

THE MANAGING FAMILY BUSINESSES WORKSHOPS

This series of workshops is designed for the owners who also are managing the business. It is a modular workshop series that would run for 10 month covering one full day. It is designed to address the concerns about adapting to the emerging opportunities and managing the growth. It aims at providing a guided opportunity to the participants,

- To reflect on their current style of running business,
- Identify the new elements required for gearing up for the change &
- Start working on the same.

It involves structured work in all the three areas of Knowledge, Skill and Attitude. It is not a subject-linked curriculum based program. Rather it addresses the following issues in holistic manner covering all the areas of management:

Managing Family Businesses Calendar 2015-16 (v1) - Gujranwala				
Workshop	Faculty	Date	Duration (Days)	Fee (PKR)
What is the job of top management? Balancing between 'today' and 'tomorrow'.	Prof. Parimal Merchant	13-Nov-15	1	30,000
How to decide on the priorities? Differentiating between opportunities and problems	Prof. Parimal Merchant	22-Dec-15	1	30,000
Where to focus on business? Identifying areas that 'matter' and the areas to be 'abandoned'.	Prof. Parimal Merchant	26-Jan-16	1	30,000
How to strengthen our business model? Understanding who will contribute to our success and why will they do so.	Prof. Parimal Merchant	23-Feb-16	1	30,000
How to manage people? Different people need different treatment.	Prof. Neeraj Manchanda	19-Mar-16	1	30,000
How to manage operations differently? Different kinds of task and different measures of time.	Prof. Boman Moradian	26-Apr-16	1	30,000
What value we are creating for whom? Identify the value, communicate and get rewarded for that.	Prof. Parimal Merchant	24-May-16	1	30,000
How to manage money? Understanding finance and costs.	Prof. Parimal Merchant	26-Jul-16	1	30,000
What goes in making a 'better' business? The role of strategy and the options we have.	Prof. Parimal Merchant	23-Aug-16	1	30,000
How to get ready for 'tomorrow'? The role and process of business plan and innovation.	Prof. Parimal Merchant	20-Sep-16	1	30,000

Workshop Fees

First Workshop free

All other workshops **Rs. 30,000/-** each participant

All workshops are inclusive of Course material, IBA Workshop Certificate, Lunch, Refreshments & Business networking

Fee Discount Policy

*10% Discount for 2 or more than 2 participants from the same organization/ family

**15% Discount for 5 or more than 5 participants from the same organization/ family

**20% Discount when you register for all workshops at once

PS: Any one discount can be availed.

For Registration:

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City Campus: Garden/ Kayani Shaheed Road,
Karachi – 74400.

All payments 100% advanced. PO/DD in the name of "IBA, Karachi"