



Institute of  
Business Administration  
Karachi  
*Leadership and Ideas for Tomorrow*

# Workshop on Leadership and Succession Planning in Family Business

Managing Family  
Business

October 30 & 31, 2015

9:30am – 5:30pm

Venue: CEE@IBA, Karachi

## OVERVIEW

Businesses face many challenges for their survival and fail because of competition, technological changes, unproductive labour, taxation and regulations.

However, the major cause of failure of family business is due to leadership issues resulting in poor succession planning.

The program is designed to develop an active and strong leadership in a family business to plan a long-term succession planning roadmap to ensure the growth and profitability of family business.

IBA CEE

Center for Executive Education  
Institute of Business Administration

## FACULTY

**Azhar Rizvi** is a serial entrepreneur who has established several startups and mentored/coached, and conducted several training workshops for a number of fast growth companies, family businesses and Startup firms in developing their business plans. The business planning workshops covers overall business management topics : Developing Marketing Strategies and Long-term plans, Understanding Competition and developing competitive strategies, Product Planning and development to meet customer needs, Developing an effective CRM plan, Technology Roadmap for effective management and Growth , Financial and Investment Planning HR planning & development, Team building, Succession planning for an effective organization.

Azhar is the founding Vice Chairman and one of the main leaders of MIT Enterprise Forum of Pakistan. He has helped in developing the strategy and direction of the chapter over the past 7 years now. The chapter with leading role played by Azhar has been engaged in developing the entrepreneurial eco-system in Pakistan. He has also served as the Member on the Global Advisory Board of MIT Enterprise Forum Global during 2012-14. He is currently working as the President and a member of the Board of Directors of Cambridge Advisers Network. He is also serving as the Chairman, Standing Committee on Innovation and Entrepreneurship at Federation of Pakistan Chamber of Commerce and Industries (FPCCI).

## WHO SHOULD ATTEND? (Target Audience)

Family Businessmen and their family members.

## TOPICS COVERED

- Corporate Leadership Vs Family Business Leadership
- Succession Planning in Corporate Vs Family Businesses
- Challenges of Keeping a Family Business Alive
- Overcoming Barriers to Long-Term Business Health
- Ensuring Family Interest in Leading the Business
- Developing a Strategic Plan for The Business
- Planning the Family Role in the Company's Future
- Shaping a Business Strategy the Includes the Family
- The Transition to New Leadership

## Workshop Fees PKR 30,000/participant

Inclusive of Course material, IBA Workshop Certificate,  
Lunch, Refreshments & Business networking

*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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