

**IBA**

Institute of  
Business Administration  
Karachi



Leadership and Ideas for Tomorrow

**IBA** **CEE**

Center for Executive Education  
Institute of Business Administration

# ACTIVITY REPORT

MARCH 2023

## CEE In Numbers

Workshops Conducted: 09	Other Activities: 02	Total Number of Participants: 188	Total Number of Participating Organizations: 68
Locations: Karachi - 01	Total Number of IBA Faculty Engaged: 07	Total Number of Non-IBA Trainers Engaged: 20	Guest Speakers Invited: 01

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# HIGHLIGHTS

March 2023

# MoU with University of Turku

## March 15, 2023

Institute of Business Administration (IBA), Karachi, signed an MoU with University of Turku (UTU), Finland for facilitating and promoting research, entrepreneurship, capacity building and consultations for students and industry professionals. The MoU was signed by Dr. S Akbar Zaidi, Executive Director, IBA and Mr. Ari Koski, Key Accounts Head, University of Turku.



The collaboration between IBA and UTU will lead to joint lectures, workshops, conferences and publications, consultation, and capacity building projects in leadership and technology areas. The University of Turku (UTU), Finland is a multidisciplinary research and education institute. Globally, UTU ranks among the top 1 % of higher education institutions.

# Webinar: The State-Owned Enterprises (SOE) Governance & Operations Act

March 17, 2023

The Center for Executive Education (CEE), IBA hosted the Webinar on The State-Owned Enterprises (SOE) Governance & Operations Act 2023. This event involved 11 renowned panelists.



The SOE Act was discussed by Dr. S Akbar Zaidi, Amer Hashmi, Dr. Junaid Ahmed, Dr. Muhammad Shafique, Zaffar A. Khan, Mosharraf Zaidi, Nausheen Ahmad, Abdul Rahim Suriya, Javaid Iqbal, Tara Uzra Dawood, Muzzafar Ahmed Mirza. The session was moderated by Mr. Syed Bulent Sohail, while Mr. Kamran Bilgrami gave the opening and closing notes.

The event received an overwhelming response, and was widely appreciated by attendees from all over Pakistan and abroad. The session was also streamed live on CEE IBA Youtube Channel and can be viewed at this link: <https://youtube.com/live/oZk-CGXEMoc>.



# WORKSHOPS

March 2023

# Workshop on Compensation and Benefits Management

March 9 & 10, 2023

The Center for Executive Education (CEE), IBA hosted a workshop on Compensation and Benefits Management .



This program has been designed to integrate both standard practices and changing trends in C&B management that can be replicated to add value to the organization. A balanced C&B program has considerable impact on an organization's effectiveness by attracting and retaining the right talent, encouraging a culture of pay-for-performance and designing competitive compensation plans.

## Trainers:

Mr. Hussain Adenwala

Participants: 23

# Workshop on High Impact Train the Trainer

## March 10 & 11, 2023

The Center for Executive Education (CEE), IBA hosted a workshop on High Impact Train the Trainer at the IBA City Campus.



This workshop on improving and polishing training skills will follow a multi-layered design and a blended delivery approach. Its key objective will be to enhance the existing coaching and teaching expertise of the participants through an assortment of intellectual, practical and experiential learnings.

### Trainer:

Dr. Khurram Sharif, Professor, Qatar University

Participants: 9

# SDP Workshop on Understanding the Nuts and Bolts of Qualitative Research

## March 11 & 12, 2023

Center for Executive Education (CEE), IBA, Karachi in collaboration with Office of Research, Innovation and Commercialization (ORIC) hosted a workshop on Understanding the Nuts and Bolts of Qualitative Research on March 11 and 12, 2023.



The workshop aimed to provide researchers from various domains with a comprehensive understanding of qualitative research principles and techniques, covering topics such as research design, data collection, analysis methods, and writing up research findings.

**Trainers:**

Dr. Muhammad Ayaz Tanoli

Dr. Ashar Saleem

Dr. Shoaib Ul-Haq



**Participants:** 36

## Customized Workshop on High Performance Leadership in Extraordinary Times

**March 13 & 14, 2023**

*A Customized Training Program for PharmEvo*

The program focused on strategic development, managerial strategy, and leadership skills. In the first module, participants were able to look at business decisions from multiple viewpoints and arrive at the best-fit decision. The program helped participants to understand their leadership strengths and build on them while making them aware of the key areas of improvement.

