

**Dr. Shakeel Sadiq Jajja**

Associate Professor (Operations and Supply Chain Management)

Director, Executive MBA

Suleman Dawood School of Business (AACSB Accredited)

Lahore University of Management Sciences, Lahore, Pakistan.

Email: ssj@lums.edu.pk, ssjajja@gmail.com

**ACADEMIC RECORD**

| <b>Degree</b>  | <b>Institution</b>   | <b>Year</b> |
|--|--|-------------|
| Ph.D. Management<br>(Operations Management)                              | Suleman Dawood School of Business (AACSB Accredited), Lahore University of Management Sciences, Lahore, Pakistan | 2013        |
| M.S. Total Quality Management<br>(1 <sup>st</sup> Position - Gold Medal) | University of the Punjab, Lahore, Pakistan   | 2006        |
| B.Sc. (Honors)<br>Mechanical Engineering                                 | University of Engineering & Technology, Lahore, Pakistan   | 2004        |

**EMPLOYMENT HISTORY**

| <b>Organization</b>   | <b>Position</b>   | <b>Duration</b>       |
|---|---|-----------------------|
| Suleman Dawood School of Business<br>(AACSB Accredited), Lahore<br>University of Management Sciences,<br>Lahore, Pakistan | Associate Professor                                       | Mar. 2020 – to date   |
|   | Assistant Professor                                       | Jan. 2014 – Feb. 2020 |
|   | Director, Executive MBA                                   | Sep. 2019 – to date   |
|   | Faculty Director, Rausing<br>Executive Development Center | Sep. 2018 – Oct. 2019 |
| Institute of Business Administration,<br>Karachi, Pakistan  | Assistant Professor                                       | Jan. 2013 – Dec. 2013 |
| Pakistan Nuclear Regulatory Authority,<br>Islamabad, Pakistan   | Assistant Engineer  | Nov. 2006 – Aug. 2008 |
| Pakistan International Airline, Karachi,<br>Pakistan  | Development Engineer                                      | Nov. 2005 – Oct. 2006 |
| Dawood Hercules Chemicals Limited,<br>Lahore, Pakistan  | Mechanical Engineer                                       | Mar. 2005 – Oct. 2005 |

**AWARDS AND FELLOWSHIPS**

1. Best Research Paper Award at **7<sup>th</sup> Asian Management Research and Case Conference** at Bhurbhan, Pakistan on March 23-24, 2018.
2. Participation in **Global Colloquium on Case Writing** at **Harvard Business School**, Boston on January 7-10, 2018
3. **SDSB Excellence in Teaching Award 2017** on performance in teaching in PhD program

4. **SDSB Excellence in Research Award 2017** on performance in research
5. Participation in **Global Colloquium on Participant-Centered Learning** at **Harvard Business School**, Boston on July 23-29, 2017
6. **SDSB Excellence in Case Writing Award 2016** on publishing a case in the Case Research Journal (CRJ) of North American Case Research Association (NACRA)
7. Best Research Paper Award at **4<sup>th</sup> Asian Management Research and Case Conference** at Penang, Malaysia on January 10-11, 2015.
8. Won 2013 and 2014 consecutively Global Family Enterprise Case Writing Competition at **The University of Vermont School of Business Administration** (USA) on two case studies.
9. 2012 **Emerald/IAM South Asia Management Research Fund Award** on research proposal titled “Pakistan's Software Products Supply Chain: Understanding National Innovation Ecosystem from a Study of Pakistan's Fast Growing Companies”
10. Doctoral Fellowship 2012-13 of **Association of Management Development Institutions of South Asia (AMDISA)**. Seven weeks research work at famous Indian business schools such as ISB Hyderabad and IIM Bangalore.
11. 2012 Best Student Paper Award at 43rd Annual Meeting of the **Decision Sciences Institute (DSI)** at San Francisco, USA, on April 17-20, 2012.
12. The Emerging Economy Doctoral Student Award (EEDSA) at 23rd Annual Conference of **Production and Operations Management Society (POMS)** at Chicago, USA, on April 20-23, 2012. The EEDSA included award plaque and prize money US \$2000.
13. Best Graduate Student Paper Award at 40th Annual Meeting of **Western Decision Sciences Institute** at Portland, USA, on Apr 5-8, 2011.
14. Session Chair in a session on supply chain strategy in the supply chain management track at 23rd Annual **Production and Operations Management Society (POMS)** Conference at Chicago, USA, on April 20-23, 2012.
15. Fully Funded PhD Scholarship from **Suleman Dawood School of Business, Lahore University of Management Sciences** worth about US \$50,000 for the period 2008-12.

