



Seminar on “Managing Family Businesses”

Family businesses are one in which members of a family have a controlling ownership and occupy one or more leadership positions. Managing and working in a family business presents unique challenges: family issues can conflict with the business issues.

Understanding the importance of the subject Small & Medium Enterprises Development Authority (**SMEDA**) Government of Pakistan in collaboration with Institute of Business Administration (IBA) Karachi and Pakistan Hosiery Manufacturers Association (PHMA) is pleased to announce a seminar on “**Managing Family Businesses**” at PHMA House Karachi. The Family business owners and their family members working with them will find the seminar immensely useful as they attempt to place the foundation for sustaining their firms in place.

Speaker of Workshop:

- **Professor Parimal Merchant:** (Director Family Managed Businesses at S. P. Jain Institute of Management & Research, India)

Professor Parimal Merchant: He has been giving courses in finance and general management. In finance his stress has been on applied finance in field of costing, working capital management and capital structuring. In General Management he has been teaching extensively the book managing for Results by Peter Drucker. He has co-authored working paper on Succession Planning in Family Managed Business. He has presented various seminars on issues of Family Managed Businesses and role of MBA education in Small and Medium Family Managed Businesses. He has authored a case on CSR initiative in India published in an ASPEAN supported book project by AIM Manila.

Designed For:

Family Owned Business Owners and their Family Members.

Program Schedule:

Date & Time : Wednesday, May 29th 2013, 06:00 pm to 08:00 pm (Sharp)
Venue : 01st Floor PHMA House, 37-H Block -6 PECHS, Karachi
Fees : Free of Charge.
Note : Prior Registration is Mandatory. Limited Seats Are Available For Participation. Send your details on the registrations form.

Seminar Benefits:

1. **Networking Options:** A number of business people on the other side of fence would like to collaborate with their counterparts in Pakistan. Prof. Merchant could facilitate the process.
2. **Sharing Vast Experience in Family Businesses:** Prof. Parimal Merchant has been involved in consulting projects for over 20 different industries. For the past 15 years he worked in the program for Family Managed Businesses. By now he has interacted with over 2,000 students from family businesses who have gone through Family Business program. In the last few years, he started special programs for fathers, uncles and mothers of the business families.
3. **Learning & Development (L&D) Opportunities:**
(a). Continuity and sustainability of current success. (b). Keeping next generation's interest alive in the family business (c). Successful succession planning. (d). Thinking beyond boundaries (e). Increasing readiness for transforming opportunities into successful ventures.

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Only 30 seats available
Registration will be on first come first serve basis
Last date: 28th May 2013

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COURSE REGISTRATION FORM

COURSE DETAILS

Seminar On Managing Family Businesses

Wednesday, 29th May 2013

01st Floor PHMA House, 37-H Block -6 PECHS, Karachi

06:00 pm – 08:00 pm

PARTICIPANTS' DETAILS

Name: _____

Email: _____

Phone: _____ Fax: _____

Cell No.: _____

Organization Name: _____

Designation: _____

Address: _____

Qualification: _____

Note: Submit duly filled registration form either in SMEDA or PHMA Karachi Office.
