



IBA Alumni

Pushing boundaries, Redefining success

IBA Alumni E-Newsletter
April'13-June'13
Volume 10

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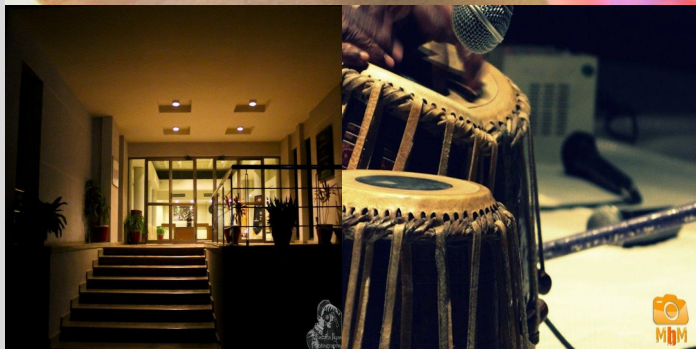
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IBA ALUMNI NEWSLETTER
VOLUME 10
APRIL-JUNE 2013



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Dear Alumni,

It was in July last year when I joined my alma mater in the capacity of Alumni Manager. The year has proven to be an exhilarating and gratifying one with loads of achievements and honor to look back at. 2013 kicked off with the launch of Online Alumni Registration form which allowed the alums to update their data themselves without the hassle of communicating change of credentials to Alumni office.

Less than a month later, we gathered one of the largest alumni gathering in IBA history to showcase to graduates the transformation IBA has undergone in recent times. We did not stop here and in collaboration with Alumni Society organized a batch wise reunion. Through these reunions we managed to amass Rs. 16 million donations which spoke volume about the confidence of alumni in their alma mater.

Although under-resourced, we tried our best to engage the Alumni in various activities and fortunately for us alumni were up to the task. With your help, we managed to gather both young and senior alumni to participate in BBA and MBA Admissions Interview Panel, guest speaker session and Distinguished Lecture Series. We also paid visits to two companies, Procter & Gamble and Meezan Bank which had a sizeable number of alums, as part of our initiative to keep the alumni informed of the progress at IBA.

Our efforts were not restricted to Karachi only but Alumni office helped gather alums in Saudi Arabia under one platform and an IBA Alumni KSA Chapter was launched in November 2012 which was under pipeline since 2010. Then, it was the turn of alumni in Lahore this June where the Chapter was revived lying dormant since its inception in 2009.

To connect Alumni spread across the globe, a much needed and awaited Alumni Website was launched. The website is of international standard and is a wealth of resource for alumni to remain in touch with their fraternity and alma mater.

As an alumnus, I can understand your association with IBA and that is what made us introduce Alumni Card as a source of our identity with this institution. It was from amongst us that a tagline was conceived last year which is indeed reflective of the prestige IBA Alumni holds in all walks of life.

This is just the beginning of the journey towards keeping the alumni fraternity bonded together. We hope that you will help us in achieving our goals.

Best Regards
Haris Tohid Siddiqui, '06
Alumni Manager
IBA Karachi



ALUMNI ACTIVITIES





IBA Annual Alumni Reunion Dinner 2013

As has been the tradition, IBA Alumni Society in collaboration with IBA Alumni Department hosted the home coming of Alumni at the Reunion Dinner. The event was held at IBA Main Campus on Sunday May 26, 2013. Invitations were sent to the batches of 1964, 1965, 1974, 1975, 1984, 1985, 1994, 1995, 2004, 2005 and 2012.

Around 250 Alumni including CEOs and functional heads of renowned organizations like Martin Dow, Lucky Cement, HBL, and Nestle etc. graced the occasion.

The event started off with a welcome speech by Shahzaib Khan, Manager of IBA Alumni Society, followed by a brief presentation by the lead sponsor and platinum partner of the event, Martin Dow. Following this, the patron of the society, Mirza Sardar Hussain, also shared his views regarding the significance of the event and how the IBA Alumni have always been a symbol of pride for the institution. The Dean and Director of IBA, Dr. Ishrat Husain lauded the efforts of Alumni towards the curricular and co-curricular activities at IBA. He emphasized on the pivotal role the alumni can play in helping the institution progress further. Later we saw the manifestation of this call when Chairman Martin Dow Mr. Jawed Akhai, IBA Alumnus 1985 pledged 2 units of Alumni Student Center worth Rs. 10 million.

Later an entertaining activity was conducted by the Director of Alumni, Mr. Zafar A. Siddiqui, where the alumni were given an opportunity to share their experiences regarding the memorable times spent at IBA. Dinner vouchers of Avari Towers and Beach Luxury were distributed as a token of appreciation to those who participated enthusiastically in the activity. A signature wall was also setup to capture the recollections and reminiscences of Alumni.

After a sumptuous dinner, the evening culminated on a melodious note with musical performances from ghazal maestro Faisal Latif and latest singing sensation by Aamir Ali.



The Annual IBA Boys Hostel Alumni Dinner :May 4, 2013

The Annual IBA Boys Hostel Alumni Dinner has been cherished as an event of bonding and brotherhood in the IBA Boys Hostel for many years. It has become a tradition; a practice that bridges the gap of time between batches and unites them as one family, creating both inter and intra batch linkages. The Alumni Dinner was organized by the hostel residents on Saturday, 4th May 2013 and was attended by more than 260 students and alumni from different parts of Pakistan. The event began with welcome drinks being offered to the guests and a warm reunion of the alumni who had met after a long time. This was followed by the address of Mr. Jami Moiz, Superintendent - IBA Boys Hostel and Mr. Moazzam Ayaz Malik, Manager – Boys Hostel/Hostel Executive Committee.

The alumni were exhorted and cajoled to share their experiences and interact with the new residents, which they did with much affection, frankness and enthusiasm. The alumni also provided professional guidance and mentoring through their rich experiences in practical life. For the first time ever, a new tradition was begun. The attendance of alumni at the Annual dinner was acknowledged through plaques presented to them to mark the event and serve as a reminder of the evening.



The graduating batch of hostel residents of MBA, MS and BBA were also presented plaques to be as a memoir of the evening as well as the years spent together at the IBA Boys hostel as a fraternity of brotherhood.

Followed by the distribution of souvenirs, dinner was served and the residents spent time in the company of their mentors. The alumni visited both the hostels after the dinner and expressed their appreciation for the remarkable improvement in infrastructure brought about in the recent past. The event ended with a vote of thanks to the Dean and Director and Registrar for transforming the hostel environment and creating such a congenial atmosphere for hostel residents. A home away from home indeed! Here acknowledgement of the services of Mr Mujahid Hussain Detho, Hostel In charge and Mr Babar Rafiq with their team of hostel staff must be made. They are certainly a commendable group of individuals who are always there with open arms to solve resident's issues with smiling faces and a cheerful demeanor.●●●

GUEST SPEAKER SESSION EXCLUSIVELY FOR IBA ALUMNI

Mr. Hammad Siddiqui, Deputy Country Director Centre for International Private Enterprise Pakistan.



A Guest Speaker session on 'The Use of Social Media for Branding & Marketing' was held on Friday June 07, 2013 in the Seminar Hall, Abdul Razzak-Tabba Academic Block at IBA Main Campus by the Alumni Department. The session was organized exclusively for the alumni and attracted a dozen alums from 70's, 80's, 90's and early 00's.

Mr. Hammad Siddiqui was the session facilitator. He holds 24 years of work experience in the private sector development, training, capacity building and designing and facilitating advocacy campaigns. He is currently serving as Deputy Director, Center for International Private Enterprise (CIPE).

As is evident from the topic, the session centered on how social media, once considered an informal communication channel, is now being used by business professionals and corporations all over the globe to promote and market their products. Some of the senior alums from the class of 70s and 80s who have started their own businesses were present on the occasion to advance their knowledge of using various social media tools to market their brands.

Attendees were divided into two groups; those who were skeptical of the use of social media and those who supported the idea of utilizing this media for constructive purposes. Almost all agreed that initially they were slow to respond to this communication medium and construed it as a 'waste of time'.

Mr. Siddiqui explained to the audience that social media has changed the dynamics of how we think, speak, act and consume. Calling social media "a true manifestation of global village," Mr. Siddiqui highlighted how we need to change in this ever-changing global milieu or be left behind in the race for survival.

The novel idea of conducting a session exclusively for Alumni was given by Muhammad Asadullah, Alumnus of 2003 who had attended one of Mr. Siddiqui's guest speaker session to EMBA students at IBA.

The session was followed up by refreshments which provided a networking opportunity for alums from different sectors and industries to interact and share their thoughts.





ALUMNI HELP IBA IN DECIDING FUTURE LEADERS

More than 300 alums gave their consent for becoming interview panelists but due to shortage of space, the Alumni Department in collaboration with the MBA program office shortlisted first 60 entries. To accommodate the maximum number of alumni, it was decided to include one faculty member and two alumni in the interview panel.