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## PUBLICATIONS

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### Refereed Journal Articles

1. Chavez, R., Yu, W., Jajja, M.S.S., Lecuna, A., Fynes, B., Entrepreneurial orientation and the triple bottom line: The role of internal lean practices. *Production Planning and Control* (Accepted for publication) (**ABDC: A, ABS: 3, HEC: Silver**)<sup>1</sup>
2. Rehman, A., Jajja, M. S. S., Khalid, R. U., Seuring, S. (2020). The Impact of Institutional Voids on Risk and Performance in Base-of-the-Pyramid Supply Chains. *International Journal of Logistics Management* (Accepted for publication) (**ABDC: A, ABS: 1, HEC: Bronze**)
3. Jajja, M. S. S., Asif, M., Montabon, F., & Chatha, K. A. (2020). The indirect effect of social responsibility standards on organizational performance in apparel supply chains: A developing country perspective. *Transportation Research Part E: Logistics and Transportation Review*, 139, 101968. (**ABDC: A\*, ABS: 3, HEC: Platinum**)
4. Shah, S. A. A., Jajja, M. S. S., Chatha, K. A., & Farooq, S. (2020). Servitization and supply chain integration: An empirical analysis. *International Journal of Production Economics*, 229, 107765. (**ABDC: A, ABS: 3, HEC: Platinum**)

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<sup>1</sup> ABDC: Applicable Journal Quality List by Australian Business Deans Council, Australia, ABS: Applicable Academic Journal Guide by Chartered Association of Business Schools, UK, HEC: Journal Recognition System by Higher Education Commission, Pakistan