**Trainers:**

Dr. Khurram Sharif

Mr. Tariq Ikram

Mr. Shakeel Mapara



**Participants:** 23

# Directors' Training Program

March 13 to 17, 2023

*Approved by SECP*

The Center for Executive Education (CEE), IBA hosted Directors' Training Program at the IBA City Campus.



The Director Training Program is an approved by the Securities & Exchange Commission of Pakistan (SECP) and Supplemented by Institute of Directors, UK. Certain industries have specific regulatory and knowledge requirements. This program provides guidance on targeted areas to ensure that directors of listed companies with specific requirements remain up to date. Boardroom best practice is constantly evolving. This program is extensively prepared by subject matter experts and is designed to keep directors of listed companies abreast of leading trends and practices that promote good governance, protect competitive advantages, and prepare for regulatory change.

## Trainers:

Ms. Mahreen Nazar, Assistant Professor of Law, IBA, Karachi

Mr. Abdul Rahim Suriya, Visiting Faculty, IBA, Karachi

Mr. Amar Naseer, Corporate Lawyer, FCA, LL.M

Ms. Nausheen Ahmad, General Counsel, ICI Pakistan Ltd.

Mr. Faheem-Ul-Hassan, Partner, A.F. Ferguson & Co

Mr. Rahat Aziz, Independent Consultant

Barrister Mehreen Khan, Independent Consultant

# Workshop on Mastering Project Management

March 14 to 17, 2023

The Center for Executive Education (CEE), IBA hosted a workshop on Mastering Project Management at the IBA City Campus.



This workshop provides structured knowledge of projects and their management in any industrial sector. It exposes the participants to the diversity of approaches, tools and techniques utilized in the field of Project Management. It will develop an understanding of the fundamentals of project management framework along with the recent ideas and practices on agile project management, project risk management, public procurement, and large-scale projects.

## Trainers:

Dr. Rameez Khalid

Mr. Mujtaba Shaikh

Participants: 30

# Customized Workshop on Public Financial Management (PFM)

March 14 to 17, 2023

The Center for Executive Education at IBA Karachi has successfully conducted a five-day customized workshop on Public Financial Management (PFM) for the Senior Officers from the Government of Balochistan. The workshop was held from March 14 to 18, 2023, at the City Campus of IBA Karachi.



Officers in Grade 21 to 18 attended the training program. The participants were from different departments of Government of Balochistan including but not limited to Excise & Taxation, Mohtasib Secretariat, Agriculture, IPC, Livestock, School Education, Health Department, Energy Department, Home & TA, Culture Tourism & Archives, Minorities Affairs, CM Secretariat, Finance Department, Directorate of Education Schools and Industries Department.

The workshop aimed to enhance the capacity of senior leadership in the Government of Balochistan to assess and undertake PFM reforms, which are essential in improving service delivery in the province.

**Trainers:**

Muhammad Faheem  
Mohsin Chandna  
Dr. Waheed Noor  
Syed Abrar Hussain  
Javaid Iqbal  
Dr. Ishrat Hussain  
Aisha Bela Malik  
Qaiser Bengali



**Participants:** 30

## **SDP Workshop on Drive Strategy with Balanced Scorecard**

**March 16, 2023**

The Center for Executive Education (CEE), IBA, Karachi hosted a workshop on “Drive Strategy with Balanced Scorecard” at the IBA City Campus.

This workshop simulation enriches participant’s learning experience by enabling to understand and implement balanced scorecards in their organization through practical experience in a digitally gamified setting.



**Trainers:** Ms. Ayesha Tariq Sethi

**Participants:** 7



*Cery's Onata*



# DIPLOMAS

March 2023

# IBA CEE Family Managed Business Next Gen Forum

March 17, 2023

Center for Executive Education (CEE), IBA Karachi hosted a seminar on “IBA CEE Family Managed Business Next Gen Forum” at IBA City Campus.