The Alumni made use of their knowledge of IBA and the current market trends as well as valuable industry experience, to assess and judge a candidate in terms of his/her compatibility with the IBA and helped the esteemed institution decide its future students. Two days of rigorous exercise saw 52 alumni from as far back as 1972 volunteering for the activity, out of which 20 alums were from the batches of 1972-1998. CEOs and functional heads from renowned organizations like Standard Chartered Bank, Martin Dow, HBL, Ernst and Young International, Novartis and many more interviewed the incoming candidates. Few of the alumni, who were visiting Karachi on an official/personal trip, extended their stay to participate in the activity. Some of the alums along with faculty members moderated the group discussion preceding the interviews, which is an important and mandatory part of the admission process. Each candidate in the group discussion was assessed based on his/her communication skills.

For the first time in IBA's history, MBA graduates of IBA were made part of the Admissions Interview process for the incoming MBA candidates who had cleared the Aptitude test. Interviews were conducted from May 17-18, 2013 at IBA Main Campus and around 200 candidates were screened for their suitability at IBA. MBA graduates with a minimum work experience of 5 years were sent invitations for the event and an overwhelming response was received.

In entirety, the exercise was appreciated by all. This is what some of the alumni had to say about the activity:

"(It was a)very good experience, very different from the interviews I take at corporate level. (Interviews) give a good understanding of the motivation of various individuals who apply for MBA program, given diverse backgrounds needs and objectives."

-FarhanTalib, Alumnus '95, Head Investment Banking, HBL

"It was wonderful to be on other side of the table. Simply a great experience. Very well coordinated and arranged. Moreover it's an excellent initiative of IBA to engage its Alumni in such important exercise with their very own institute. It should be continued in future."

-Sarfaraz Ahmed Sheikh, '06, 'Sr. Sales Promotion Officer', PIA

"It was good experience and it is good step taken by IBA to include Alumni in this process. This will further enhance IBA's filtration (process of candidates and its) quality."

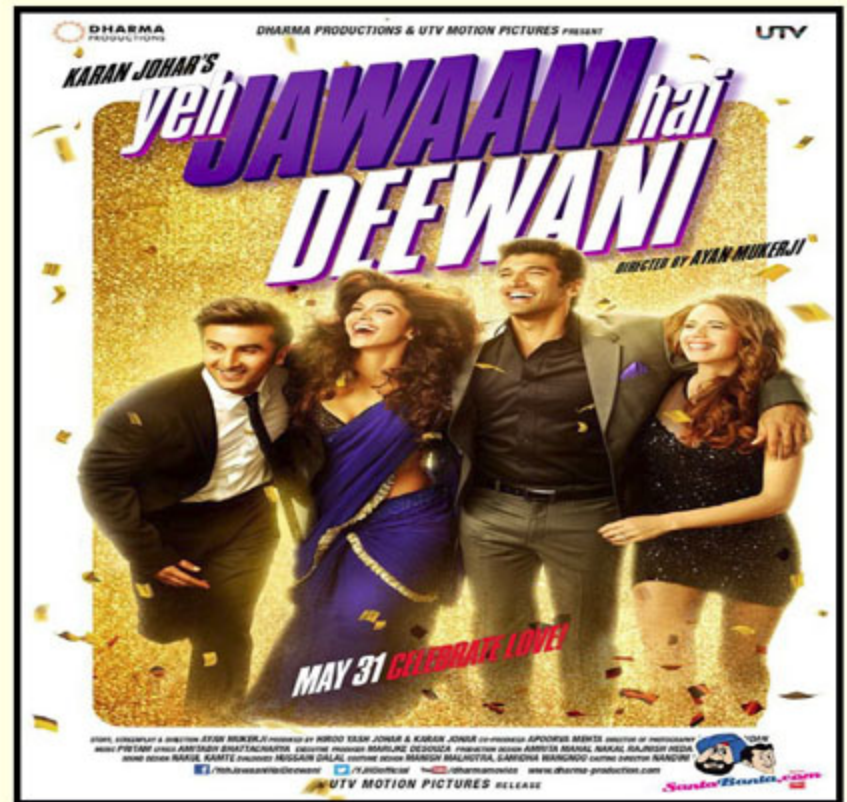
-AfrozaBhamani, Alumnus '82, Director, Hampton School

During the sessions, some of the alumni who were visiting IBA after a decade or more of their graduation were given a campus tour. Alumni were enthralled to see the transformation IBA has undergone in recent times, in terms of academic and infrastructure changes.



Be not proud of the light streaming in your heart. Who knows if it is yours or a mere shadow of someone else's darkness.

MOVIE SCREENING FOR ALUMNI: “YEH JAWAANI HAI DEEWANI”



As part of alumni engagement activity, a recent Bollywood block buster movie “Yeh Jawani Hai Deewani” was screened exclusively for the IBA alumni at Universe Cineplex, Karachi on Saturday June 29, 2013 on a subsidized rate. The protagonist behind this idea was Mr. Shahid Shafiq, Alumnus of 1974 and Alumni Representative on the IBA Board of Governors who helped arrange sponsors to get the movie tickets for alumni on subsidized rates.

An email was sent to alumni a week before the event and tickets were reserved / sold out within a few hours of the original e-mail! The available number of tickets was 138 tickets, but we had a demand of over 500 + tickets. Tickets were reserved / sold on a strictly first-come-first-served basis. Alumni and their friends and families thoroughly enjoyed the movie and commended the efforts put in to engage alumni through social activities.

You can assist us by clarifying a few questions, which will allow us to enhance engagement activities with the alumni:

1. Would you like to see a new picture, or a classic?
2. Would you rather see English or an Urdu picture?
3. Instead of a movie, would you prefer to see a play? Again, in Urdu or English? A comedy? A musical?
4. What else would you like the alumni to do as a group?

Please send your feedback at alumrepIBA@gmail.com



IBA ALUMNI SHARE INDUSTRY INSIGHTS WITH GRADUATING STUDENT



Institute of Business Administration (IBA), one of the leading business schools in the region, continuously endeavors to produce excellent leaders and managers. The annual IBA HR Forum aims at providing an opportunity for future employers and potential employees to interact with each other, and for the industry representatives to share their insights, expectations, and concerns regarding the graduates produced by IBA. IBA is proud to state that, like always, the alumni came forward to make the event a success by being part of the group of respective panelists and guest speakers, discussing with students the industry expectations and vice versa. The event was hosted by the IBA Human Resources Club in collaboration with the IBA Alumni Department and IBA Career Development Center. It was organized on May 17, 2013 at APWA auditorium, City Campus.



IBA Karachi, ensures that it not only inculcates knowledge and ideal morals in its students but also takes a proactive approach and shapes them as per the changing needs of the hour. The HR forum, with its notable guests, was organized to enlighten students with the perspectives of professionals from established organizations belonging to different disciplines. The panel discussion included speakers from different organizations and was moderated by Ayesha Akram of the graduating MBA batch. The IBA alumni participating in the event, namely Humayoon Asghar (*alumnus of 2006*):CCO & Head of Bancassurance at Global Bancassurance (GBA) Services Pvt Ltd; Mr. Shafaat Khan: Supply Network Operations Leader, P&G Pakistan; Ms. Hamna Akhtar: Head of Human Resources, Abudawood Trading Company Pakistan (Pvt) Ltd. and Mr. Muhammad Hanif Idrees: Chief Financial Officer, DHL Pakistan, are appreciated and thanked for sharing valuable insights and guiding the graduating undergraduate and graduate batches of employment opportunities and expectations.



