



FOSTERING  
CREATIVITY,  
INNOVATION &  
ENTREPRENEURSHIP

MASTER OF SCIENCE (MS)  
**TECHNOLOGY  
MANAGEMENT &  
ENTREPRENEURSHIP**  
F A L L 2 0 2 1  
SULEMAN DAWOOD SCHOOL OF BUSINESS



# FOSTERING CREATIVITY, INNOVATION & ENTREPRENEURSHIP



# SULEMAN DAWOOD SCHOOL OF BUSINESS

The Suleman Dawood School of Business (SDSB) at LUMS is Pakistan's top business school. Its high calibre students, distinguished faculty, established recruiters, and institutional and environmental impact are all testimony to this. Since its inception, SDSB has produced highly skilled graduates who have the ability to lead, transform and create long lasting effects in business and society.

Top 251 - 300 in Asian universities as ranked by Times Higher Education

Fully funded scholarships available for local and international students.

Strong emphasis is placed on participant-centred learning.

SDSB is a Harvard Business Publishing content partner.

## Top 50

in Asia for employability as ranked by QS Graduate Employability Rankings 2020.

## Top 200

worldwide for employability as ranked by QS Graduate Employability Rankings 2020.

## 80%+

SDSB faculty members hold PhD's from the world's leading institutions.

## 50%

scholarships available for local and international students.

SDSB is internationally recognised. It is Pakistan's only business school to have achieved accreditation by AACSB International —The Association to Advance Collegiate Schools of Business (AACSB). Just around 5 per cent of the world's business schools currently hold this distinction. SDSB's AACSB accreditation speaks to the quality of its education and research, enabling it to stand out not only in the region, but around the world.

Research and teaching at LUMS extend its 'Learning Without Borders' philosophy across the University's community by breaking academic, geographic and socio-economic barriers to make education accessible to all. The University continues to be an intellectual hub, rich with varying perspectives and transformative ideas. With an environment brimming with inclusion, unity, and boundless knowledge, learning continues in and beyond the campus walls with the aim to develop innovators, leaders and change-makers who can contribute to the community and build strong, borderless networks.

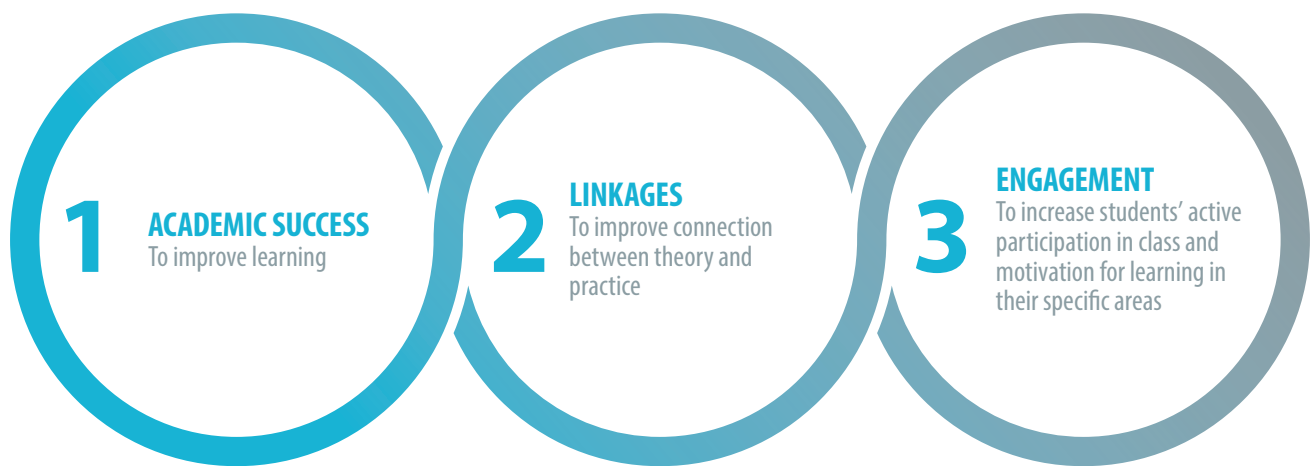


# THE MASTER OF SCIENCE IN TECHNOLOGY MANAGEMENT AND ENTREPRENEURSHIP

The Master of Science (MS) degrees are 1.5-year programmes envisioned to provide an intensive, rich, and innovative understanding of the intersection between business fundamentals and a focused specialisation area.

