



## **Master of Science in Technology Management and Entrepreneurship**

**1.5 year Programme**

Create the start-up of your dreams and lead innovative projects

## About the Suleman Dawood School of Business

LUMS, a not-for-profit university, is a unique destination for lifelong learning. The Suleman Dawood School of Business (SDSB) is one of its five Schools. The QS World University Rankings 2020 places it as the top business school in Pakistan and in the top 250 business schools of the world for Business and Management Studies.

The School has built its reputation through a world-class faculty via their cutting edge research and teaching practices, and who have PhDs from some of the best business schools globally.

SDSB is also the first business school in the country to achieve accreditation by AACSB International — The Association to Advance Collegiate Schools of Business (AACSB); a testament to the quality of research and pedagogy that makes SDSB stand out not only in the region, but around the world.



## The Master of Science in Technology Management and Entrepreneurship

The programme aims to educate future leaders of technology ventures by providing a strong foundation in general management, design skills and business

models, and deepening students' knowledge and understanding about the new economy and its challenges.

### What sets this degree apart?

This innovative degree puts balanced emphasis on innovation, business fundamentals and an entrepreneurial mindset, all of which are crucial when leading technology ventures. To succeed, a technology venture must meet customer needs, leverage technology for advantage and have a viable business model. Leaders of technology ventures must be trained as innovators of design, business models and organisations as a whole and the MS in Technology Management and Entrepreneurship conveys concepts and builds skills across three domains: Innovation, Design Management and Entrepreneurship.

### Who is this degree for?

Those who are interested in enjoying a unique and highly marketable profile in various organisations, from small technology start-ups to large established companies, consulting firms, public organisations, supply chain logistics, project management and innovation management spaces.

### Why this degree and not an MBA?

This programme prepares future tech innovators and/or entrepreneurs with an advanced blend of design innovation proficiency and managerial leadership that typically takes years to develop on job. Leaders of today's most successful technology ventures have united their passion for innovation and design with an in-depth knowledge of management and leadership. After completing this degree you will possess dual expertise with a singular advantage as you tackle many opportunities awaiting you.

### What career options does the degree offer?

Ideally most of the students will aim to establish technology based start-ups. Some will also aspire to lead new ventures in established technology companies or lead digital transformation agendas in non-technology companies and sectors. Immediately after graduation students who do not pursue their own start-ups should be well-qualified for positions as product managers, technology leads, and consultants for designing new products.



## PROGRAMME STRUCTURE

The Master of Science business-based degree programme requires 1.5 years to complete 33 credit hours.

### 1<sup>ST</sup> SEMESTER

#### CORE COURSES (15 credit hours)

- Business Economics
- Organisations and Leadership
- Financial Management and Accounting
- Marketing Management

### 2<sup>ND</sup> SEMESTER

#### SPECIALISATION COURSES (12 credit hours)

- Technology, Design and Innovation Management
- Technology and Operations Management
- Tech-Entrepreneurship
- Business Venture Proposal Writing

### SUMMER

As part of the core courses, after two semesters of study, students take a 3 credit hour course in Applied Data Analysis.

### 3<sup>RD</sup> SEMESTER

#### FIELD THESIS (6 credit hours)

In the last semester, all students undertake a practical field project carrying 6 credit hours. The project is linked to a real-life client during the third semester where a final report and presentation to the client is made. Students will benefit from the work exposure and networking opportunity.

“A serious shortage of tech-savvy middle management afflicts most businesses in the tech sector, especially start-ups. It is a double whammy because the vacuum created by this shortage is often filled by senior engineers who leave their engineering career tracks to assume management positions, for which they are often not ready. Consequently, both management and technology suffer. The MS in Technology Management and Entrepreneurship programme is a great initiative to help this situation. Given how 2019 is proving to be an inflection point for Pakistan’s start-ups, the timing of this programme could not have been better. The graduates of the programme will help established tech companies break their size plateaus and help new start-ups currently taking off, that will be ready for growth-stage challenges over the next few months and years.”

**Yasser Bashir**  
Chief Executive Office  
Arbisoft

“This is a strong programme, launched at the right time. It will prepare graduates to be well-equipped with the changing digital ecosystem and will help produce strong leaders for the tech industry, fulfilling industry requirements.”

**Zeeshan Baig**  
Director Operations  
Careem

## ADMISSIONS CRITERIA

Admission is purely merit based and rests solely on the following criteria:

### ACADEMIC RECORD

Applicants will need to have successfully completed sixteen years of education leading to a Master’s or Bachelor’s\* or equivalent degree in a relevant discipline including Business, Management and Commerce. A student with a non-business background may be required to take prerequisite courses, to be determined by the LUMS Admissions Committee. Options to do this will be given to accepted applicants requiring prerequisite courses.

*\* Applicants holding only a Bachelor’s degree of less than four years duration will be required to produce an equivalence certificate of 16 years of education issued by the Higher Education Commission (HEC), Pakistan. Prior university studies must be from a university recognised by the HEC.*

Applicants completing their last degree by **May 15, 2020** are eligible to apply.

### TWO RECOMMENDATION LETTERS

Recommendation letters should indicate the applicant’s academic performance, commitment to excellence and their strong aptitude for business education. These can be from professional as well as academic referees.

### TUITION FEES

The tuition fee for the Master of Science programme for the first two semesters amounts to PKR 481,350 per semester. A one-time admission fee, security and

### ADMISSION TEST REQUIREMENTS

Applicants are required to take the GRE (General) or GMAT or NTS GAT (General) in order to be considered for admission. For further details on GRE (General), GMAT and NTS GAT (General), please visit [www.ets.org](http://www.ets.org), [www.mba.com](http://www.mba.com) and [nts.org.pk](http://nts.org.pk)

### WORK EXPERIENCE

The Master of Science programme does not require prior work experience. Students may however benefit from having worked before in a relevant industry.

### STATEMENT OF PURPOSE

Students will be asked to submit a writing sample in the form of a statement of purpose. It should identify in clear terms why they think they are suited to the programme. They should state how the degree will enable them to achieve their career goals.

### INTERVIEWS

Only shortlisted candidates will be called for interviews.

health insurance will be charged in the first semester, while in the third semester, only the registration charges will be applicable.

## FINANCIAL SUPPORT

The MS journey is an important investment for students and LUMS shares in this investment through several financial assistance programmes and interest free loans. Financial support is available to all eligible local and international applicants applying to our Master of Science programme.

### MERIT SCHOLARSHIP

50% scholarships are awarded to the top 10% of candidates admitted to the programme.

### WOMEN SCHOLARSHIP

50% scholarships will be awarded to all admitted female students.

### LUMS INTEREST FREE LOAN

LUMS offers interest free loans to local MS students based on annual financial need assessment. These loans cover partial to full tuition fee expenses.

## LUMS

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✉ [admissions@lums.edu.pk](mailto:admissions@lums.edu.pk)

🌐 [www.lums.edu.pk](http://www.lums.edu.pk)



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## IMPORTANT DATES

### ROUND I

Deadline to take GMAT/GRE/NTS GAT (General)  
**March 25, 2020**

Deadline for Online Application Submission  
**March 26, 2020**

Deadline to Submit Supporting Documents  
**March 27, 2020**

Admission Decisions  
**April - May 2020**

### ROUND II

Deadline to take GMAT/GRE/NTS-GAT (General)  
**May 17, 2020**

Deadline for Online Application Submission  
**April 28, 2020**

Deadline to Submit Supporting Documents  
**April 29, 2020**

Admission Decisions  
**June - July 2020**