5. Chavez, R., Yu, W., Jajja, M.S.S., Lecuna, A., & Fynes, B. (2020) Can entrepreneurial orientation improve sustainable development through leveraging internal lean practices?. *Business Strategy and the Environment*, 29(6), 2211-2225. **(ABDC: A, ABS: 3, HEC: Gold)**
6. Gillani, F., Chatha, K. A., Jajja, M. S. S., & Farooq, S. (2020). Implementation of digital manufacturing technologies: Antecedents and consequences. *International Journal of Production Economics*, 229, 107748. **(ABDC: A, ABS: 3, HEC: Platinum)**
7. Munir, M., Jajja, M. S. S., Chatha, K. A., & Farooq, S. (2020). Supply chain risk management and operational performance: The enabling role of supply chain integration. *International Journal of Production Economics*, 227, 107667. **(ABDC: A, ABS: 3, HEC: Platinum)**
8. Iqbal, T., Jajja, M.S.S., Bhutta, M.K. and Qureshi, S.N. (2020), "Lean and agile manufacturing: complementary or competing capabilities?", *Journal of Manufacturing Technology Management*, Vol. 31 No. 4, pp. 749-774. **(ABDC: B, ABS: 1, HEC: Honorable Mention)**
9. Hassan, S.Z., Jajja, M.S.S., Asif, M. and Foster, G. (2020), "Bringing more value to small farmers: a study of potato farmers in Pakistan", *Management Decision*, Vol. to-be-assigned No. to-be-assigned. **(ABDC: B, ABS: 2, HEC: Silver)**
10. Jajja, M.S.S., Asif, M., Shah, S.A.A. and Chatha, K.A. (2019), "Supply chain innovation research: content analysis based review", *Benchmarking: An International Journal*, Vol. 27 No. 2, pp. 666-694. **(ABDC: B, ABS: 1, HEC: Honorable Mention)**
11. Jajja, M.S.S., Asif, M., Montabon, F., Chatha, K.A. (2019), The influence of institutional pressures and organization culture on Supplier Social Compliance Management Systems, *International Journal of Physical Distribution & Logistics Management*, (49) 5, 552-574. **(ABDC: A, ABS: 2, HEC: Gold)**
12. Asif, M., Jajja, M.S.S., Searcy, Cory (2019), Social Compliance Standards: Re-evaluating the Buyer and Supplier Perspectives. *Journal of Cleaner Production* 227, 457-471. **(ABDC: A, ABS: 2, HEC: Platinum)**
13. Jajja, M.S.S., Asif, M., Montabon, F., Chatha, K.A. (2019), Buyer-supplier relationships and organizational values in supplier social compliance. *Journal of Cleaner Production* 214, 331-344. **(ABDC: A, ABS: 2, HEC: Platinum)**
14. Jajja, M.S.S., Chatha, K.A., Farooq, S., (2018). Impact of supply chain risk on agility performance: Mediating role of supply chain integration. *International Journal of Production Economics* 205, 118-138. **(ABDC: A\*, ABS: 3, HEC: Platinum)**
15. Chatha, K. A., I. Butt, Jajja, M.S.S., Arshad, M. (2018). "Theoretical developments in empirical quantitative manufacturing strategy literature." *International Journal of Operations & Production Management* 38(1): 183-210. **(ABDC: A, ABS: 4, HEC: Gold)**
16. Jajja, M.S.S., Kannan, V. R., Brah, S.A., Hassan, S.Z. (2017) "Linkages between Firm Innovation Strategy, Suppliers, Product Innovation, and Business Performance: Insights from Resource Dependence Theory", *International Journal of Operations & Production Management*, 37(8), 1054-1075. **(ABDC: A, ABS: 4, HEC: Gold)**
17. Jajja, M. S. S., Kannan, V. R., Brah, S. A., & Hassan, S. Z. (2016). Supply Chain Strategy and the Role of Suppliers: Evidence from the Indian Sub-Continent. *Benchmarking: An International Journal*, 23(7). **(ABDC: B, ABS: 1, HEC: Honorable Mention)**
18. Awan, M.U., Asif, M., Jajja, M.S.S., Ahmad, H. (2016) Developing a scale for service quality measurement in banks, *International Journal of Services and Operations Management*, Vol. 23, No. 2, pp.153–168. **(ABDC: C, ABS: 1, HEC: Not listed)**

19. Jajja, M.S.S., Brah, S.A., Hassan, S.Z., & Kannan, V.R. (2014). An examination of product innovation and buyer-supplier relationship in Pakistani firms. *International Journal of Productivity and Performance Management*, 63(8), 1031-1045. (ABDC: B, ABS: 1, HEC: Honorable Mention)
20. Jajja, M.S.S., Brah, S.A. and Hassan, S.Z. (2014) Supply chain strategy and organisational performance: role of core operational functions, *International Journal of Services and Operations Management*, 17(3), pp. 330–349. (ABDC: C, ABS: 1, HEC: Not listed)
21. Jajja M.S.S. (2013) Retail Shelf Space Allocation Analysis Using System Dynamics Approach, *Journal of Quality and Technology Management*, IX(9), pp. 99-129. (ABDC: Not listed, ABS: Not listed, HEC: X)