A blended learning approach is adopted to expose students to the business world's realities. This instructional perspective is applied throughout the Master of Science programmes presenting students with a diversity of learning technologies, case studies, readings, role plays, and industry engagements. It reinforces participant-centred learning, providing in the process a truly transformative and interactive experience.

## The blended learning methodology at SDSB seeks to ensure:



The **Master of Science in Technology Management and Entrepreneurship** aims to develop candidates' entrepreneurial mind-set, drive innovation and advance value-creation within enterprises through technological and business insight. The programme encourages entrepreneurship and digitalisation, taps into emerging fields and opens up careers in various organisations from technology start-ups to large established companies, consulting firms, public organisations, project management and innovation management spaces. Expert faculty members from SDSB, along with other schools at LUMS and from the industry, will teach in the programme, making it a 'no-borders' initiative. The Executive in Residence for this programme is an accomplished industry leader who provides practical insights and imparts specialised field knowledge to the students.



“My unique role as an Executive in Residence (EIR) for this programme is evidence of SDSB's honest commitment and approach towards a truly futuristic and agile degree. As the knowledge economy rises at a global level, the essential role of technology innovation and entrepreneurship in the economic development of countries is becoming highly recognised; and pre-empting this trend, MS TME aims to provide a sustainable channel of knowledge transfer between the industry and academia for the benefit of its students. In this degree programme, we actively seek a broad range of industry engagements, including but not limited to joint collaborative ventures, exchange of ideas for commercialisation, entrepreneurial motivation and hands-on training for the right skill sets. Given my role and industry experience of more than two decades in Pakistan's digital journey and entrepreneurial ecosystem, I am confident that curating this degree with SDSB will open many avenues of more interesting partnerships. I would encourage all potential aspiring students to make full use of this opportunity.”

**Badar Khushnood**

Executive in Residence, TME Programme, SDSB



The programme will prepare leaders who can meet the needs of the digital future, drive technological advances and digitisation within enterprises. Graduates will spur technological adoption, innovation and effectiveness, underpinned by sound business management.

## As an MS Technology Management and Entrepreneurship graduate you will:



Understand the technology management ecosystem including the legal, social, ethical, and economic aspects of technology management in the local and global context.



Assess the commercial viability of new technologies, business models and opportunities to create, identify, and capitalise on opportunities in the technology sector.



Lead digital transformation, address organisational challenges, and value-creation within enterprises through technological and business insight.



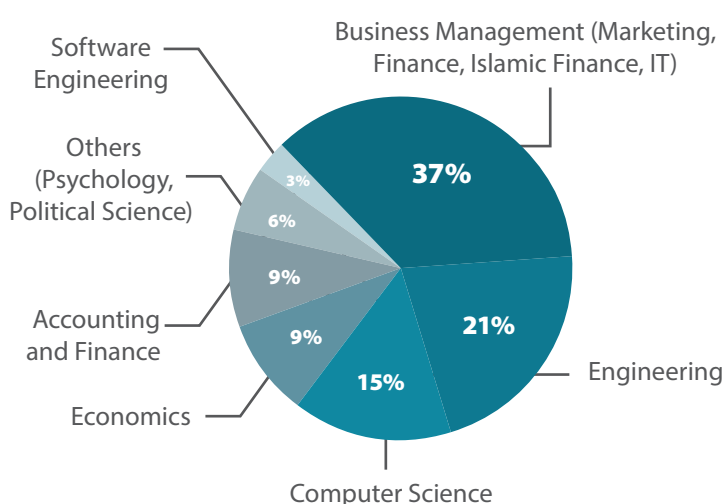
Effectively combine understanding and knowledge of technology and entrepreneurship to identify and drive innovation, and bring new products and services to the market.

## MS TME BATCH OF 2020

### Class Profile

Male <b>42%</b>	Female <b>58%</b>
Average Age <b>27</b> years	Average Experience <b>2.39</b> years

### Academic Background



Note: MS programmes are classified from the induction year and not the graduating year.

