



**LUMS**  
A Not-for-Profit University

Learning *Without* Borders



MASTER OF SCIENCE  
**SUPPLY CHAIN &  
RETAIL MANAGEMENT**  
FALL 2022  
Suleman Dawood School of Business

# IMAGINE YOUR FUTURE



## MESSAGE FROM THE HONORARY DEAN

What makes LUMS unique is its power to transform individuals, communities and society. Few things in life can be as impactful as undertaking graduate studies at Pakistan's top business school. The Master's degrees at the Suleman Dawood School of Business focus on training adept individuals to act with insight, speed and understanding. The MS degree in Supply Chain and Retail Management will help you achieve this. It will engage you via a diversity of instructional methods, expose you to areas in the field that have become integrated in practice, assist you in extending your network of people in the industry, and drive you to make decisions that positively impact society. Your choice of coming to LUMS will sculpt you into a leader capable of shaping tomorrow.

We're looking forward to welcoming you in the Fall.

**DR. ALNOOR BHIMANI**  
HONORARY DEAN  
SULEMAN DAWOOD SCHOOL OF BUSINESS



## MESSAGE FROM THE PROGRAMME DIRECTOR

Supply chain and retail management combine the knowledge of two important and highly interdependent functions, i.e., supply chain and retailing. These functions have become fundamental sources of competitive advantage in the delivery of value to customers. Thus, they have witnessed growth and have become significantly more mainstream and complex in the last couple of decades. As a result of this ongoing growth and emphasis, the industry's requirement has outpaced the supply of quality talent in these functions in Pakistan and the region.

The MS in Supply Chain and Retail Management programme will develop individuals who can design and manage strategic, structural, and performance elements of an organisation's supply chain and retailing functions. The Programme leverages the world-class faculty, high-quality teaching material, and eco-system at LUMS to deliver an intensive educational experience. In addition, the Programme's delivery structure is designed to enhance its geographical diversity and reach. If you are already working and want to boost your trajectory or aspire for a career in supply chain and retail functions, we look forward to welcoming you to the MS in Supply Chain and Retail Management at the Suleman Dawood School of Business.

**DR. SHAKEEL SADIQ JAJJA**  
ASSOCIATE PROFESSOR &  
PROGRAMME DIRECTOR

# SULEMAN DAWOOD SCHOOL OF BUSINESS

The Suleman Dawood School of Business at LUMS is Pakistan's top business school. Since its inception, SDSB has developed highly skilled graduates who have proven their ability to lead, transform and innovate, creating long-lasting changes in business and society.

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 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 extends 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 to develop innovators, leaders, and change-makers who can contribute to the community and build strong, borderless networks.



LUMS and SDSB Continue to Build a New Tomorrow.

## THIS IS HOW:

LUMS is ranked in the  
**651-700**  
band in QS World University  
Rankings 2022

**50<sup>th</sup>**

in the World's Best Small  
Universities by Times Higher  
Education 2021

Placed in the top  
**123**  
institutions in QS Asian University  
Rankings 2022

**50%**

scholarships awarded to all  
women admitted to graduate  
programmes at SDSB

Among top  
**200**  
universities worldwide and top  
**50**  
in Asia for employability in QS  
Graduate Employability Rankings  
2022

**800+**

indigenously developed case  
studies on local industry

Among top  
**200**  
universities for Business and  
Management Studies in QS World  
University Rankings 2021 by  
Subject

SDSB is a Harvard Business  
Publishing content partner

Among top  
**250**  
universities for Accounting and  
Finance in QS World University  
Rankings 2021 by Subject

Fully funded merit scholarships  
available for local and  
international students

Participant-centred and  
Experiential Learning focusing  
on industry diagnostics and  
entrepreneurial drills

Placed between  
**251-300**  
Asian Universities by Times  
Higher Education Asia University  
Rankings

# THE MASTER OF SCIENCE IN SUPPLY CHAIN AND RETAIL MANAGEMENT (SCRM)

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.

SCRM will help you develop capabilities in the design, development, implementation, and improvement of major supply chain and retailing operations and provide an integrated understanding of their linkages.