**Speaker:**

Yousha Imran Khalil

**Participants:** 18

## Postgraduate Diploma Program

### Official Visit to Gerry's Dnata by IBA PGD-SCM & PM

March 3, 2023

IBA-CEE PGD program office organized a visit to Gerry & Dnata warehouse for the participants of PGD-SCM and PM.



Participants were warmly welcomed by Syed Haider Ali - Key Accounts Manager Ground Handling. Mr. Adnan Ansari Cargo Manager Imports at Gerry eloquently presented a thorough presentation about the structure of the warehouse. After the worth-while presentation, Mr. Abdul Qadir - Lead Operations Cargo and Mr. Salman Khan - Duty Officer Customer Services facilitated a visit for the participants to their state-of- the-art warehouse and briefed them regarding contemporary ASRS systems, automatic & highly advanced cargo courier control systems, cold storage site, control room, etc. Most of the participants witnessed various operations executed at the warehouse for the first time. The motive of this visit is to bridge the gap between theoretical acumen and practical utilization of warehousing concepts.

## **Official Visit to Kings Group by IBA PGD-SCM & PM**

**March 18, 2023**

IBA-CEE PGD program office organized a visit to Kings Group for the participants of PGD-Supply Chain Management and Project Management.





The head of the project management department at the PMO, Mr. Kamran Qamar, gave a persuasive presentation on the working dynamics and application of project management techniques in the real estate sector. Following the succinct presentation, Ms. Khadija, Executive Operations, facilitated a visit for the participants to their different departments and briefed them regarding site operations. Mr. Owais Thanvi, Director of Kings Group, commented on the difficulties facing the nation and the building industry after the visit. He continued by describing how the Supply Chain and Project Management divisions are putting best practices into practice.

## **PGD-SCM Guest Speaker Visit**

**March 18, 2023**

Mr. Muhammad Zubair Kamboh, Director Plant Operations – Martin Dow Ltd addressed Supply Chain professionals as Guest Speaker at IBA Karachi. He shared his insights on "Financial Management of Industrial Operations" to professionals enrolled in PGD SCM. His speech included the significance of effective management of financial KPIs in manufacturing sector to safeguard profitability and growth of the organization. Ways to optimize Direct Cost, Factory Overhead and their impact on company P&L were discussed. The impact of surge in utility cost and Forex rate on manufacturing sector in Pakistan were also debated.





# OTHER ACTIVITIES & EVENTS

March 2023

# Increasing Employability of Madrasa Graduates

March 15, 2023

Center for Executive Education (CEE), IBA Karachi conducted a brainstorming session Increasing Employability of Madrasa Graduates with trainers at IBA City Campus.



*Hosted Annual General Meeting of Faysal Bank Limited*

## The 5th CEE Town Hall Meeting

March 31, 2023

The fifth CEE Town Hall meeting was hosted by Director CEE, Kamran Bilgrami at the City Campus. Dr. Abdullah Z. Sheikh, Dean of School of Business Studies at IBA Karachi also attended this meeting. During this meetup, team CEE discussed their achievements & challenges during fun conversations.



## Meetings Conducted

- . Meeting with GOPA Worldwide Consultants GmbH –Germany for Customized programs for Senior Officials of the Department of Health for Punjab & KPK
- . Meeting with Samba Bank for Multiple Programs
- . Meeting with Pharmevo Senior Management for Multiple Programs
- . Meeting with Ghulam Faruque Group for Multiple Programs
- . Tapal Tea for Simulation–based Programs for Management
- . PharmEvo for Customized Program High–Performance Leadership in Extraordinary Times
- . Pakistan Petroleum Learning Team
- . Pakistan Society for Human Resource Management (PSHRM) for joint trainings
- . PARCO – HR Team
- . Pak Beverages for Retail Leadership Programs
- . Chairman Pakistan UK Business Council, FPCCI Standing Committee
- . TCF for research project and trainings
- . National Aerospace Science and Technology Park, Karachi
- . Meeting with Head of Learning, PPL
- . Meeting with CHRO, PARCO at head office
- . Trainer interviews for diploma of employment laws & industrial relations

## Proposals Submitted

- . GOPA Worldwide Consultants GmbH for Leadership Development Program
- . Pakistan Refinery Limited for Soft Skills Training Programs
- . Samba Bank for Effective Business Communication Skills