IBA STUDENTS TRAVEL TO ISTANBUL ON STUDY TOUR



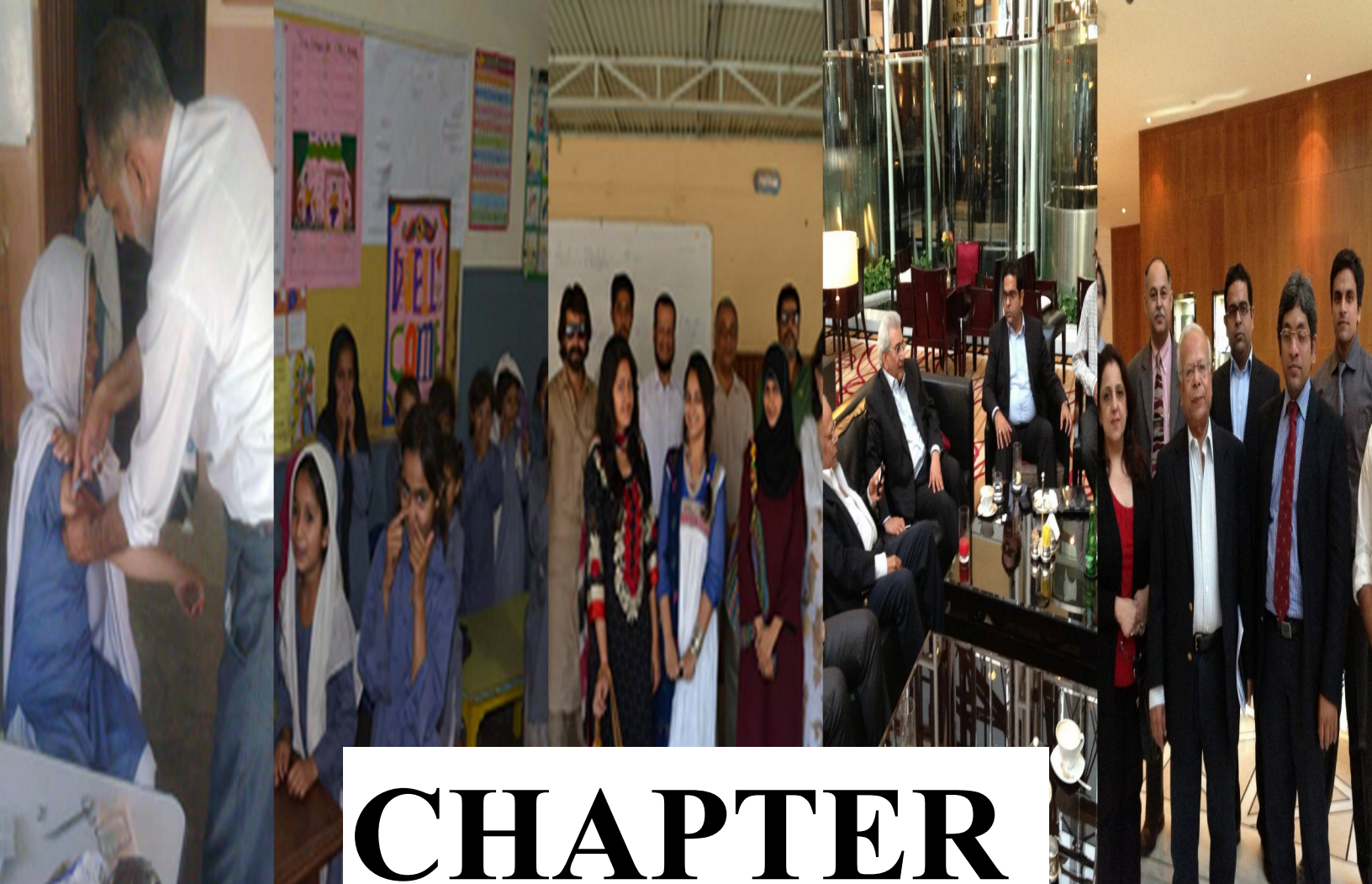
On June 17, 2013, a group of 17 students travelled to Turkey's capital, Istanbul, as part of their studies – a place they called 'halfway between home and the West'. During their week-long trip, they visited religious, cultural and historical sites, markets, the Koc University and had meetings with owners of various franchises.

The trip also included a corporate visit to **Yum! Brands, Inc.** or **Yum!** – a United States-based Fortune 500 corporation. Here IBA Alumnus, Mr. Sabir Sami became the focal point and gave the students a feel of how the real world functions. **Yum!** operates or licenses Taco Bell, KFC, Pizza Hut, and WingStreet restaurants worldwide and students said they could relate to the real world their theories of 'the Equity Model vs. Franchise model', 'Communication and Culture', 'Brand Propositioning', 'Media Planning' and 'Consumer Insights', which they had learned during the course of their studies. Later, the group paid a visit to Reckitt Benckiser, where another IBA Alumnus Mr. Tahir Malik, General manager RB give them a tour of the facilities and its business operations in Turkey. He gave them a comparison of the functioning of RB both in Pakistan and Turkey.





On behalf of IBA, we are thankful to our alumni Mr. Sabir Sami and Mr. Tahir Malik for taking out time from their hectic schedules and letting IBA students know why they should be proud of their alumni.



CHAPTER UPDATES

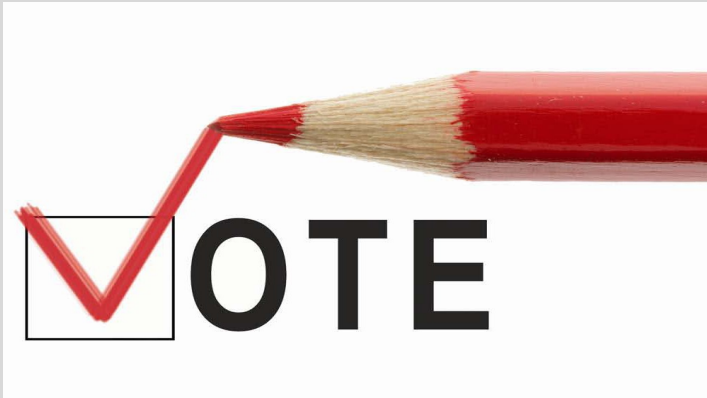


- 1. Academic Excellence and Quality Enhancement
- 2. Faculty Development
- 3. Physical and ICT Infrastructure Development
- Community Outreach
- International Linkages

MBA Program

CHAPTER UPDATES

ALUMNI ACROSS THE GLOBE



ELECTIONS...

IBA ALUMNI

CANADA CHAPTER

The IBA Alumni CHAPTER Canada concluded the process of election in APRIL. The following members are chosen as incoming directors for the next term:

1. Mr. Mohammad Ali Dairywala- Sr. Financial Analyst, RogerWireless.
2. Mr. Zahid Junejo-National Accountant & Branch Manager, Cambridge Mercantile Group.

3. Mr. Anwar Ahmed - Manager Deposit Taking Group, Office of the Superintendent of the Financial Institutions of Canada.
4. Mr. Ghalib Salaam - Sr. Commercial Account Manager, RBC.
5. Mr, Ali Shirazee - Chairman, Vector Capital Ltd.
6. Mr. Irfan Sattar - Project Manager, Greeniche Natural Health.

We welcome the incoming directors and wish them all the success and support in having a conducive term with the Alumni Chapter.

The out-going directors, (Sabir, Nasser, Anwar, Sabeen and Saquib), have extended a note of thanks to chapter members for their active engagement and support. The IBA Canada chapter has actively engaged the alumni present in Canada through organizing picnics, networking sessions and calling for support for causes like TCF.

The IBA Canada Chapter maintains communication with members mainly through LinkedIn and Facebook-groups. Alumni present in Canada are requested to join the groups to stay up-to-date about the activities that are taking place, the latest news on the Chapter as well as to give in suggestions and ideas to the chapter directors.

IBA Canada Chapter:

LinkedIn: <http://www.linkedin.com/groups/IBA-Alumni-Chapter-Canada-3272858/about>

Facebook: <https://www.facebook.com/groups/10291477812/?fref=ts>



IBA ALUMNI CHAPTER- ISLAMABAD: GIVING BACK TO THE SOCIETY



The IBA Alumni have had a strong tradition of participating in CSR activities, regardless of the region/ organization that they are employed at. This is in addition to adding laurels in the corporate and entrepreneurial projects and development programs lead by various alumnus. Recently, the IBA Alumni Islamabad Chapter, made us proud by concluding their first CSR project for Mashal School (<http://www.mashalschool.com/>), on May 18, 2013.

Mashal School is a non-profit, charity organization, located in Islamabad, which strives to provide education to the street children of the vicinity and beyond. These children come from derived and under-privileged homes, which face socio-economic troubles. Moreover, these children are made subject of various forms of abuse and child-labor; and are often employed for various odd-jobs.



Mr. Shabbir Halai, General Secretary for the IBA Alumni-Islamabad chapter, conceptualized and formulated the project. Mr. Halai is member of the visiting faculty at SZABIST Islamabad. As a term project for his undergraduate course, Mr. Halai assigned students to work on short-term finances for Mashal School. The undergraduate students were successful in arranging goods Rs. 40,000(PKR) for the school. The IBA Alumni- Islamabad chapter, being aware of Mr. Halai's efforts, provided a deeper insight into the matter and offered support for the project in their own capacities.

Mr. Raza Chinoy, President - IBA Alumni Islamabad Chapter, arranged for free dental checkups as well as free Hepatitis Vaccinations for the 600 school members. This was done through involving Pepsi Islamabad (Haidri Beverages Ltd.) in the project. The arrangement was facilitated by Mr. Chaudhry Mujeebullah- Consultant, Pepsi Islamabad & Peshawar & Director Islamabad Stock Exchange.

Similarly, Mr. N.Humayun, VP – IBA Alumni Islamabad Chapter, extended his support through forming a collaboration between the school and a local NGO, MIED. Moreover, Mr. N.Humayun also introduced Mashal School to Mr.Saad Amanullah Khan- CEO of Gillette. Mr.Saad Amanullah Khan is a strong advocate of education for street children in Pakistan, and brings in support from the Corporate Sector-Gillette, USA, for the same purpose. Mr. Humayun is also appreciated for helping the school gain FBR recognition as a charity fund.