#### Refereed Pedagogical Cases and Notes

1. Shah, S.A.A., Jajja, M.S.S. (2021). Nayatel – Quality in DNA. *Asian Journal of Management Cases*, (Accepted for publication). (ABDC: C, HEC: Y)
2. Jat, M. N., & Jajja, M. S. S. (2020). TCS: ‘Hazir SubKuch’—Making Everything Present. *Asian Journal of Management Cases*, 17(1), 17-35. (ABDC: C, HEC: Y)
3. Jajja, M.S.S., Khalid, I. (2019), 4W and 1H of Family Constitution, *Harvard Business School Publishing*, Reference number LIN055
4. Jajja, M. S. S., & Jat, M. N. (2019). Daraz.pk: Online Marketplace’s Value Chain. *Asian Journal of Management Cases*, 16(1), 21-37. (ABDC: C, HEC: Y)
5. Jajja, M.S.S., Hassan, S.Z. (2018) SIL: Strategy and Roadmap for Next Five Years *Asian Journal of Management Cases* 15(1): 59-81. (ABDC: C, HEC: Y)
6. Jajja, M. S. S. and Hassan, S. Z. (2016). "Millat Tractors Limited: Has The Time Come to Say Goodbye to Massey Ferguson?" *Asian Journal of Management Cases* 13(1): 1-22. (ABDC: C, HEC: Y)
7. Jajja, M. S. S., & Hassan, S. Z. (2015). Qadri Group: Sustaining Beyond The First 100 Years. *Case Research Journal of North American Case Research Association*, 35(3), 1-19.
8. Jajja, M.S.S., Hassan, S.Z. (2014), Qadri Group: Process of Writing Family Constitution, *Harvard Business School Publishing*, Reference number LCA018-PDF-ENG
9. Jajja, M.S.S., Hassan, S.Z. (2012), Qadri Group: Innovating in Family Business, *Harvard Business School Publishing*, Reference number LCA016-PDF-ENG

#### Proceedings of International Conferences

1. Rehman, A., Jajja, M.S.S., Mediating Role of Innovation/Improvement Practices on Innovation Strategy and Firms’ Innovation Performance: A Resource Based Perspective, 50<sup>th</sup> Annual Meeting of Decision Sciences Institute, New Orleans, USA. November 23-25, 2019
2. Jajja, M.S.S., Rana, A., Khalid, I., 4W and 1H of Family Constitution, 8th Asian Management Research and Case Conference, Al-Ain, UAE, March 24-26, 2019.
3. Jajja, M.S.S., Asif, M., Montabon, F., Chatha, K.A., Social Compliance, Employees Behavior, and Firm Performance, 49<sup>th</sup> Annual Meeting of Decision Sciences Institute. Chicago, USA on November 17-19, 2018
4. Wadood, A., Chatha, K.A., Jajja, M.S.S., Social Network Governance and Sustainability Relevant Knowledge Acquisition: The Contingent Role of Network Structure, 49<sup>th</sup> Annual Meeting of Decision Sciences Institute. Chicago, USA on November 17-19, 2018
5. Jajja, M.S.S., Asif, M., Montabon, F., Chatha, K.A., The effect of corporate social responsibility on operational and quality performance. 25<sup>th</sup> EurOMA Conference. Budapest, Hungary June 24-26, 2018.