# 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

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

SPECIALISATION COURSES  
(12 credit hours)

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

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## SUMMER

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

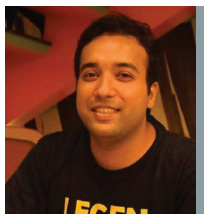
## 3<sup>RD</sup> SEMESTER

FIELD THESIS  
(6 credit hours)

In the last semester, all students undertake a practical field project carrying 6 credit hours. The project will be structured around major policy challenges with a real client organisation, giving students the opportunity to take the knowledge and theory they have learned and apply it in a real-world setting. A final report and presentation to the client proposing workable solutions will be required to complete the field thesis successfully. Students will benefit from industry exposure, possibly leading to longer-term engagement and networking opportunities with field leaders.



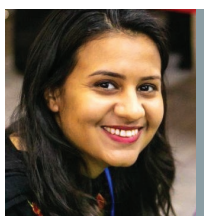
# THE STUDENT EXPERIENCE



“ I graduated with a degree in Computer Science, and was already running my own software company. I always felt the need to improve my management skills, and wanted to enrol in a Master’s degree programme for quite some time. Unfortunately, I could not find any suitable choice that integrated my technical background. This MS degree in Technology Management and Entrepreneurship not only filled that gap, but is offered by the best management institution in Pakistan. Enrolling in this programme was an easy decision for me. ”

**Umair Zahid**

MS Technology Management and Entrepreneurship



“ One of the best things that happened to me in 2020 was becoming a part of something that completely aligns with my passion. I was amazed to know that SDSB, LUMS has launched a Master’s degree that is fully equipped to cater entrepreneurial thinking, creativity, and skills. Anyone who loves turning problems into exciting opportunities through innovation must opt for this programme. Thank you LUMS for embracing me with open arms! ”

**Manahil Ashfaq Qureshi**

MS Technology Management and Entrepreneurship

## WHAT OUR INDUSTRY PARTNERS HAVE TO SAY

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“ 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 H. Baig**

Country General Manager  
Careem

“ 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. 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 that will be ready for growth-stage challenges over the next few months and years. ”

**Yasser Bashir**

Chief Executive Officer  
Arbisoft

# ADMISSION CRITERIA

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



## Academic Record

A minimum of sixteen (16) 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 pre-requisite courses to be determined by the LUMS Admissions Committee depending on the academic background of the applicant. Options to do this will be given to accepted applicants requiring pre-requisite courses.

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

## Performance in the Admission Test

Applicants are required to take the GRE (General) or Graduate Management Admission Test (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)

## NOTE

- ▶ GRE (General)/GMAT taken more than five (5) years before the admission deadline will not be accepted.
- ▶ NTS GAT (General) taken more than two (2) years before the admission deadline will not be accepted. A cumulative score of 50 in GAT (General) is a requirement for admission.
- ▶ If the applicant has taken more than one test, the best score will be considered for application evaluation.
- ▶ For equivalency details for the GRE (General) and GMAT, please see: [https://www.ets.org/gre/institutions/admissions/interpretation\\_resources/mba\\_comparison\\_tool/](https://www.ets.org/gre/institutions/admissions/interpretation_resources/mba_comparison_tool/)
- ▶ We are aware that the current COVID-19 crisis poses difficulties for applicants to submit test scores. Under the circumstances, you can apply to LUMS Graduate Programmes without test scores being submitted (if you haven't taken the test yet). Applications can be submitted without the test scores provided all other application components are complete upon submission.
- ▶ If no admission test is scheduled due to test centre closure by April 30, 2021, LUMS will process applications using the available information. If shortlisted, you may then be asked to appear for an interview followed by a conditional acceptance if you are successful. Once test centres are functioning, you will need to sit for the test and attain the minimum test score required by the University.





## Statement of Purpose

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Applicants will be asked to submit a written 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.

## Two Recommendation Letters

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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.

## Work Experience

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Work experience is not essential for admission to the MS Technology Management and Entrepreneurship Programme.

## Submission of Online Application, Application Processing Fee and Online Supporting Documents

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Complete online application, application processing fee and supporting documents should be submitted by the stipulated deadline. Submission of a minimum of two recommendation letters is compulsory.

## Application Review

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Shortlisted applications will be reviewed by the relevant committee in making admission decisions. Applicants are encouraged to provide complete information regarding their academic achievement, research reports, attended workshops, extracurricular activities and must tell LUMS about significant experiences that can strengthen their applications.

## Interview (if called)

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Only short-listed candidates will be called for interviews.

# FINANCIAL SUPPORT

The MS journey is an important investment for you, 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 programmes.

