MONDAY, DECEMBER 11

0830 - 1000  FINANCIAL MARKETS
SAMIR AHMED

Topic: Financial Market Infrastructure: Credit Rating Agencies

Case: Private Capital and Public Policy: Standard and Poor’s Sovereign Credit Ratings

Read: Credit Rating Agencies

1000 - 1030  Tea break

1030 - 1200  RETAIL MANAGEMENT
ARIF I RANA

Case: Amazon in 2017

1200 - 1500  Break

1500 - 1630  CORPORATE GOVERNANCE
KHALID A MIRZA

Topic: Recovery from Failure

Read: “Tyco International: Corporate Governance”

1630 - 1715  Break

1715 - 1845  CAREER DYNAMICS AND PROFESSIONAL DEVELOPMENT
GHUFRAN AHMAD

Topic: Comparison and Evaluation of Two Potential Employers

Project Presentations
TUESDAY, DECEMBER 12

0830 - 1000  CHANNEL MANAGEMENT
             M LUQMAN AWAN

            Wrap up Session

            **Assignment:** "Be ready to discuss leanings from every session"

1000 - 1030  Tea break

1030 - 1200  CORPORATE LAW
             NABEEL SARWAR

            **Topic:** The Securities and Exchange Commission of Pakistan as Corporate Regulator

            **Case:** Watchdog

            **Assignment:** Be prepared for class discussion.

            **Read:** Securities and Exchange Commission of Pakistan Act, 1997

            **Note:** Please bring this Act to class.

1200 - 1230  Break

1230 - 1400  ORGANISATIONAL POWER AND POLITICS
             MOHSIN BASHIR

            **Topic:** Acting with Power

            In class exercise

1400 - 1730  Break

1730 - 1900  BUSINESS TO BUSINESS
             ARIF IJAZ

            Guest Speaker Session

WEDNESDAY, DECEMBER 13

0830 - 1000  FINANCIAL MARKETS
             SAMIR AHMED

            Project Presentations

1000 - 1030  Tea break
1030 - 1200  RETAIL MANAGEMENT  
ARIF I RANA  

**Topic:** Integration  

**Case:** Subhiksha: Managing Store Operations  

1200 - 1230  Break  

1230 - 1400  CAREER DYNAMICS AND PROFESSIONAL DEVELOPMENT  
GHUFRAN AHMAD  

**Topics:**  

1. How to Become a High Potential in Early Stage of the Career?  
2. How to Have a Fulfilling Career in the Long Term?  

*Panel Discussion*  

**Read:**  

1. What High-Potential Young Managers Want?  
2. Are You a High Potential?  
3. Managing Oneself (reread from session 2)  

1400 - 1500  Lunch break  

1500 - 1630  CORPORATE GOVERNANCE  
KHALID A MIRZA  

**Topic:** State of Corporate Governance (Malaysia)  

**Read:** The World Bank’s “Corporate Governance Assessment – Malaysia, June 2005”  

**THURSDAY, DECEMBER 14**  

1030 - 1200  CORPORATE LAW  
NABEEL SARWAR  

**Topic:** The Securities and Exchange Commission of Pakistan as Corporate Regulator  

**Case:** Watchdog  

**Assignment:** Be prepared for class discussion.  

**Read:** Securities and Exchange Commission of Pakistan Act, 1997  

**Note:** Please bring this Act to class.
1200 - 1230     Break

1230 - 1400     ORGANISATIONAL POWER AND POLITICS
MOHSIN BASHIR

Topic: Managing with Power

Read: Pfeffer Ch. 18

Assignment:

1. Is power means to an end or an end in itself?

2. Would you call engaging in organisational politics ethical or unethical?

Note: Reading Summary Assignment due before this session.

1400 - 1500     Lunch break

1500 - 1630     CORPORATE GOVERNANCE
KHALID A MIRZA

Topic: State of Corporate Governance (Pakistan)

Read: The World Bank’s “Corporate Governance Assessment – Pakistan, June, 2005” under the WB/IMF’s ROSC program, (See under Session 13 for brief remarks regarding the ROSC program)

1630 - 1730     Break

1730 - 1900     BUSINESS TO BUSINESS
ARIF IJAZ

Wrap up Session

FRIDAY, DECEMBER 15

0900 - 1300     MBA CONSULTING PROJECT
SHAKEEL S JAJJA

Work on MCP Project