The administration at Mashal School were also guided by the IBA Alumni towards various opportunities and possibilities for the school and its' students in the community, which included, for example, obtaining a government school on lease to provide students' with better school space and facilities. The IBA Alumni- Islamabad Chapter is applauded for their efforts aiming towards improving the facilitation of funds, administrative measures and health initiatives at Mashal School.





IBA LAHORE CHAPTER REINVIORATED



The event kicked off with a one-hour networking session and the blend of senior and young alums.



In order to rejuvenate and revive the Alumni Chapter in Lahore, lying dormant since its inception in 2009, IBA Alumni Department organized a get-together on Saturday June 22, 2013 at Royal Palm Golf & Country Club, Lahore which attracted almost 50 alums from 60's to date.

The event kicked off with a one-hour networking session and the blend of senior and young alums provided an opportunity for all to interact with each other and reminisce their good old times at IBA. This was followed up by a presentation from Director Alumni Affairs, Mr. Zafar A. Siddiqui which gave an overview of the transformation taken place at IBA. Mr. Siddiqui discussed the future plans of the alma-mater and what role alumni can play in its betterment.

Most of the attendees who had not visited IBA in recent times wished they could become part of the new IBA which has changed leaps and bounds both in infrastructure and academics. The presentation was preceded by question and answer session where alumni enquired on various aspects pertaining to IBA and ways of giving back to their second home.

Subsequently, the attendees were requested to volunteer for the reinvigoration of the Chapter. A steering committee comprising of 6 volunteers was made with Ms. Ambreen Zafar, Alumna of 1987, as its head. Upon deliberation, it was decided that this committee will conduct follow up meetings with Chapter members, structure the chapter, schedule activities and mobilize the chapter. Within 6 months, the committee would conduct elections, elect the office bearers and formalize the functioning of Chapter.

As a follow up to the alumni gathering, a meeting of the steering committee took place at Lahore Gymkhana on Saturday June 29, 2013 and an action plan was put in place to set the ball rolling. An official email ID of Lahore Chapter has been created.

Alumni who reside in and around Lahore are requested to join the Chapter by providing their details via email to alumni.lahore@iba.edu.pk. An official facebook group of the Chapter has also been made to open an informal channel of communication for alums in the area. Do join the Chapter to get the latest from the Chapter

<https://www.facebook.com/groups/467442560016084/>

We hope that this effort will go a long way in keeping the Alumni in and around Lahore connected with each other and their alma mater.



PAKISTAN IBA CHAPTER (PIC) - MILESTONE IN MAKING



Dr. Ishrat Hussain, Dean & Director IBA, met the IBA Dubai Alumni chapter on June 12, 2013 at Emirates Towers, Dubai. The meeting finalized the launch event for PIC (Pakistan IBA Chapter - UAE or PIC) on July 4, 2013. The event will be sponsored by Mr. Waqar Siddique, Board Director of The Abraaj Group. The launch event will focus on the communication of the PIC forum to the alumni, future plans, call for registrations and memberships enrollment for the forum, IBA fundraising needs and initiatives, and announcement of election dates along with procedures and processes.

Earlier in the year 2013, MOU with Pakistan Association of Dubai (PAD) in UAE was formalized. The IBA Dubai chapter would be formally recognized as PIC in future and the same would go forward in all communication. The milestone was achieved in collaboration and under the patronage of H.E. the Ambassador of Pakistan to UAE Mr. Jamil Ahmed Khan. Gratitude is also expressed towards Mr. Waqar Siddique and Mr. Irfan Mustafa for their continual support and guidance.

The PAD team, namely Dr. Zia ul Hasan (President), Dr. Feisal (General Secretary) and Mr. Zahid Tirmizi, is also acknowledged for its commitment towards the initiative. Similarly, members of the launch committee, namely Ms. Nabila Arif, Ms Muneeza Shoaib, Mr. Iqbal Noor, Mr. Ali Fehmi, Mr. Uzzam Malik, Mr. Adil Mushtaque and Mr. Arfeen Alam are also thanked for being present during the entire process and for providing support and guidance at all important junctures. Mr Ishrat Hussain, dean and director IBA and Mr. Zafar Siddiqui, Director Alumni Affairs & Resource Mobilization, are also appreciated for their faith in the initiative and their continual guidance and patronage.

The meeting at Emirates Towers also confirmed that the PIC Constitution Draft is ready and is under the process of ratification by a legal expert before it is shared with the PAD and the Executive committee. The finalization and ratification is being coordinated by Mr. Waqar, Mr. Fahad Ali and Mr. Fahim.

The meeting also marked the tentative holding of a pre-Eid get-together for the alumni based in Dubai. The get-together is planned in the second week of August. Elections for the PIC office bearers will take place at this event. It was also decided at the meeting that PIC would collaborate in mobilizing funds for the capital development taking place at IBA Karachi presently.



IMPRESSIONS

FROM ALUMNI

CNN reported that a new home based business is started every 11 seconds only in the U.S. alone. People are trying to move closer to home, to spend more time with their family and less time out in an office. Network marketing is quickly becoming the best type of home-based business.

Multi-level or network or word of mouth or referral marketing is successfully growing like wild fire and thanks to the development of computer technology and Internet for its growth.

So, why should you choose multi-level marketing as a profession?

- Multi-level marketing (MLM) is the fastest growing industry
- Most millionaires are made in multi-level marketing
- Most people are introduced to new products and companies by word of mouth recommendations
- It's an exploding industry – estimated 50,000 new entrants every week!
- Low Start-Up Costs with typically under Rs.20,000
- Low Risk usually on product purchase that can be used personally
- Experts predict that network marketing will be the franchising of the 21st century.

Written By: Quaid J. Surti
Alumnus of 1975



CHARM OF

DOING

NETWORK

MARKETING



MARKETING

Success....



....In Network Marketing

The BUSINESS SYSTEM:

Look out for companies having plans with several possibilities for their Distributors. A typical MLM company will operate in the following manner;

You buy a product and become a customer. When you opt to work you become its distributor

You then refer prospects to company's products.

Few prospects choose to become customers. Customers direct below you, are called Direct Customers.

They may remain as customer or act as a distributor. In such a case, they refer their contacts to join.

Their referred customers are also in their as well as your down-line.

These customers who are referred by your down-line members are your Indirect references.

Under your down-line, direct or indirect sale are all considered your sales & you earn commissions.

People you introduce will also introduce other sales and further expand your team.

QUALITIES OF A NETWORK MARKETING COMPANY:

Your success in MLM is dependent on your joining a good company as well as how you view and accept it. Following factors can help identify a good, legally acceptable company. These carry **YES** points to qualify.

Is the product universally acceptable?

Is it easy to enter into the opportunity?

Are you rewarded with direct as well as residual sales?

Are you rewarded for personally sponsoring others?

Are you rewarded for recruiting multiple levels?

Is the focus on selling products to the end consumer?

Are you rewarded for training and supporting your down-line?

Does the plan offer non-monetary rewards and incentives?

Conversely, here are few factors to watch out for when evaluating an opportunity. These should carry **NO** vote.

A company does not discourage deadweight distributors and non-producers.

A company that encourages inventory loading or large investments in product.

A company that allows you to manipulate the compensation plans.

A company that emphasizes gimmicks rather than selling a product.

FEW SIMPLE STEPS TO NETWORK TRAINING:

You have a very bright chance of success if you follow few simple steps.

Changing your belief system is central to making any real and meaningful learning skills.

Learning should come in a way that they are consistent with your other beliefs and are lasting

One powerful way to learn is to take action.

Take one step at a time. Take action consistently and over a period of time, as it is necessary to learn and make new mindset.

HOW TO TRAIN YOUR MIND:

Slowly and just loudly enough, read the following passage daily to yourself. This is only one of the techniques to reprogram and train your mind to help you achieve your goal.

"I have a strong desire to make the remainder of my life uncommonly successful. I am a high achiever at work that I do for living. I also genuinely enjoy my network marketing, even in difficult times. I strive to have a very rich and satisfying personal life, even when things are difficult in that aspect of my life as well. In addition I sustain this uncommon success, not at the expense of any other person, if at all possible. My network marketing business is growing day by day and I am the reason by the power within me."

I would suggest that you print this on a card and keep it in your pocket.



INNOVATION: THE MISSING INGREDIENT OF PAKISTAN'S MICROENTER- PRISES

Written By:
NADEEM TALHA

ALUMNUS OF 2010



The ability and willingness to innovate is the key driving force for organizations. In the face of rapidly changing markets and consumer tastes, the most successful enterprises are those which are most adept at anticipating shifts in demand and adjusting their supply of products or services accordingly. On the other hand, enterprises which are not mindful of the external environment and which thereby function in a rigid manner year after year are likely to either see their growth plateau beyond a certain point, or even worse, witness a decline in profits as they are left behind by progressive competitors. While all this may sound like common sense to you and I since we were fortunate enough to have access to education, there is a category of enterprises operating in Pakistan – currently contributing between \$70-90 billion to the country's GDP – whose owners largely lack an appreciation for the benefits they can reap through innovation.



