Intelligence, Cryptography, Numerical Analysis and Numerical Computing. In addition a PhD program in MIS/Computer Science and Engineering/ICT has been launched from August 2005. The Center for Entrepreneurial Development in collaboration with Babson College, USA is being established in 2010. The Center for Executive Education was established in 2004.

[www.iba.edu.pk](http://www.iba.edu.pk)

## About the Center for Executive Education (CEE) at IBA, Karachi

The Center for Executive Education (CEE) at IBA, Karachi, was established in 2004 and aims at helping organizations gain a competitive advantage by developing their most important resource - their people. It is a nucleus for activities designed to enhance organizational effectiveness through training and developing professionals in various disciplines and equipping them with the tools and knowledge to improve their managerial skills. The programs offered are designed to strengthen the participants' leadership skills with a focus on personal development, productivity improvement and strategic thinking. The Center specializes in executive education and management development activities through open-enrollment courses, client-specific customized programs and consultancy. [cee.iba.edu.pk](http://cee.iba.edu.pk)