

Conference on

Managing Family Businesses

A Joint initiative of Center for Executive Education (CEE), IBA, Karachi and
S. P. Jain Institute of Management & Research, Mumbai, India

Get on the fast track growth

March 25, 2014

01:30pm – 6:00pm

Venue: G & T Auditorium, IBA, Main Campus,
University Road, Karachi



OVERVIEW

Join hundreds of other family-run businessmen in the most highly-anticipated event of the year for the family businesses in Pakistan.

Family businesses that don't innovate and adapt to constant change in today's business environment simply won't survive. How can you embrace this challenge and thrive into the future?

Our first ever Family Business conference is jam packed with stimulating lectures, discussions and Q&A sessions on opportunities and the fast-track growth of the family businesses.

The family business owners and the participants will better understand the family business dynamic and turn the unique characteristics of a family business into a huge ADVANTAGE.

This conference with family business management expert from SPJIMR, Mumbai India is a must attend for all generations of families in business. Ideal for family groups with representation from incumbents, first & next generation, shareholders, non-family executives and family business advisers.

**There is something for everyone
and you will be surprised by looking at
a new perspective of your Family Business.**

“After attending these workshops in IBA during last 1 year I asked myself, it does not sound good if we ignore the warning signs. Real life examples are available on any argument, query, disagreement etc. I will recommend this series to all family businessmen and members of their families. Normally in family business management positions are inherited, whereas management is a responsibility and discipline, I hope after attending these workshops, Family Members will be in a position to differentiate Ownership, Business and Management. The faculty of SPJIMR was Superb & admirable.”

Mr. Abdullah Feroz
Director
Dollar Industries (Pvt.) Ltd.

Agenda

- **Guest Speaker: Prof. Parimal Merchant**

Prof. Parimal Merchant will be speaking on the topics such as:

- **How family businesses in Pakistan can get in to the fast paced growth?**
- **Why family businessmen should return to college?**

- **Meet The Owner Session**

A Panel discussion with the distinguished owners of the Family Businesses in Pakistan

Registration Process

Step 1: Pay in any Faysal Bank branch using the following information:

Account Title: IBA Karachi
A/c Number: 0153-149000-4750
Bank Name: Faysal Bank Limited
Br. Code: 0153

Or **Online:** <https://onlinepayment.iba.edu.pk/>

Step 2: Note reference no. for the registration form

Step 3: Fill Online Registration Form:
<http://tinyurl.com/pwvhp46>

Step 4: Get confirmation email from CEE

Guest Speaker

Professor Parimal Merchant Director Center for Family Managed Businesses at **S. P. Jain Institute of Management & Research, India.** He has been giving courses in finance and general management. In finance his stress has been on applied finance in field of costing, working capital management and capital structuring. In General Management he has been teaching extensively the book “Managing for Results” by Peter Drucker. He has co-authored working paper on Succession Planning in Family Managed Business. He has presented various seminars on issues of Family Managed Businesses and role of MBA education in Small and Medium Family Managed Businesses. He has authored a case on CSR initiative in India published in an ASPEAN supported book project by AIM Manila.

Discounts:

- 10% Discount for 2 or more than 2 participants from the same family business
- 15% Discount for 5 or more than 5 participants from the same family business
- Rs. 1,500/- per head for the participants who attended any workshop in the series 1 of family businesses at CEE, IBA, Karachi.

Fees

PKR 3,000/per head

Includes: Refreshments, Informal Sharing, Learning and Networking Opportunities.

Experience

EXECUTIVE EDUCATION

Centre for Executive Education, IBA, Karachi

Center for Executive Education (CEE)
Institute of Business Administration City Campus,
Off Garden Road, Karachi-74400.

For Further Information

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