I am referring to microenterprises, including setups run by cobblers, tailors, carpenters, flower-shops, all the way down to thaylay-walas (street vendors/hawkers) and chaidhabas (tea-houses). As part of the Potential Enterprise Mapping Strategy (PEMS) initiative (www.pemstrategy.com), I was lucky enough to benefit from face-to-face interaction with 400 microenterprise owners during interviews designed to uncover the operational difficulties encountered, nature of business acumen possessed and the future potential for growth of these enterprises. The heartening finding was that microenterprise owners were prepared to invest a lot of effort and hours into their businesses; several respondents regularly put in fourteen-hour shifts throughout the week. On the flip side, though, it appeared that their vision was primarily short term and rarely extended beyond mechanical day-to-day activities. Some enterprises were content simply to survive, while others voiced discontent over falling profits but felt that it was beyond their control to fix the situation.

While there was significant variation in specific challenges faced by the survey sample, one finding which remained constant was that the mindset of microenterprise owners was very different from that of entrepreneurs and managers associated with SMEs and large firms. More importantly, this mindset was holding them back from realizing their full potential. Any business graduate will tell you that a firm's life-blood is its profit-making motive. To achieve this end, dynamic firms dedicate considerable energy towards formulating a strategy and long term plans which give them a proper direction and goal. Through systematic management, record-keeping, research, analysis etc, these firms are able to identify strengths, weaknesses, opportunities and threats and tackle them accordingly. Firms which effectively tap into knowledge networks and incorporate technology into their operations achieve greater competitive advantage.

A typical microenterprise owner often does not even have primary/secondary education, let alone a specialized business degree like a BBA or MBA. In most cases, he/she would have served as an apprentice to a family member or relative for a number of years before setting up his/her own microenterprise in a similar line of work. Hence, business acumen is passed on from one generation to the next without any significant upgrades. Primary modes of thinking, such as an external locus of control and an over-reliance on the government to provide a solution to all problems, are also inherited by the new breed of microenterprises. The net effect: innovation, both of thought and process, suffers.

What, then, is the solution? Society's forward-thinking members and institutions must step up and take charge of fostering innovation in the microenterprise landscape. The core requirement of such an engagement is the sharing of information in a form that microenterprises can process and use to restructure their setups. Besides the cumulative benefit this exercise would bring to microenterprises themselves, society also stands to gain from a more robust microenterprise sector. Microenterprises constitute a large proportion of the country's labor force, mostly operating in the informal sector (outside the tax net). If these enterprises grow with time and begin maintaining formal records and paying taxes, society as a whole receives the benefit of greater tax revenue and a more even distribution of the tax burden. Moreover, if microenterprises move up the ladder and expand operations, they would create jobs; conversely, if they suffer and shut down, or lay off employees, unemployment would rise – accompanied by associated menaces like a rise in crime rates, mobile-snatching etc. Hence, for motives either selfless or selfish, society has an integral stake in the well-being of its microenterprises.

I HAVE A DREAM....

Written By: YUMNA HALEEM

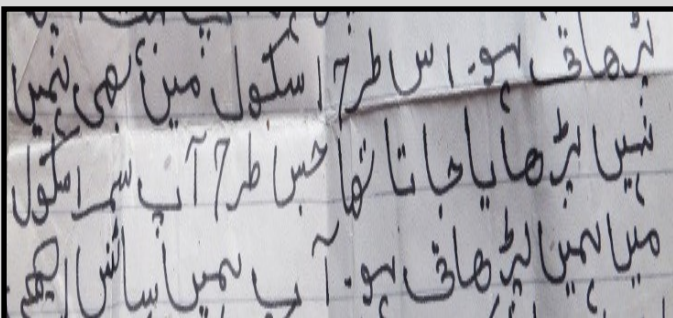
ALUMNUS OF 2012



A couple of months ago, Teach For Pakistan conducted an Academic Olympiad where contestants from 12 different schools competed against each other. These 12 schools were part of the school network in which fellows from our cohort were placed. Some students from my old school were a part of the event as well and it gave me an opportunity to reunite with them.

Asking them about how their school was coming along, they told me that only the TFP fellows came to their class to teach as most of the other teachers were gone on election duties. I asked them about science (as that was the subject I had taught them) and they informed me that their science teacher comes to school but usually while away time chatting in the staffroom downstairs. 'Miss, isi liye hum ap se kehte the ke ap hi humein science parhao!'

I remembered how they used to ask me to stay on in their school and some notes a couple of students wrote in which he said how they had covered more in their summer school science class than they did the entire year. I remember laughing it off, thinking it was just an attempt at flattering me, but now I realize that it was completely true!



It hurts more so because I could've been that teacher yet I wasn't there for them. They'll be in ninth grade soon and with what little science they know I wonder if they'll secure the necessary marks that will get them to college and university later on.

These days are just sad. Time and again I witness incidents or happen to hear conversations which serve as an ugly reminder of the educational crisis our country faces. Only a few days ago, two girls from 1st grade were made to broom the school floors and I overheard what they were saying to each other:

Girl A: *Phans gaey hum phir se!*

Girl B: *Itna tou hum parhtey nahi hain jitna hum kaam kertay hain!*

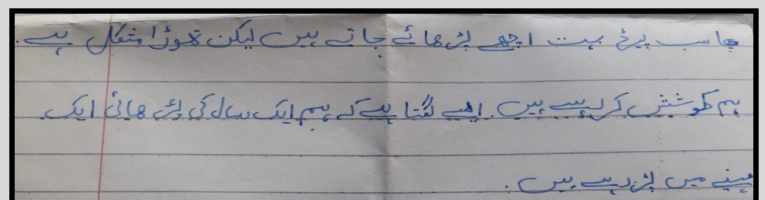
During break-time, as I was re-taking tests of some of my students, a couple of 4th graders dropped by to chat.

Student 1: *Miss, mujhe ap logo ke anay se pehle kuch nahi aata tha, ab mujhe sab kuch agaya hai!*

Student 2: *Miss, hamara abbu tou humein dusre school mein dakhla kerwanay ja raha tha. Fees jama kerwani reh gai thi bas jab ap log aey. Phir hum ne bataya abbu ko ke ab parhai achi honay lagi hai tou unho ne humein isi school mein rehne diya.*

Student 3: *Miss, yahan dusre teachers tou class mein atay hain, bolte hain k kitaab ka ye page kholo aur yahan se yahan tak likho. Ek hafte mein puri copy khatam hojati hai!*

To see the future potential of our country wasted like that before your very eyes is disturbing. And this is what makes me realize why we need more people on board our team, more fellows in more classrooms so that the capabilities of each of such students is harnessed and more dreams are enabled. We need to ensure our students are always in good hands. We need more people to join the movement which believes that, 'One day, all children in our nation will have the opportunity to attain an excellent education.'



CONFESSIONS OF A ROOKIE PEOPLE'S MANAGER

Written By: ZOHAIB KHAN
ALUMNUS OF 2009



Disclaimer: The content is based purely on the author's individual opinions, personal experiences and observations.

Becoming someone's boss is an experience that most people are not prepared for. It requires a completely different skillset from what is needed as an individual worker. My first reaction could be described as panic. "How will I manage a resource? What if I ruin someone's career?" these were the two questions I had asked my previous supervisor when he told me that I was being promoted. Initial period was awkward to say the least. Through this article, I would like to share some of the experiences that I have had during the process, and some observations from other people managers which may be of use to future people managers.

- Never commit to anything unless you have the letter/ approval in your hand. This relates to annual appraisals, promotions and pretty much everything that affects a direct report's motivation. Open communication is fine, but nothing is more damaging to your relationship than unfulfilled promises.
- No direct report likes a boss who cannot stand up for them. Please stand behind your people and for them. Reprimand them when needed but it's a great feeling when your boss has your back.
- Trust your people. It usually brings out the best in them and most of them would do their best not to let you down. Challenge them by assigning them tasks out of their comfort zone and most of the time they will do fine.
- Seek advice from your direct reports, but once you have made a decision stick to it. Nothing is more irritating than a supervisor who can't make up his mind.
- You don't have to know everything. You can't possibly know the level of details that your direct report knows since they are the ones working on the task and you are supervising.
- As a boss, you cannot be their friend. You can be a friendly boss but a boss nonetheless, so please stop commenting on everything they do on Facebook.
- You should not dump your work related frustrations on them as it would become a vicious self-perpetuating cycle of demotivation. Friends are there to listen to what your work related troubles are. It is easier said than done as we spend most of our waking hours at work.
- Everyone is motivated by different things. Find out what makes your people tick.
- Not everyone has the same working style, but as long as they are getting the work done you will have to adapt too.
- The moment of truth usually comes when your direct report is no longer reporting to you. If you still command respect (especially behind your back) then that's where your personal power trumps position power.