## THE BLENDED LEARNING METHODOLOGY AT SDSB SEEKS TO ENSURE:

1

### ACADEMIC SUCCESS

To improve learning

2

### LINKAGES

To improve connection  
between theory and practice

3

### ENGAGEMENT

To increase students' active  
participation in class and  
motivation for learning in their  
specific areas



## AS AN MS SUPPLY CHAIN AND RETAIL MANAGEMENT GRADUATE, YOU WILL:

- Understand supply chain and retail management in modern enterprises
- Learn the significance of internal collaborations within organisations and external coordination in the decision-making process across the supply chain
- Understand warehousing and logistics management
- Learn about supply chain and retail management for a competitive advantage
- Recognise sourcing strategies and supplier management operations
- Develop solutions to changing supply chain and retailing context needs

This MS degree is intended for individuals who aspire to explore and thrive on opportunities in various domains of supply chain and retail management in a range of industries. Graduates will have a variety of career options in areas such as:

- Service and manufacturing operations
- Sourcing and procurement
- Logistics and transportation
- Warehousing and distribution
- Retailing operations and network
- Demand forecasting
- Customer relationship management
- Supply chain sustainability

MS SCRM  
PROFILE CLASS OF 2021



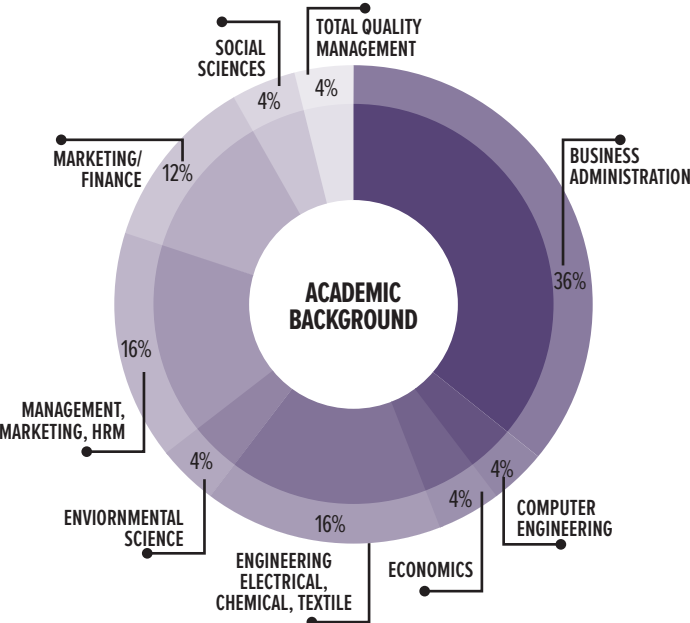
AVERAGE AGE

30  
YEARS



AVERAGE EXPERIENCE

6  
YEARS



MS SCRM Participant Designation Overview

Cadre	Line Management	Middle Management	Senior Management	Others	Total
Number	5	8	6	5	24

MS SCRM  
PARTICIPANT  
FUNCTIONAL AREA  
OVERVIEW

FUNCTIONAL AREA	NUMBER
Consultant	1
Distribution	1
Engineering	3
Manufacturing/Operations	5
Retailing	2
Sales/Business Development	5
Support/Vendor	1
Other	6
TOTAL	24

EMPLOYERS OF  
PARTICIPANTS

Continental Biscuits Ltd.
D.G. Khan Cement Company Ltd.
Diamond Group of Industries
Farmers' Mandi
Fauji Fresh n Freeze Ltd.
FrieslandCampina Engro
Haidri Beverages (Pvt.) Ltd.
Pepsi Islamabad
Headstart School
Honda Atlas Power Product (Pvt.) Ltd.
Interloop Ltd.
JW Enviro Pakistan (Pvt.) Ltd.
NovaMed Pharmaceuticals (Pvt.) Ltd.
Pakistan Army
Pakistan Atomic Energy Commission
PMU - Primary & Secondary Healthcare Department, Government of Punjab
Saarung International
Service Sales Corporation (Pvt.) Ltd.
Sui Northern Gas Pipelines Ltd.
Systems Ltd.
Total Parco Pakistan Ltd.
Uniworth Dress Co.
US Apparel & Textiles (Pvt.) Ltd.
World Over Engineering (Pvt.) Ltd.

## PROGRAMME STRUCTURE

The MS SCRM programme requires 1.5 years to complete 33 credit hours. Classes will be scheduled on alternate weekends, with half the classes offered online in a blended learning format, with some block-teaching.

