MONDAY, SEPTEMBER 30

1105 - 1135 Discussion Group: Managerial Economics

1140 - 1310 MANAGERIAL ECONOMICS
TANVEER SHEHZAD

Topic: Monetary Policy II

Case: Zimbabwe: Grappling with Hyperinflation

Assignment:
1. What is meant by Hyperinflation?
2. How Zimbabwe got into the problem of Hyperinflation?
3. How to resolve the problem of hyperinflation?
4. What can international agencies do to resolve this problem?

1310 - 1435 Lunch break

1435 - 1640 MANAGEMENT COMMUNICATION
AAMNA KHALID

Topics:
1. The Art and Science of Persuasion
2. Aristotelian Appeals and Logical Fallacies

Read: Persuasion (Read before session 9)

Assignment: Exercise related to using different persuasive strategies to influence people to accept your idea.
Note: Assignment is due on session 11 and 12.

TUESDAY, OCTOBER 01

0830 - 0900 Discussion Group: Financial Accounting-I

0905 - 1035 **FINANCIAL ACCOUNTING-I**  
ASAD A ALAM  

**Topic:** Valuation of Inventories  

**Case:** Summit Distributors (A)  

**Read:** Chapter 8

1035 - 1105 Tea break

1105 - 1135 Discussion Group: Statistical Analysis For Management

1140 - 1310 **STATISTICAL ANALYSIS FOR MANAGEMENT**  
JAMSHED HASSAN KHAN  

**Topic:** Regression  

**Case:** Omer Textile Industries (OTI)  

**Read:** Regression Analysis

WEDNESDAY, OCTOBER 02

1435 - 1640 **MANAGEMENT COMMUNICATION**  
AAMNA KHALID  

**Topics:**

1. Strategic Use of Persuasive Appeals  
2. Logical Decision Making  

**Read:** *(Read before session 10)*

1. Persuasion I- The Basics*  
2. Using Principles of Persuasion  

**Reference Reading:** Change the Way You Persuade on LMS
### Thursday, October 03

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<td>0830 - 0900</td>
<td>Discussion Group: Financial Accounting-I</td>
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<td>0905 - 1035</td>
<td><strong>FINANCIAL ACCOUNTING-I</strong>&lt;br&gt;ASAD A ALAM</td>
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<td><strong>Topic:</strong> Long Lived Assets</td>
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<td><strong>Case:</strong> Measurement of Tangible Long-Term Assets under IAS 16 in the Airlines Industry</td>
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<td><strong>Read:</strong> Chapter 10</td>
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<td><strong>STATISTICAL ANALYSIS FOR MANAGEMENT</strong>&lt;br&gt;JAMSHED HASSAN KHAN</td>
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<td><strong>Read:</strong> Previous Readings</td>
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### Friday, October 04

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<td>0830 - 0900</td>
<td>Discussion Group: Organisational Behaviour</td>
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<td>0905 - 1035</td>
<td><strong>ORGANISATIONAL BEHAVIOUR</strong>&lt;br&gt;ARIF N. BUTT</td>
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<td><strong>Topic:</strong> Teambuilding</td>
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<td><strong>Case:</strong> MediSys Corp.: The IntensCare Product Development Team</td>
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<td><strong>Assignment:</strong></td>
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<td>1. How well is this team performing and why?</td>
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<td>2. What forces are affecting the IntensCare team’s behaviour, culture and outcome?</td>
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3. What factors are contributing to the team conflict?

4. What is at stake for the company? How would you assess the situation at MediSys?

5. What should Merz do?

Read: Managing High Performance Teams

1035 - 1430 Lunch and Juma Break

1430 - 1730 EXPERIENTIAL LEARNING-I
SYED ZAHOOR HASSAN/BUSHRA NAQVI

Topic: Panel Discussion

SATURDAY, OCTOBER 05

0830 - 0900 Discussion Group: Organisational Behaviour

0905 - 1235 ORGANISATIONAL BEHAVIOUR
(Double Session)
ARIF N. BUTT

Topic: High Performance Teams and Group Dynamics

Exercise: Tower Building

Read:

1. A Note on Team Process
2. Management Team Roles Questionnaire
3. Managing High Performance Teams