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IBA ALUMNI CARDS- A LIFE-LONG IDENTITY

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- **OUTLOOK EYE WEAR:** A one step solution for all the eyewear requirements. Specializes in both branded as well as non-branded eyewear at prices that are unparalleled in the market.
- **OPENSOURCE PAKISTAN:** It is an International Benefits Provider that works at connecting great talent with great opportunities!

For a detailed list of the IBA Alumni Card partners, please visit https://alumni.iba.edu.pk/iba_alumni/alumni_card_benefits_details.html

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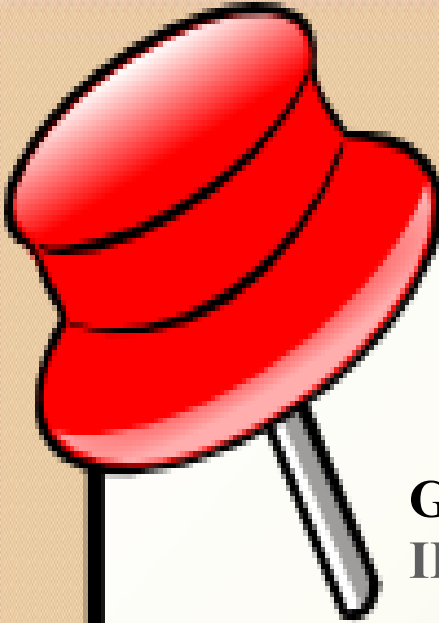
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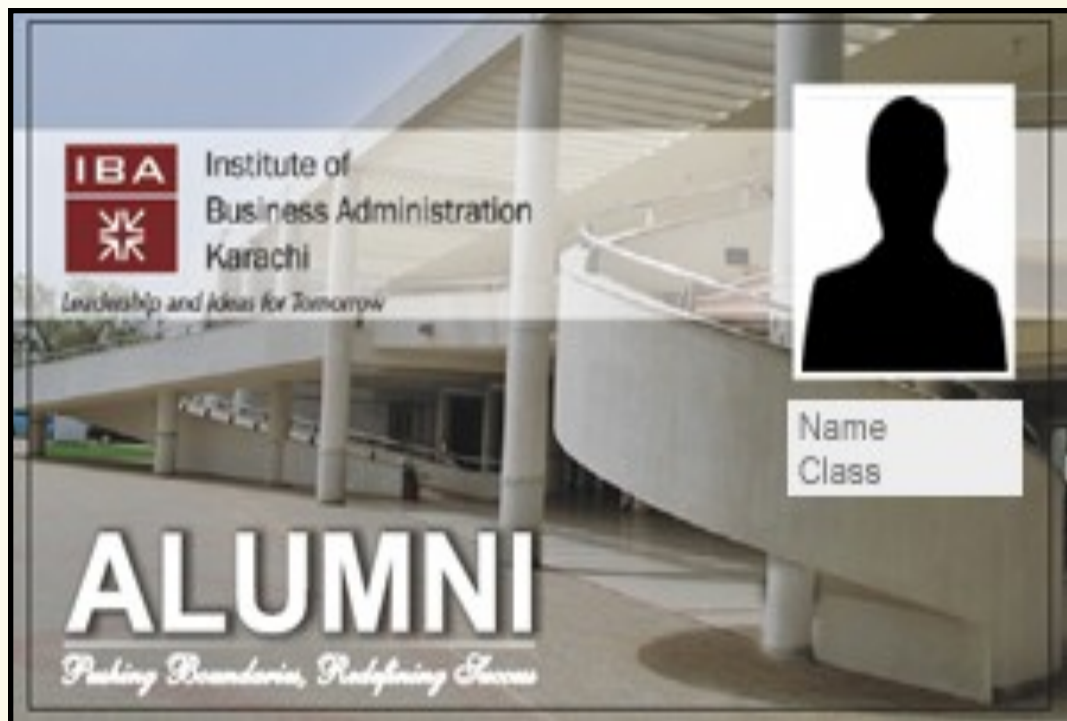


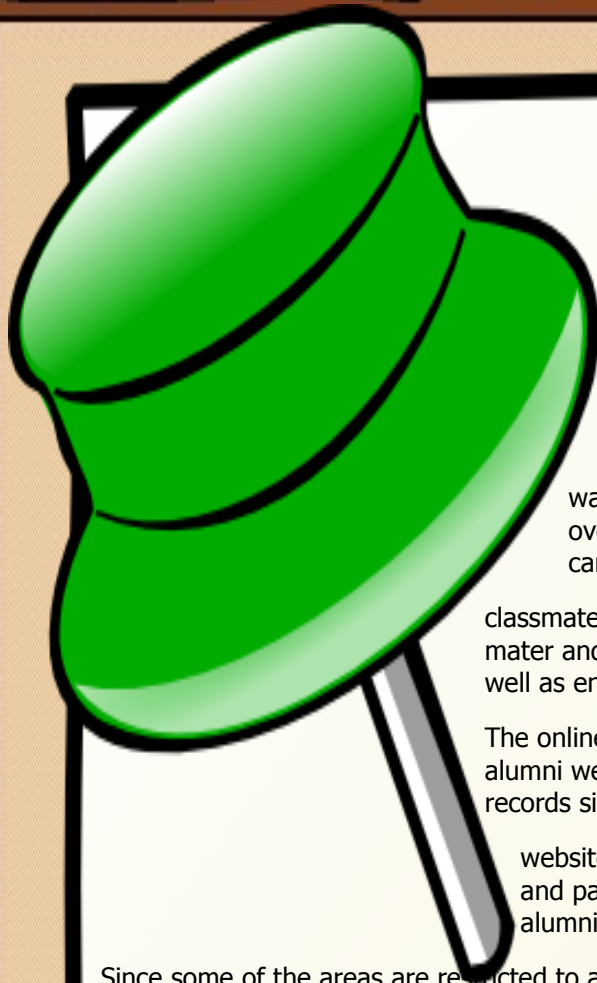
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GETTING THE IBA ALUMNI CARD

In order to apply for the IBA Alumni card, please login at the IBA Alumni website (www.alumni.iba.edu.pk), sign into your account and update your profile. Please visit the page https://alumni.iba.edu.pk/get_your_iba_alumni_card.html to see what we require from you and your application for the alumni card will be processed accordingly!





IBA ALUMNI WEBSITE

<https://alumni.iba.edu.pk/>

The IBA Alumni department is proud to announce the launch of IBA's first ever Alumni website which exclusively caters to its graduates. The website

was launched on May 20, 2013 and has received an overwhelming response from the Alumni. The alumni can not only connect with their IBA friends and once

classmates but also strengthen their bond with the alma mater and stay up-to-date about the happenings at IBA as well as engage in alumni based activities actively.

The online database system has been incorporated with the alumni website. This facilitates the updating of the alumni records simultaneously when a profile is updated. The

website may be accessed through customized usernames and passwords that have been emailed to the registered alumni.

Since some of the areas are restricted to alumni only, the username and password would allow complete navigation of the website easily and freely.

Some of the main features of the alumni website include:

Reflect Yourself: A mini Facebook has been created, where members can look up their once classmates and IBA friends and connect to them by adding them to their account. The privacy settings can be adjusted to one's likes.

Career Connect: The alumni network can help individuals who are thinking of making a career move as well as provide insights to individuals seeking prospects in a certain/ field of interest.

Job Portal: In collaboration with rozee.pk, a job portal has been developed for students and alumni.

Off the Rack: One will be able to share literary tastes with other alums through his section of the website. The experience will be further enhanced through sharing recommendations from the Dean and faculty members.



Beyond IBA: This is a community service initiative, which will encompass not only local issues but also deal with global issues. It is hoped that alumni from

All over the world are brought together to work towards community welfare wherever they reside.

For Alums who aren't registered with the Alumni Department, please send us an email at alumni@iba.edu.pk

The screenshot shows the IBA Alumni website interface. At the top, there is a navigation menu with links: About IBA Alumni, My IBA, Activities, Meet n Mingle, Volunteer, Going to IBA, and Alumni Card. Below the menu is a 'Welcome, Sign in' section with a login form containing fields for Username and Password, a Login button, and a 'Forgot Password' link. To the left of the login form is a 'JOBS' section with a corkboard background and the text 'Find Jobs, Post Jobs'. Below the login form is a 'LATEST IBA Ann' section with four icons: E-Newsletter, Events Calendar, Careers, and Alumni Directory. To the right of the 'JOBS' section is a 'Father of IBA' article featuring a portrait of Dr. J. A. Mulkar and a 'View More' link. At the bottom of the page, there is a 'Stay Connected' section with social media icons for Facebook, Twitter, LinkedIn, and YouTube. The footer contains the IBA Alumni logo, a list of links (Terms of Use, Privacy Policy, Contact Us, Alumni Team, Search Jobs, IBA Website), and the copyright notice: © 2013 Institute of Business Administration, Karachi.