6. Jajja, M.S.S., Asif, M., Montabon, F., Chatha, K.A., Social Practices and Organization Performance: Is There Any Relationship? 7th Asian Management Research and Case Conference at Bhurbhan, Pakistan on March 23-24, 2018.
7. Jajja, M.S.S., Asif, M., Montabon, F., Chatha, K.A., Choice of Social Compliance Standards: The Role of Buyer-Supplier Relationships. 24<sup>th</sup> EurOMA Conference. Edinburgh, U.K. July 2-5, 2017.
8. Jajja, M.S.S., Asif, M., Montabon, F., Chatha, K.A., Supplier Social Compliance Internal Culture and External Pressures. 30<sup>th</sup> Australian and New Zealand Academy of Management (ANZAM) Conference, Brisbane, Australia, December 6-9, 2016
9. Jajja, M.S.S., Asif, M., Montabon, F., Chatha, K.A., Supplier social compliance: the role of external and internal factors. 23<sup>rd</sup> EurOMA Conference. Trondheim, Norway. June 17-22, 2016.
10. Jajja, M.S.S., Asif, M., Montabon, F., Chatha, K.A., Supplier Social Compliance: Institutional Theory and Organizational Culture, 5th Asian Management Research and Case Conference, Dubai, UAE, January 16-18, 2016.
11. Jajja, M.S.S., Asif, M., Montabon, F., Chatha, K.A., Exploring the Role of Buyer-Supplier Relationship and Organizational Culture in Supplier Social Compliance, 46<sup>th</sup> Annual Meeting of Decision Sciences Institute. Seattle, USA on November 21-24, 2015
12. Jajja, M.S.S., Asif, M., Montabon, F., Chatha, K.A., Social Compliance of Suppliers in Developing Countries: Institutional Theory and Organizational Culture Perspective, 4<sup>th</sup> Asian Management Research and Case Conference at Penang, Malaysia on January 10-11, 2015.
13. Jajja, M.S.S., Brah, S.A., Hassan, S.Z., Kannan, S.Z., (2014). Strategic Management of Supply Base for Product Innovation from Resource Dependence Perspective 45th Annual Meeting of Decision Sciences Institute. Tampa, USA. November 22-25, 2014.
14. Jajja, M.S.S., Asif, M., Montabon, F., Chatha, K.C. (2014) The role of institutional pressures and organizational culture in social compliance performance of suppliers. 21st EurOMA Conference. Palermo, Italy. June 20-25, 2014.
15. Jajja, M.S.S., Brah, S.A., and Hassan, S.Z. (2013). Supply chain strategy, core operations and performance: learning from India and Pakistan 44th Annual Meeting of Decision Sciences Institute. Baltimore, USA. November 16-19, 2013.
16. Jajja, M.S.S., Brah, S.A., and Hassan, S.Z. (2012). Buyer-supplier relationship and organizational profile: Sources of product innovation in India and Pakistan 13th International Meeting of Decision Sciences Institute. Bali, Indonesia July 9-13, 2013.
17. Jajja, M.S.S., Brah, S.A., and Hassan, S.Z. (2012). Product innovative supply chains: The role of strategy and buyer-supplier interface. 43rd Annual Meeting of Decision Sciences Institute. San Francisco, USA. November 17-20, 2012.
18. Jajja, M.S.S., Brah, S.A., and Hassan, S.Z. (2012). The Impact of Supply Chain Strategy on Supplier Functions and Organizational Performance. 23rd Annual POMS Conference, Chicago, USA, April 20-23.
19. Jajja, M.S.S., and Brah, S.A. (2011). Impact of Strategic Supply Chain Management on Organizational Performance. 40th Annual Meeting of Western Decision Sciences Institute, Portland, USA, April 5-8.
20. Jajja, M.S.S., and Chatha, K.A. (2010). Optimal Shelf Space Allocation Using System Dynamics Approach: A Case Study in the Shoe Retailing Industry. Asian Business and Management Conference, Osaka, Japan, the International Academic Forum (IAFOR) on October 7-9, 2010

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**CONFERENCE PRESENTATIONS**


