



Institute of  
Business Administration  
Karachi

Leadership and Ideas for Tomorrow

IBA CEE

Center for Executive Education  
Institute of Business Administration

# Your Family - Your Business: How to Make it Work?

## Practical Solutions for Succession, Growth & Risks in Family Managed Businesses

### DATE, TIME & VENUE



June 2, 3 & 10, 2022



9:00 a.m. to 5:00 p.m.



City Campus, IBA Karachi / Online

*Half-day (free-online) hands-on Family  
Constitution Development Exercise*

### PROGRAM FEE

**PKR 70,000 + 5% SST / participant\***

*\*Inclusive of course material, IBA certificate,  
lunch, refreshments & business networking*

### WHO SHOULD ATTEND?

Family Managers, Family Members (siblings, children, and spouses), as well as Senior Non-Family Managers of Family Managed Businesses. Multiple participants of the same Family Business are encouraged, to help build consensus on important issues, & initiate the process of Family Constitution Development.



## PROGRAM OVERVIEW:

In Pakistan (as in the rest of the world) most businesses are Family Managed Businesses (FMB). As anyone familiar with the business landscape would know; Family can be an asset, as well as a liability for the Business, and vice versa. The course sheds light on Why and How a Family can be an asset for Business; and at the same time the Business can be an asset for Family, as well.



## COURSE OUTLINE

- Introductory Session
- Terms & Definitions in Family Managed Business
- Strengths of Family Managed Businesses
- Ownership Dimensions
- Take-home Readings
- Managing Professionals
- Succession Planning
- Tacit Knowledge vs. Scale Economics
- Strategic Split
- Governance and Family Constitution
- Family Constitution Exercise & Presentations

## TAKE THE NEXT STEP

For more information or to apply to this program, visit our website:



<https://cee.iba.edu.pk/>

## PROGRAM LEARNING OUTCOMES:

- Why a Family is an asset for a Business, and When does it become a liability?
- What are the different Family Business Typologies, and the challenges a Family Business faces during transition between them?
- When is it better for the family to stick together during a family transition, and when to undergo a strategic split?
- How, What and When should a family plan for successful succession?
- What Professionalizing a Business and a Family mean, and How to go about doing it?
- How to begin drafting a Family Constitution?







IBA's Family Managed Business Program has been a turning point in my life. I have gained a lot of knowledge and experience through the advice of faculty and industrial visits.

Syed Hussain Sajjad



COO, Telec Electronics & Machinery (Pvt) Limited



## FACULTY:

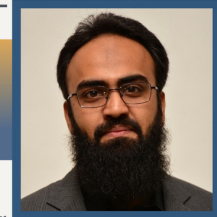
### Dr. Arif Iqbal Rana



*PhD (Rensselaer Polytechnic Institute, New York), MS (Purdue University, IN), Former Associate Professor & Head of Family Business Initiative at LUMS*

Dr. Arif Iqbal Rana will be delivering this program using case-studies and teaching material that was mostly developed during his teaching and research career that spans over three decades. During this career, Dr. Arif spearheaded the Family Business and the SME Pulse Initiatives at Business School at LUMS. He was also the Director of the Entrepreneurship Small and Medium Enterprise Centre (ESMEC) as well as the Case Research Center, at the same institution. Arif has also written more than sixty case-studies, which is still a national record in Pakistan. Arif is also a consultant, and actively engaged in advising Family Businesses and Retail Firms in the country.

### Dr. Rameez Khalid



*PhD (France), SECP-Certified Board Director, SPPRA-Certified Trainer, PMP, CQSSBB, CPSM, OCP, PE, Associate Professor, IBA Karachi & Director - IBA's Center for Executive Education*

Formerly, Dr. Rameez was the Director Business Administration (MBA and BBA), Academic Director SCM Program, Chairperson of IBA's Consultant Selection and Procurement Committees. He is a consultant for Operations' Excellence, Warehousing, Project Management, Six Sigma and Quality Management in a variety of industries. He is an Assessor in OHS (ISO-18001), QMS (ISO-9001), SC-SMS (ISO-28000) & MSDS. He has audited PPL, South City Hospital, NED, Indus Hospital, DP World, AKUH, TAV (Mothercare), Dollar Industries, LNH etc, is a member of HEC's NCRC on SCM and BoF of IBHM-DUHS.

He is a published author as his papers have been published in international journals and conference proceedings. He has worked as a consultant / trainer with various companies and to name a few: PPL, Engro, Hinopak, PAAPAM, SSGC, Dawlance, Al-Tuwairqi, SEF, Lakson Group, Atlas Group, SPPRA, CDP-GoS, Feroze1888, HEC, IIL, SHCC and IITC-Hyundai.

## APPLY HERE

<https://cee.iba.edu.pk/registration.php>

## DISCOUNTS

20% discount will be offered on nominating 2 to 4 participants from the same organization.

For discount details & sponsorships, please contact CEE Open Enrollment Program Office.

## CONTACT US



Center for Executive Education  
Institute of Business Administration

Phone: (92-21) 38104701

Ext: (1812, 1809, 1808, 1804)

Email: [marehman@iba.edu.pk](mailto:marehman@iba.edu.pk) &  
[ceeinfo@iba.edu.pk](mailto:ceeinfo@iba.edu.pk)

Website: [cee.iba.edu.pk](http://cee.iba.edu.pk)

Fax: (92-21) 38103008

IBA Karachi (City Campus)

Off Garden Road,

Karachi - 74400



Connect with us on

Social Media



## PROGRAM POLICIES & PAYMENTS

Registrations are only confirmed when full payment has been received from a participant. For a detailed cancellation policy, please visit:  
<https://cee.iba.edu.pk/cancellation-policy.php>

The Institute may cancel or postpone a program due to insufficient enrolment or unforeseen circumstances. In this case, the institute will refund registration fee, but will not be responsible for any other related expenses including cancellation/change charges by airline and travel agencies. The Institute reserves the right to make changes in its program dates, faculty, policies, and fees at any time.

Payment can be made via cheque / bank draft payable to the "Institute of Business Administration, Karachi" at the following address: Center for Executive Education (CEE), IBA, City Campus, Garden/Kayani Shaheed Road, Karachi. For online payments via credit cards:  
<https://onlinepayment.iba.edu.pk/> (from payment type, please select CEE)