

MANAGING UPWARDS, SIDEWAYS, AND DOWNWARDS

Atif Rahim Khan

LUMSx is the center for online learning and professional development at LUMS. We extend LUMS' excellence in teaching and research beyond its borders by leveraging technology and innovative pedagogy. Our courses aim to bridge critical knowledge & skill gaps for Pakistani learners and to meet their diverse learning needs, we offer **Massive Open Online Courses (MOOCs)**, **Hybrid Courses**, **Synchronous (Live) Courses**, and **Free Open Online Courses (OpenCourseWare)**. We intend to harness technology for enhancing access, improving educational quality, and amplifying education's impact.



Course Format: Live-Online

Language: English, Urdu

Starting Date: 04 Jun 2024

Registration Deadline: 29 May2024

Duration: 3 Weeks (6 Sessions)

Price: PKR. 30,000

Early Bird Discount: **PKR. 25,500 (15% Off)**

ABOUT THIS COURSE



Embracing a holistic 360-degree view of management, this course offers an immersive, interactive, and practical learning experience that goes beyond conventional managerial paradigms. Participants engage in a journey of acquiring practical tips and innovative solutions uniquely attuned to address the prevalent management challenges prevalent in Pakistani organizations. The course stands out for its emphasis on self-reflection, field research, and peer learning, grounding managerial concepts in the specific nuances and complexities of the Pakistani business environment.

Perfectly suited for early and mid-career professionals actively seeking to fortify their managerial prowess, advance their professional trajectories, and cultivate the skills necessary to emerge as promising leaders in the future, this course serves as a strategic investment in personal and professional development.

WHAT WILL YOU LEARN

By the end of this course, students should be able to:

- Appreciate their manager for their strengths and be able to tackle precarious relationship issues without playing the victim and shifting the blame entirely onto their manager
- Identify various personality types in their team and manage them appropriately without formal authority
- Recognize team emotions and use them for productive results
- Be the manager and leader for their subordinates that they would want to have for themselves.

MEET YOUR INSTRUCTOR



Course Instructor

ATIF RAHIM KHAN

*Suleman Dawood School of
Business, LUMS*

Professor Atif Rahim Khan is a seasoned professional serving as Adjunct Faculty at the Lahore University of Management Sciences (LUMS) and concurrently holding the position of Senior Leadership, HR Consultant, and Facilitator at Avail. Professor Khan earned his MBA in International Management from the prestigious Thunderbird School of Global Management, where he also founded the Adrenaline Club.

Professor Khan's expertise lies in the realms of capacity development, leadership, human resources, and learning and development. With a rich and diverse career, he has contributed significantly to various organizations, including roles as Adviser at the Commonwealth Foundation, UK, and Senior Capacity Building Specialist at the Sustainable Development Policy Institute. Additionally, Professor Khan has served as an Assistant Professor at the Human Resources Development Center. In his role as an Adjunct Faculty member at the Lahore University of Management Sciences (LUMS) for the past 7 years, Professor Khan has imparted his extensive knowledge to undergraduate and MPhil students, focusing on communication, motivation, and leadership.

Professor Khan has received numerous accolades, including the Teaching Star Performer and Teaching Excellence Award, Certified Leadership Best Practice Expert, and participation in the Commonwealth Leadership Exchange, among many others.

COURSE OUTLINE



Tue, 04 Jun 2024 and Thu, 06 Jun 2024, 5pm-7pm

Managing Upwards

Management is not just a top-down one-way bureaucratic process. Learn how to manage your manager so that you can develop synergies, truly and deeply understand each other's key performance indicators, manage expectations, build rapport and a life-long mentoring relationship.

Tue, 11 Jun 2024 and Thu, 13 Jun 2024, 5pm-7pm

Managing Sideways

Managing your team members and colleagues in other departments can come with a fair bit of challenges. Learn how to work effectively even without direct authority. Learn to manage different personality types, and to deal with the incongruencies, single sided perceptions and strong emotions coming out of working in a team.

Wed, 26 Jun 2024 and Fri, 28 Jun 2024, 5pm-7pm

Managing Downwards

Through this module delve into the seldom talked about critical aspects of managing your subordinates such as the power of micro-validations, getting out of the way and you taking responsibility for managing your subordinate's career in a structured manner.

After Module 2

Optional: Coaching Session

Participate in our optional Coaching Sessions scheduled after Module 2. Each participant will have the opportunity for a one-on-one, personalized meeting with the instructor to discuss any management related issues they are facing. Additional charges for this session will be applicable.



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