THE RETIRED GROUP: RETIRED PROFESSIONAL TALENT GROUP (RPTG)

THE RETIRED GROUP: Retired Professional Talent Group (RPTG)

Pakistan has a large number of retired professionals, in every area of expertise that can be classified and grouped into their areas of activities and utilized in providing advice for the betterment of the people of Pakistan.

Once the group is formed they can hold meetings and then be subdivided in the areas of their expertise. Developed countries have a large number of such retired experts that they offer to developing countries free of charge as a service to the developing world. The EU countries, Australia, New Zealand, and many others have a retired talent pool and many such people have come to Pakistan to help business and industry especially in the SME sector.

THE ACTIVITIES OF RPTG:

The professional group will initially develop a charter under which it will work and operate and then form classified sectors, headed by a sector head to coordinate and work under the chairman. The RPTG can be doing the following activities:

- All who desire to volunteer should have the will to accept assignments and work with dedication.
- Volunteers will advise private/public/SMEs sectors on a particular activity, a new project, an ongoing plan or on anything that falls within the expertise available to the best of their ability without taking any compensation from the party.
- Undertake to do research on newer techniques, modern methods etc. to bring about change in society.
- Special emphasis and focus utilization of natural resources within Pakistan so that they can mobilized to generate growth.



- Do all that is required to do under the charter and continue to expand its scope by acquiring more expertise and membership.
- The group will hold regular professional seminar on matter of interest to keep upgrading their own knowledge.
- Do all such activities as per the charter.

All such people who have time and are desirous to form this group may kindly register with a copy of their CV to mikah109@hotmail.com-- --Kindly mention your strong area of expertise.

Mian Kausar Hameed

Management Consultant, Trainer and a Futurist
Dera Sakoon, 22 Golfers Lane, Theater,
Off Bedian Road, Lahore

Mob: 0301 8200288

Fax: 042 37167402

Website: www.miankhameed.com

Email: mikah109@hotmail.com

Syed Barkat Ali wants to establish contact with his once IBA students. He has served as Assistant Professor at IBA Karachi and taught statistics and mathematics during his more than 8 years stint. He is currently residing in Mississauga, Canada and can be contacted at sbarkat@hotmail.com



Hi to all the fellow members of first EMBA – Banking batch (Year 2009-2011), I'm delighted to inform you that I have completed one year service with Bank AL Habib, on 25th of June, 2013. I'm working as MLRO (Money Laundering Reporting Officer) of the Bank and Heading, AML (Anti-Money Laundering) and CFT (Combating Financing against Terrorism) Unit, in Compliance Division.

Regards,
RAHIM RAJAB ALI
Cell No. 0336 263 0544





IBA ACTIVITIES



Wasay Farooqi, Paradigm Shoot 3



IBA LAUNCHES SOCIAL SCIENCES' PROGRAM

The IBA Karachi will launch the Department of Social Sciences and Liberal Arts in September 2013. This new departments will include majors in Political Science, Psychology and Media Sciences.

The purpose of the new program is two folds: firstly, it will help develop critical discernment and informed argumentative judgement; and secondly, it will help students to understand and undertake quantitative analysis. The new program aims to highlight critical thinking, analysis and research skills in the Social Sciences and Humanities in order to develop student literacy in multiple areas of academic investigation. We hope to see the Social Sciences' Program flourish in the coming years.



FOUNDATION FOR MANAGEMENT & ENTREPRENEURSHIP (FME)- PRESENTATION TO COMMUNITY

FME is a year-long course which encompasses the world of business in which student teams create, develop, launch, manage, and liquidate a business. During the year, students study entrepreneurship, marketing, accounting, organizational behavior, information systems, and operations. The CED, IBA funds up to Rs.100,000/- as startup money for these student businesses. Each team comprises of a group of, who will start and run the business across 2 semesters. This is a 6-credit hour course, spread over 2 semesters, 3 credits each.

This year's presentations were held on June 1, 2013 at IBA Main Campus. FME businesses for this year included:

- Skye shoes –hand painted shoes
- PnC – Pret and Couture; eastern clothes for international customers
- Rung – Traditional Handicrafts and accessories
- Accessorizers-online shop for accessories for men
- Trend Weavers – Ready to wear eastern clothes
- Bag Pax – Virtual retail bags store
- SOPS – Hygienic Food

The profits from these businesses were donated to various non-profit organizations.

IBA KARACHI'S FIRST BATCH OF AGRICULTURAL ENTREPRENEURS: 52 STUDENTS GRADUATED WITH AMBITIOUS BUSINESS PLANS

Karachi, June 22, 2013: The convocation ceremony of the first batch of students of the Entrepreneurship Development Program (EDP) was held at IBA Karachi on Saturday, June 22, 2013. A total of 52 students, mostly from parts of rural Sindh, were awarded diplomas for the successful completion of the agri-entrepreneurship program in May. With the diploma in Entrepreneurship, almost 70% of the graduates have been able to successfully launch their agricultural businesses on a small scale. While graduates showcased their business ideas, new entrants (a batch of 77) were given an orientation session of the program. The event was attended by Mr. Arif Ahmed Khan, additional Chief Secretary, as the Chief Guest. Also among the guests present were: Mr. Riazuddin Qureshi, Director General SBI (Sindh Board of Investment); Mr. Asif Arif, Commissioner SECP (Securities and Exchange Commission of Pakistan); and Ms. Khalida Habib, Director Strategy, Development and External Relations, SECP.

The EDP is a rigorous six-month program that equips students with technical as well as practical knowledge, preparing rural as well as urban youth of Sindh to pursue agriculture based opportunities. Comprising of four months of classroom training and two months of field training, the program aims at teaching agri-entrepreneurship with hands-on training that develops an entrepreneurial mind-set. The program also imparts the basic technical knowledge and skills required to make use of modern and innovative agricultural and business management practices ranging from on-farm and off-farm value addition, innovation and growth in the agriculture sector of Sindh.

IBA-TCS ENTREPRENEURIAL INITIATIVE

IBA-TCS Entrepreneurial Initiative is one of a kind interaction between industry and academia interaction for the promotion of entrepreneurship in Pakistan.

While IBA is the country's oldest business school in a thriving metropolis; TCS now 30 years old, is a home grown, organically funded private enterprise, which in terms of its operational depth and customer base is one of the largest of its kind in the Middle-East / South-Asia.

Steeped in a culture of service and entrepreneurship, over 30% of its 9000 staff is self-employed. Just as a medical college needs a teaching hospital, TCS offers individuals selected by IBA, its infrastructure, knowledge, customer base, brand-support, i.e. whatever intellectual or physical resources are needed to launch new businesses within its ecosystem. Both TCS and IBA are collaborating to guide, facilitate, and challenge aspiring entrepreneurs to develop strategy and business plans that meet stringent criteria often required by discerning investors.

At a time when global investment funds are looking for the right business proposals, new generation of entrepreneurs despite excellent education at business schools such as IBA are finding it hard to connect with opportunities within their back-yards; and thus TCS (Tranzum group) wants to provide such entrepreneurs-to-be a launch pad to their ideas.

With a view to tapping into the creative potential within IBA, Mr. Khalid Nawaz Awan, Chairman Tranzum, recently attended business plan presentations made by the students of BBA, Diploma (Entrepreneurship Development Program) and EMBA (Entrepreneurial Management course); and selected meritorious groups of students for further development of their business plans.

TEACH FOR ENTREPRENEURSHIP– IBA-TFP SUMMER CAMP FOR KIDS

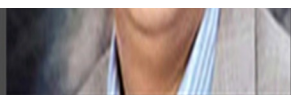
This is an initiative by Teach for Pakistan fellows and IBA Center of Entrepreneurial Development. Students from Government Boys Leemo Gabol School and a few from other schools will participate in learning activities that are not in conventional classroom setting- taking learning beyond the classroom. This initiative has also been extended to the children of IBA staff and third party, so that they can also benefit from this initiative. The activities are divided among Computer Literacy classes, Language skills (Reading, Writing, Speaking and Listening), Character Building and Co-Curricular activities.

With a team of 13 interns, students will have opportunity to receive individual attention. The objectives of the summer camp are:

- 1- To make our students computer literate, by giving basic understanding of windows & internet usage, and learn to use Microsoft Word, Excel & PowerPoint.
- 2- To develop interest in reading stories, newspapers and books
- 3- To improve their reading and writing skills
- 4- To introduce them to the joy of creative writing
- 5- To develop their interest in watching English children movies & cartoons
- 6- To improve their listening skills
- 7- To give them confidence to speak in English
- 8- To educate them on how to exercise discipline with the help of co-curricular activities.



ALUMNI ACHIEVEMENTS



MATEEN HAMZA's: "101 WISDUMBS—CORPORATE HUMOR TO BRIGHTEN UP GRUMPY MORNINGS.