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1. 51<sup>st</sup> Annual Meeting of Decision Sciences Institute, Online from USA. November 21-23, 2020
2. 50<sup>th</sup> Annual Meeting of Decision Sciences Institute, New Orleans, USA. November 23-25, 2019
3. 49<sup>th</sup> Annual Meeting of Decision Sciences Institute. Chicago, USA. November 17-19, 2018.
4. 25<sup>th</sup> EurOMA Conference. Budapest, Hungary, June 24-26, 2018.
5. 7th Asian Management Research and Case Conference at Bhurbhan, Pakistan on March 23-24, 2018.
6. 24<sup>th</sup> EurOMA Conference. Edinburgh, U.K. July 2-5, 2017.
7. 6<sup>th</sup> Asian Management Research and Case Conference at Lahore, Pakistan on January 22-23, 2017.
8. 30<sup>th</sup> Australian and New Zealand Academy of Management (ANZAM) Conference, Brisbane, Australia, December 6-9, 2016
9. 23<sup>rd</sup> EurOMA Conference. Trondheim, Norway. June 17-22, 2016
10. 5<sup>th</sup> Asian Management Research and Case Conference at Dubai, UAE on January 16-18, 2016.
11. 46<sup>th</sup> Annual Meeting of Decision Sciences Institute. Seattle, USA. November 21-24, 2015.
12. 4<sup>th</sup> Asian Management Research and Case Conference at Penang, Malaysia on January 10-11, 2015.
13. 45<sup>th</sup> Annual Meeting of Decision Sciences Institute. Tampa, USA. November 22-25, 2014.
14. 21<sup>st</sup> EurOMA Conference. Palermo, Italy. June 20-25, 2014.
15. 44<sup>th</sup> Annual Meeting of Decision Sciences Institute. Baltimore, USA. November 16-19, 2013.
16. 13<sup>th</sup> International Meeting of Decision Sciences Institute. Bali, Indonesia July 9-13, 2013.
17. Asian Journal of Management Cases (AJMC) 2<sup>nd</sup> International Case Conference, Lahore, Pakistan, January 18-19, 2013.
18. 43<sup>rd</sup> Annual Meeting of Decision Sciences Institute. San Francisco, USA. November 17-20, 2012.
19. 23<sup>rd</sup> Annual POMS Conference, Chicago, USA, April 20-23.
20. 40<sup>th</sup> Annual Meeting of Western Decision Sciences Institute, Portland, USA, April 5-8.

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**RESEARCH GRANTS**


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| <b>Awarding Body</b>                                      | <b>Amount</b>  | <b>Project Title</b>   | <b>Duration</b>       | <b>Engagement</b>      |
|---|----------------|--|-----------------------|------------------------|
| Lahore University of Management Sciences                  | PKR. 9,90,000  | Improving customer participation in service delivery: the context of healthcare industry of Pakistan | Mar. 2020 – Feb. 2021 | Principle Investigator |
| Lahore University of Management Sciences Energy Institute | PKR. 5,00,000  | Industry readiness for manufacturing of electric vehicles in Pakistan                                | May – Nov. 2019       | Principle Investigator |
| Lahore University of Management Sciences                  | PKR. 30,50,000 | Start-up Research Grant<br>Social and Environmental Compliance and Supplier Performance in Global    | Aug. 2015 – Jul. 2018 | Principle Investigator |

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|--|----------------|---|-----------------------|---------------------------|
|  |                | Supply Chains: The Role of Institutional Pressures, Buyer-Supplier Relationship, and Organizational Culture                                   |                       |                           |
| Lahore University of Management Sciences                         | PKR. 9,35,000  | Operationalization of stylistic innovation process for short life cycle product   | Feb. 2015 – Jan. 2016 | Co-Principle Investigator |
| Lahore University of Management Sciences                         | PKR. 8,80,000  | Determinants of Internationalization Performance of SMEs: Institutional, Cultural, and Capability Factors                                     | Feb. 2015 – Jan. 2016 | Co-Principle Investigator |
| Lahore University of Management Sciences                         | PKR. 7,87,000  | Factors Affecting Adoption of Social and Environmental Compliance Practices in Suppliers of International Brands in the Developing Countries. | Apr. 2014 – Mar. 2015 | Principle Investigator    |
| ^Suleman Dawood School of Business                               | PKR. 5,50,000  | Factors Affecting Adoption of Social and Environmental Compliance Practices in Suppliers of International Brands in the Developing Countries. | Apr. 2014 – Mar. 2015 | Principle Investigator    |
| Association of Management Development Institutions in South Asia | INR. 243,000   | SCM and Organizational Performance  | Jul. 2012 – Jun. 2013 | Doctoral Fellow           |
| * Higher Education Commission, Pakistan                          | PKR. 52,00,000 | Impact of Supply Chain Innovation on Performance of Pakistani Companies   | -                     | Ph.D. Student             |

\* I wrote the main part of this project proposal as a PhD student.