## ► MERIT SCHOLARSHIPS

75% scholarships are awarded to the top 3 candidates admitted to the programme.

## ► WOMEN SCHOLARSHIPS

Fostering, celebrating, and advancing women's leadership in business, a 50% tuition fee waiver will be awarded to all admitted female students.

## ► LUMS INTEREST FREE LOANS

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









# DATES TO REMEMBER

Deadline to apply

**April 20, 2021**  
5:00 pm (PKT)

Deadline to take GMAT/GRE  
(General)/NTS GAT (General)

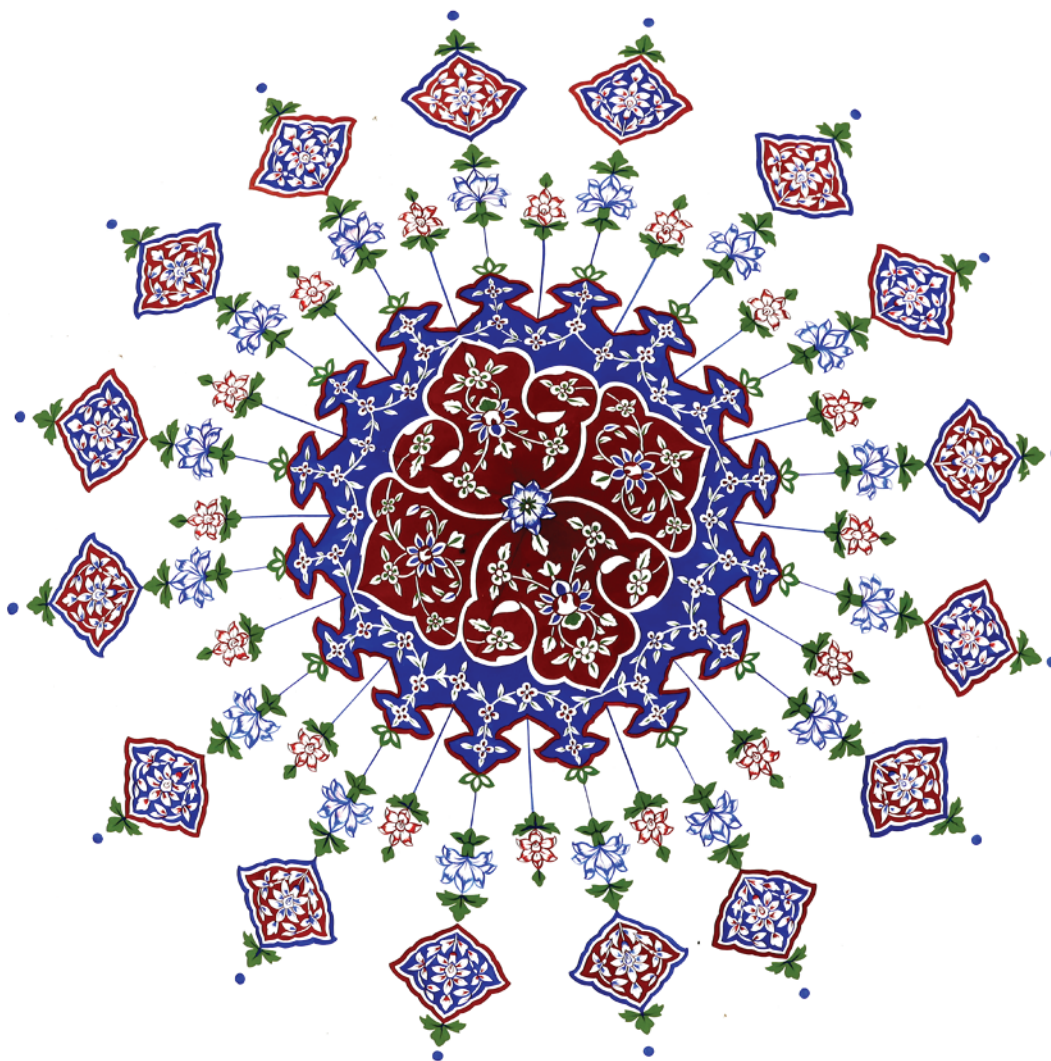
**April 16, 2021**

Deadline to submit  
online supporting  
documents

**April 23, 2021**

Admission decisions

**June 15 -  
July 31, 2021**



## LUMS

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



#LearningWithoutBorders  
#MeritMatters