"Love has no barriers except fathers-in-law :)"

The above mentioned one liner is the first wisdumb of my book "101 Wisdumbs", and the inspiration behind this wisdumb was the elated moments spent on the IBA ramp during my BBA & MBA studies between the years 1987 to 1990.

Here is another one from the book, "My boss is my motivational guru. Whenever I see him, I get back to work instantly :)"

I always wanted to be an intellectual nerd and i told the same to the Almighty. But then I read this "if you want to make God laugh, tell Him your plans". It was too late for me as I ended up being a total opposite of what I wanted to become. Obviously, He laughed at my plans too. I ended up becoming a humorist.

It is a pocket humor book or corporate, professional and personal humor based on the routine incidents and clichés in our culture and society. The book comprises of Mateen Hamza's own views (wisdumbs) on bosses, wives, social media, success, meetings and life in general.



I always wanted to be an intellectual nerd and i told the same to the Almighty. But then I read this "if you want to make God laugh, tell Him your plans". It was too late for me as I ended up being a total opposite of what I wanted to become. Obviously, He laughed at my plans too. I ended up becoming a humorist.

Instead of becoming the beaming beacon of Wisdom, God gave me an edge in churning out wis-dumbs and that too in English. And a whole lot of them. I just completed my first century in wis-dumbs.

Most of my IBA friends have often asked me, "What is the connection between Humor and Stress?" My answer had always been, "Humor not only brightens our day during normal course of events but also act as a survival agent by keeping things in proper perspective during difficult times."



Mr. Mateen Hamza with his book



Mr. Mateen Hamza with Dr. Ishrat Husain at an Alumni gathering.



From where the wisdom started: Mr. Mateen Hamza with his class MBA 1990

So when the going gets tough, particularly if the source is your boss or spouse, or when deadlines becomes deadlier, as often is the case at offices and at homes, a funny one liner can bring a positive change in your mood by detaching you emotionally from the issue for a moment. The resulting laughter or smile will also help in reducing your stress hormones called "Cortisol".

And so because of the divine inspiration and the involvement of science in humor, I decided to write my first pocket book titled, "101 Wisdumbs".

101 Wisdumbs is a collection of my own funny one and two liners. After getting boiled in the corporate saucepan as an eggxecutive for the last two decades, I felt this is the right time to unravel my wisdumbs on bosses, meetings, success, social media, wives and life in general.

It is really heartening to see that most of the executives have kept 101 Wisdumbs on their office desk. And when I asked one of them the reason, he said, "I read it quite often just to smile and ease my stress".

It is an ideal and a healthy gift to present to your spouse, office going adults, colleagues and friends.

As I often say, there may not be too much humor in wisdom but there is too much wisdom (or rather wisdumbs) in humor.



ALUMNI DIARY

INTERVIEW WITH MOHSIN ALI NATHANI- CHIEF EXECUTIVE STANDARD CHAR- TERED BANK- PAKISTAN

By Taskeen Fatima Lakhani- Alumnus 2012

Chief Executive and member Board of Directors for Standard Chartered Bank (Pakistan) since September 2010, Mr. Mohsin Nathani boasts of 22 years of banking experience, covering Asia (East and South-East), Middle East and Levant regions. Mr. Nathani completed his MBA from IBA in 1987, and has profound experience across corporate banking, fixed income markets and Islamic Banking. In addition to an exhilarating and successful banking career, Mr. Nathani is also seen to be an active member on the boards of Pakistan Council for Philanthropy, British Overseas School, the i-CARE foundation and a trustee in the IBA endowment fund. We are grateful to Mr. Nathani for taking out time from his busy schedule and giving us an insight into his personal and professional life.



1. What made you choose IBA?

It was and is one of the best business and management institutes in Pakistan that was regionally recognized and had a prestigious history. Also, most major organizations in Pakistan preferred to hire an IBA graduate which was one of the biggest attractions for joining IBA.

2. How was the IBA experience for you as a student?

It was challenging, motivational and fun at the same time. The studies were always tough but I had the motivation of exciting career opportunities awaiting me after graduation. We also had a good share of extra-curricular activities to loosen up every now and then. I was fortunate to have a wonderful group of friends in my batch who are now lifelong close friends.

3. Tell us a memorable anecdote from your days at IBA?

The most memorable event that I still remember from my days at IBA was when during a class at the university campus riots had started and class was disrupted. The then dean Dr. Wahab instead of cancelling the class shifted it to city campus in the evening which taught us the importance of focus and discipline. These qualities are embedded in IBA graduates.

4. What in your opinion makes an IBA student stand out from the rest?

IBA students are preferred by employers since they are used to working under pressure in any environment and any job role. They are disciplined and focused due to the rules and policies that IBA adheres to.

5. How did you start your career? Was it eventful journey to the CEO position?

I started my career with ICI and since then it has been an eventful journey of over 22 years of banking in Asia and Middle East with various banks. During the course of my career I have had the opportunity to experience corporate banking, fixed income markets and Islamic banking which enhanced my knowledge of banking as a whole. Although my hair has greyed in this journey, it has indeed been a terrific learning experience which is very satisfying and professionally rewarding.

6. You are a successful businessman/banker. What do you think is the most important factor for being a success in today's world? What do you attribute your success to?

In my view, success is attributable on a personal level to being fair and honest with your work ensuring commitment, hard work and discipline. In terms of stakeholders, being people focused, leading by example and being client focused are some of the attributes for having a successful career. External factors such as luck and the constant prayers from parents also play an important role for being successful.

7. Define happiness as you understand it in today's fast paced world?

Happiness is when you are content and satisfied with the work you are doing and the value you are adding to the organization. For me, happiness is also achieved when you earn respect from colleagues, friends and family.

8. Tell us something about your family and your interests other than work. How do maintain your work-life balance?

I am married with three children. Work life balance is a constant battle and to overcome it, I start my day early so that I can organize my entire day at work in such a way that I finish on time and spend some valuable time with friends and family after that. I enjoy spending interactive time with my children where I share my experiences and listen to theirs, hence we learn from each other. My interests include watching cricket and smoking cigars.

9. Over the years in your work experience at SCB, what noticeable changes have you observed in IBA graduates?

Current grads are typical "Gen Y" being more tech savvy and having greater risk appetite in terms of career moves as opposed to the older graduates who were more conventional and risk averse. This change is mainly due to competitive job market and fast changing technology.

10. What role can the Alumni play in the success and development of the IBA?

I am a strong believer of the notion that practical experience can be a source of great learning for students; therefore the Alumuni actively needs to participate as guest speakers and part-time professors to impart practical knowledge to students. There is also much they can do in terms of financial contributions that would aid in developing world class facilities at IBA.

11. What message would you like to give to the present IBA students as well as the Alumni?

For current students, you are all a part of a very prestigious network that is playing a vital role in the development of this country. It is important to take ownership for your own learning. Besides academic learning also focus on acquiring general knowledge which comes with reading excessively about diversified material. It is also important to have knowledge about the corporate world: in summary increase your awareness about the real world. Use this opportunity wisely and to the best of your ability. For the alumni, keep the IBA flag flying high and keep playing your part in its development.



GIVING BACK TO IBA

You can give back to IBA through the following means:

- **Plant IBA Green Program:** Plant IBA Green is a new initiative to encourage the alumni to plant a tree at their beloved alma mater to serve as a living testimony of their relations. Plant IBA Green provide alumnus with a new opportunity to continue being part of IBA and be honored and remembered for their contribution. If you want to plant a tree under your name or your batch year, kindly fill out the form available at https://alumni.iba.edu.pk/plant_iba_green_form.php



- IBA Donor Brick: You can also donate Rs. 20,000 and buy a Brick at the Donor's Wall inscribed with your name on it. Kindly fill out the Donor Wall Form to purchase a brick at the Student's center Donor Wall, available at https://alumni.iba.edu.pk/iba_student_center_donor_wall.php

Process of Donating to IBA:

Cheque /Pay Order:

Kindly make your cheque payable to Institute of Business Administration Karachi and send it along with your pledge form to:

Director, Alumni Affairs & Resource Mobilization, IBA Main Campus University Road Karachi

Direct Bank Transfers:

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Branch Name

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Account Number

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Swift Code

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Phone Number

021-34388718-720

Currency

PKR

Title of Bank Account

Institute of Business Administration Karachi

Phone Number

009221-34388718-720 / 009221- 34833932

Fax Number

009221-34815308

Address

1-4 Ground Floor, Sana Arcade, Block-7, Gulshan-E-Iqbal, Karachi, Pakistan



ALUMNI MEMORIES



**Student making a presentation in Marketing Research
Class Year: 1967**



**IBA Auditorium, Main Campus—BASC meeting in progress.
(Extreme Right) Mr. Iftikhar Alawala**



IBA Main Campus Hostel Year: 1968-69



Examination underway at one of the old classrooms at City Campus

If you have pictures from your IBA days, please send them at alumni@iba.edu.pk with subject IBA Memories.



Clicked by Hasan Zubair Bhatti

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