### DOCTORAL STUDENTS SUPERVISION

Five main supervisees: Syed Aamir Ali Shah, Fatima Gillani, Attique-ur-Rehman, Syeda Ayesha Wadood, Manal Munir

### COURSES TAUGHT

(Average teaching evaluation: 4+/5.0\* and almost always significantly above 4.0/5.0)

#### PhD Courses

1. Seminar in Operations and Supply Chain Strategy
2. Seminar in Supply Chain Analysis

3. Seminar in Technology and Innovation Management
4. Pedagogy
5. Advanced Research Methods

#### MBA and Executive MBA Courses

1. Operations Management Fundamentals
2. Management of Technology and Innovation
3. Supply Chain Management
4. Technology and Operations Management
5. Operations and Supply Chain Management
6. Experiential Learning (MBA Consulting Projects and Field Work)

#### Undergraduate Courses

1. Production Operations Management
2. Computer and Problem Solving

\*Details are available on request.

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### **EXECUTIVE EDUCATION**

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1. Program Director, Problem Solving and Decision Making – Live Online (Year: 2020)  
4-day open enrollment program for middle to senior managers from various functional areas.
2. Program Director, Problem Solving and Decision Making (Year: 2019, 2018, 2017, 2016, 2015)  
4-day open enrollment program for middle to senior managers from various functional areas.
3. Director, Public Sector Procurement Management (Year 2019, 2018)  
4-day open enrolment program on procurement management in public sector organizations following procurement rules of government of Pakistan.
4. Director, Operational Excellence for PTCL - Pakistan Telecommunication Company Limited (Year 2019)  
3-day customized program for middle to senior managers in different functional areas of PTCL.
5. Program Director, Supply Chain Excellence - Integrating Strategy, Planning and Operations (Year: 2019, 2018, 2017, 2016, 2015)  
4-day open enrollment program for middle to senior managers in relevant areas.
6. Program Director, Growth & Continuity in Family-run Businesses (Year: 2019, 2018, 2017, 2016, 2014)  
3-day open enrollment program for owners, directors, and top managers of family businesses.
7. Program Director, Strategic Procurement Management (Year 2019, 2018, 2017)  
4-day open enrollment program for middle to senior managers in relevant areas.
8. Program Director, Executive Certificate in Agribusiness Management (Year 2019, 2018, 2017)  
24-day open enrollment program for middle to senior managers from various public and private sector organizations in agribusiness.
9. Program Director, Modern Retail Management in Fashion Goods (Year 2018, 2017)

4-day open enrollment program for senior to top managers from various functional areas in retailing sector.

10. Director, Developing Future Leaders for PTCL - Pakistan Telecommunication Company Limited (Year 2018)

5-day broad-based customized program for middle to senior managers in different functional areas of PTCL, Pakistan.

11. Director, Operational Excellence and Innovation for Packages Group (Year 2018)

3-day customized program for middle managers in different areas of companies in Packages Group, Pakistan.

12. Program/Co-Program Director, Customized Program on Public Sector Project Management (Year 2016: One Offering; Year 2017: Two Offerings)

4-day customized program for officials (BS-BPS 17-21 officers) of the Government of the Punjab, Pakistan.

13. Program/Co-Program Director, Customized Program on Public Sector Procurement Management (Year 2016-17: Four Offerings)

4-day customized program for officials (BS-BPS 17-21 officers) of the Government of the Punjab, Pakistan.

14. Program Director, Problem Solving and Team Building for LUMS (Year 2016)

3-day customized program for line and middle managers of Lahore University of Management Sciences, Lahore, Pakistan.

15. Program Director, Case Teaching & Writing (Year: 2017, 2015)

3-day customized programs for business school faculty members of Sukkur Institute of Business Administration (IBA), Pakistan and Air University School of Management (AUSoM), Pakistan.

16. Program Director, Customized Program on Project Management for International Resources Group (IRG) and Peshawar Electric Supply Company (Year: 2015)

5-day customized program for middle to senior managers of Peshawar Electric Supply Company, Pakistan.