Students with a non-business background may have to take foundation courses before beginning the formal MS programme. The requirement and distribution of credit hours for the MS SCRM are as follows:

<b>MS (SCRM) Graduation Requirement</b>	<b>33 credit hours</b>
Core Business Courses (Module I)	9 credit hours
Core Business & SCRM Courses (Module II and III)	18 credit hours
Field Project/Thesis (Module IV)	6 credit hours
Programme Duration	1.5 years

MS SCRM	Credit Hours
<b>1<sup>st</sup> Semester/Module I</b>	
Fall (1 <sup>st</sup> Year) - Core - (Sept - Dec)	
Business Economics	3
Organisations and Leadership	3
Marketing Management	3
<b>Total</b>	<b>9</b>
<b>2<sup>nd</sup> Semester/Module II</b>	
Spring (1 <sup>st</sup> Year) - Core/Specialised Electives - (Jan - Apr)	
Financial Management and Accounting	3
Operations and Supply Chain Strategy	3
Logistics Management	3
<b>Total</b>	<b>9</b>
<b>3<sup>rd</sup> Semester/Module III</b>	
Summer (1 <sup>st</sup> Year) - Core/Specialised Electives (May - Aug)	
Supply Management	3
Retailing Strategy and Operations	3
Applied Research and Analysis	3
<b>Total</b>	<b>9</b>
<b>4<sup>th</sup> Semester/Module IV</b>	
Fall (2 <sup>nd</sup> Year) - Core - (Sept - Dec)	
Field Project/Thesis	6
<b>Grand Total</b>	<b>33</b>



## THE EXECUTIVE IN RESIDENCE



**MR. AHSAN UMAR**  
**Director Operations**  
**Masood Textile Mills Ltd.**

“In the last few years, Pakistan has seen an unprecedented boom in the retail industry. Today, international and local retail chains are competing neck to neck and have set new standards of convenience, customer service and consumer experience. Shopping malls, big box stores, food streets, fashion stores, health and fitness outlets, convenience stores and online businesses are dominating the retailing sector of the country. These retail formats are built on complex, multi-echelon supply chain networks. The MS in Supply Chain and Retail Management will develop a new breed of strategic leaders who shall manage these complex supply chains to achieve goals of delivering high quality, shorter lead times, mass customisation and innovation at lowest possible costs. As Executive in Residence, my role is to give students exposure to supply chain and retail management technologies, tools and best practices being used in the industry; and to connect them with leading players in the industry through final year projects and development of local case studies. Based on the academic rigour, cutting edge contents, brilliant faculty and flexible design of the programme, I strongly recommend the MS SCRM programme to anyone who is passionate and serious about making a long-term and rewarding career in Supply Chain and Retail Management.”

## STUDENT EXPERIENCE



**MS. FARIBA FATIMA**  
**Student MS SCRM**

“While searching for a suitable graduate programme in Supply Chain Management, I came across the MS in Supply Chain and Retail Management at SDSB. As the best business school in Pakistan, I believe that SDSB will aid me in discovering my true potential in the field of supply chain management and equip me with the skillset required to meet and tackle all kinds of challenges in this sector.”

## 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 an institution recognised by the HEC, Pakistan.*

### Performance in Admission Test

Applicants are required to take the GRE (General) or Graduate Management Admission Test (GMAT) or NTS GAT (General) 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/)

### Statement of Purpose

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 would enable them to achieve their career goals.

### 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.

### 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.

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

The 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

The relevant committee to analyse the admission decision will review shortlisted applications. Applicants are encouraged to provide complete information regarding their academic achievement, research reports, attended workshops, extracurricular activities and must tell LUMS about their significant experiences that can strengthen their applications.

### Interview (if called)

Only short-listed candidates will be called for interviews.



## FINANCIAL SUPPORT

Financial support is available to all eligible local and international applicants applying to our Master of Science programmes.

### Merit Scholarship

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

### Women Scholarship

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 Loan

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



FOR FURTHER DETAILS VISIT  
**[HTTPS://LUMS.EDU.PK/PROGRAMMES/  
MS-SUPPLY-CHAIN-AND-RETAIL-MANAGEMENT](https://lums.edu.pk/programmes/ms-supply-chain-and-retail-management)**

DHA, LAHORE CANTT. 54792, LAHORE, PAKISTAN  
Ph: +92-42 111- 11- LUMS (5867) Ext: 2177  
Email: [admissions@lums.edu.pk](mailto:admissions@lums.edu.pk)  
Website: [www.lums.edu.pk](http://www.lums.edu.pk)



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