



LUMS

# MBA PROGRAMME

INSPIRING BRILLIANCE



SULEMAN DAWOOD  
SCHOOL OF BUSINESS

#MERITMATTERS

## WHY LUMS MBA?

### LUMS Ecosystem

- ▶ **12** MBA Student Societies/Clubs

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- ▶ LUMS Centre for Entrepreneurship (LCE) ranked No. 1 by GUST Accelerator Report & Fundacity

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- ▶ A network of **9,000+** Alumni

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- ▶ A World Class Campus

### LUMS Academic Edge

- ▶ **44** PhD Faculty Members

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- ▶ Highest HEC Accreditation Category: "W"

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- ▶ SDSB cases accessible on the Harvard Business Publishing (HBP) website

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- ▶ Case Study Method

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- ▶ Strong Industry Linkages

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- ▶ **9** International Exchange Programmes

# THE PROGRAMME

### Summer Orientation Programme (SOP)

Offered in August, prior to the official commencement of classes, the SOP aims to provide all students a common foundation by providing fundamental skill enhancement modules in areas such as communication, business, mathematics, accounting, computer applications and statistics.

### Year I

Core courses designed to teach concepts that provide the backbone of general management education.

### Experiential Learning

The LUMS MBA Programme is now even more experiential than before. Besides core teaching, it comprises three modules that ensure active industry engagement from the first day.

In the first module, the programme offers an industry analysis exercise which will enable students to develop a solid understanding of business through the study of various key business sectors, through field visits, interaction with industry leaders and data collection from industry participants.

Module II is 'MyStartup'. It is an exercise designed to help students develop an entrepreneurial mindset and encourage alternative career options available to them. Students will conceive, test and commercialise a concept or idea.

### Summer Internship

A mandatory project based summer internship of at least 6 weeks, taken between the first and the second year of the MBA programme.

### MBA Consultancy Project (MCP)

This is Module III of the experiential learning programme. It provides students the opportunity to exclusively work on a specific client's consulting project, under the supervision of a faculty member from SDSB, culminating with a formal presentation and report to relevant stakeholders.

### Year II Electives

Students can create a mix from multiple disciplines to support their professional goals:

**Finance | Organisational Behaviour | Marketing | IT/Operations**



# ADMISSION PROCESS

## MBA application assessment criteria:

- Minimum of sixteen years of education leading to a Masters or Bachelor's\* degree from a university recognised by the Higher Education Commission (HEC), Pakistan.
- GMAT/GRE Performance (no other admission test scores are valid)
- Work experience (strongly preferred)
- Two letters of recommendation
- Interview performance

*\* Candidates holding only a Bachelor's degree of less than four years' duration will be required to produce an equivalence certificate of completion of 16 years of education issued by the Higher Education Commission (HEC), Pakistan.*

For further details on GMAT, please log on to [www.mba.com](http://www.mba.com)  
For further details on GRE, please log on to [www.ets.org/gre](http://www.ets.org/gre)

### Round I

Activities	Date
Deadline to take GMAT	February 22, 2017
Deadline to apply online	February 28, 2017
Deadline to submit supporting documents for admission	March 01, 2017

### Round II

Activities	Date
Deadline to take GMAT	April 06, 2017
Deadline to apply online	April 13, 2017
Deadline to submit supporting documents for admission	April 14, 2017
Admission decisions	May 02 - July 31, 2017
Classes start	August 2017

For details regarding admission criteria and fee structure, please visit:  
[www.lums.edu.pk](http://www.lums.edu.pk)



“The faculty, the diverse student body and a unique culture are one of the core qualities of the LUMS MBA programme. Students from different industries – engineering, business, media, law, medicine, pharmacy and the armed forces – are empowered and compelled to elucidate their point of view. This exchange results in the most unique conglomeration of ideas and invaluable impartation of perspectives.”

**Mohammad Ali Mirza | MBA 2017**



# FINANCIAL SUPPORT

## GMAT/GRE Fee Refund

Applicants who are admitted to, and join, the MBA programme will get a refund of GMAT/GRE registration fee of one attempt.

## Merit Scholarships

Admitted students can be awarded merit scholarships covering 50% of the tuition fee if they meet one of the following criteria:

- ▶ Scored 700 or above in GMAT or GRE (equivalent to GMAT after conversion)
- ▶ Secured top position in University Merit Ranking

## External Scholarships (if available)

Applicants can benefit from the available funding opportunities, based on assessed financial need and criteria specified by the donors.

## LUMS Loans

LUMS currently offers over 20 interest free loans to MBA students, which cover partial to full tuition fee expense. Financial need assessment is done on a yearly basis. MBA applicants in need of financial support can apply for these loans.

## MCB Student Personal Loan (SPL) Facility

MBA applicants can avail MCB Student Personal Loan (SPL) Facility. The commercial loan facility is pivotal for students who are financially unable to afford the tuition cost.

For details, please visit  
<https://financial-aid.lums.edu.pk/mba-emba-programme-fa>



"I chose the LUMS MBA because it is the first choice of the top employers of the country. My favourite part of the programme is the interesting and complicated business cases we are taught which teach us a new way of solving business problems faced by companies around the world. The problem solving skills developed by this case study method helped me excel in my internship at Proctor & Gamble in summer 2016."

Aan Asif Cheema | MBA 2017

## Lahore University of Management Sciences

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