17. Program Director, Procurement Management Program (Years: 2014 - 15 – Several Offerings)

5-day customized program for Assessment and Strengthening Program of USAID in Pakistan was run for several times for middle to senior managers in public sector and civil society organizations.

18. Areas of Interest in Executive Education

Operations management, supply chain management, technology and innovation management, family business governance, case method of teaching, problem solving and decision making, and project management.

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## CONSULTING

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WEConnect International, USA (2020)

The objective of this consultancy was to analyze the current sourcing situation in Pakistan and inform the client about the challenges and opportunities on both the supply side and the demand side of women-owned businesses.

SAARC Energy, Islamabad (2019)

The objective of this consultancy was assess readiness of manufacturing value chain of battery electric vehicles in Pakistan and India. This project involved collaboration with Indian Institute of Management, Bangalore.

Government of the Punjab, Procurement in Public Sector, Lahore (2017)

The objective of this consultancy service was to review the 2017 annual prequalification process conducted by DGM&E (Directorate General of Monitoring and Evaluation) of the Government of the Punjab, Pakistan.

Qadri Group, Business Family Constitution (2016)

This ongoing consulting project which started in early 2016 entails helping a four generations old and Lahore based business family write their family constitution. A typical family constitution lays out a business family's policies on various dimensions of family, ownership, and business governance.

United States Agency for International Development (USAID) (2015)

This project focused on developing an online course on project management for USAID's project Assessment and Strengthening Program at LUMS during 2015. This course was intended to be massive online open course for managers in public and civil society organizations in Pakistan.

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**ADMINISTRATIVE/SERVICE ROLES**

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1. Director Executive MBA, (Sep 2019 – To date)
2. Deputy Faculty Director, Rausing Executive Development Centre, LUMS (Mar 2018 – Oct 2019)
3. Deputy Program Director, PhD Management, LUMS (July 2017 – Mar 2018)
4. Member, various academic and administrative committees (2014 – To date)

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**SERVICE TO PROFESSION**

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Guest Editor:

Special issue (To be published in 2021) in International Journal of Logistics Management (ABDC: A, ABS: 1, HEC: Bronze)

Title of the issue: The Impact of Technology on Supply Chains in Emerging and Informal Markets

Editorial Board:

Asian Journal of Management Cases

Reviewer:

Production Planning and Control

International Journal of Production Economics

Supply Chain Management: An International Journal

International Journal of Production Research

Asian Journal of Management Cases

Memberships

Member Decision Sciences Institute (**DSI**) USA (2012, 2013, 2014, 2015, 2016, 2017, 2019, 2020)

2012 Student Member Production & Operations Management Society (**POMS**) USA

Life Time Member Pakistan Engineering Council (MPEC)

Advisory:

Member, Board of Studies, Business School, National Textile University, Faisalabad  
 Member, Board of Studies, Institute of Quality and Technology Management, University of the Punjab, Lahore

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**COUNTRIES TRAVELLED**

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USA, China, Italy, Netherlands, India, Malaysia, Indonesia, Thailand, United Arab Emirates, Norway, Denmark, Sweden, Germany, Belgium, Russia, Spain, Hungary, Austria, United Kingdom, Sri Lanka, Turkey, Norway, Australia, Qatar

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**SOFTWARE SKILLS**

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Well conversant with following software packages and applications:

SPSS, AMOS, SmartPLS, iThink™, MS Office Suite

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**NEWS MEDIA APPEARANCE**

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1. Newspaper column “Heads up for Pakistan's 100 fastest growing companies” in The Daily Express Tribune (Business Section 6<sup>th</sup>Aug 2012)
2. Blog titled “The economic reality of US threats” in The Verdict section on The Express Tribune, dated 03-10-2011.
3. TV channel *News One* in program *Gehri Soch with Sajid Mir* on 29-03-2011.
4. Higher Education Commission Pakistan’s monthly magazine *News & Views*, page 27, Issue May 2011.
5. Higher Education Commission Pakistan’s monthly magazine *News & Views*, page 27, Issue June 2012.

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