

1st National SME Conference
25th May 2016
Pearl Continental Hotel, Lahore



Organizers



Gold Partner



Partner



Program Overleaf

Opening Ceremony

9:00 AM to 9:30 AM	Registration of Participants
9:30 AM to 9:35 AM	Recitation from the Holy Quran
9:35 AM to 9:45 AM	Welcome Address by Chief Executive Officer , Small & Medium Enterprises Development Authority (SMEEDA)
9:45 AM to 10:00 AM	Welcome Speech by Prof. Dr. Hasan Sohaib Murad , Rector, University of Management and Technology (UMT)
10:00 AM to 10:15 AM	Address by Dr. Shahid Amjad Chaudhry , Chairman Association of Management Development Institutions in Pakistan
10:15 AM to 10:30 AM	Inaugural Remarks by Prof. Dr. Mukhtar Ahmed , Chairperson Higher Education Commission of Pakistan
10:30 AM to 11:00 AM	Tea Break
01:00 PM to 02:00 PM	Lunch Break

Closing Ceremony

4:05 PM to 4:15 PM	Closing Speech by Mr. Khizar Hayat Gondal , Secretary, Ministry of Industries & Production
4:15 PM to 4:45 PM	Distribution of Awards & Certificates by Mr. Ghulam Murtaza Khan Jatoi , Federal Minister for Industries & Production
4:45 to 5:00 PM	Group Photo

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Contributions, Challenges and Prospects of SME Sector in Pakistan

Research Paper Presentations

11:00 to 12:00 Session - I

Session Chair **Dr. Mohammad Nishat**, Associate Dean, IBA Karachi

Panel **Mr. Javed Afzal**, DGM Out Reach SMEDA
 Dr. Ijaz Qureshi, Dean School of Business, The University of Lahore

User – Acceptance Aspects and Standards of E-Commerce Websites
Emmen Farooq and Dr Muhammad Shoaib Farooq

An Empirical Evaluation of Technological Organizational Infrastructure Significance for Knowledge Management Systems Success in SMEs' Sector of Pakistan
Dr. Iftikhar Hussain, Shahid Hussain and Amber Qurashi

Entrepreneurial Orientation & Firm Performance Link of SMEs in Pakistan: Testing the Mediating Role of SECI Model of Knowledge Creation
Dr. Masood Ul Hassan and Asghar Iqbal

Determinants of Adoption of Green Technology: A Case of Small Medium Enterprises In Pakistan
Mahwish Zafar, Shazia Kousar and Nadia Nasir

Corporate Social Responsibilities in Small and Medium Enterprises of Pakistan
Madiha Shafique Dar and Musarat Karamat

12:00 to 1:00 Session - II

Session Chair **Dr. Ehsan Ul Haque**, Professor LUMS

Panel **Mr. M. Alamgir Chaudhry**, GM Out Reach SMEDA
 Prof. Dr. Ali Sajid, Director Lahore School of Management
 Mr. Aly Raza Syed, Director MBA (Executive) SBE UMT

The Effect of Social Networks, Entrepreneurial Orientation and Domestic Alliances on Financial Performance of SMEs: Evidence from Punjab, Pakistan
Dr. Ibn-e-Hassan and Muhammad Noman Ahmed

Highlighting the Benefits of Lending Relationships Between SMEs and Lenders in Balochistan
Saba Khalid and Nadeem uz Zaman

The Relevance of Agency Conflicts in Small and Medium Enterprises
Farzan Yahya, Syed Atif Ali and Dr. Zahiruddin Ghazali

Studying the Impact of High Performance Work System on Export-Oriented SMEs' Performance in Pakistan: Mediating Role of Human Capital Development
Zeeshan Hamid and Mariam Tanveer

An Analysis of the Human Resource Practices in the SME Sector of Pakistan: Case Study of Bahawalpur Region
Mustabsar Awais and Ahmad Timsal

2:00 to 3:00

Session - III

Session Chair **Dr. Muhamad Mohsin**, Director IMS Peshawar
Panel **Mr. Ashfaq Ahmad**, DGM, B&SDS, SMEDA
Ms. Memoona Zareen, Secretary AMDIP

Analyzing the Interaction among Factors Hindering the Growth of SMEs: Empirical Evidence from the Cutlery Sector of Pakistan

Dr. Naveed Iqbal Chaudhry, Zaid Bin Khalid and Haleema Farooq

Conflict Management; Illuminating the Nature and Practices to Resolve Conflicts in Family-owned Organizations of Pakistan

Amna Irfan and Sidra Rafique

Apparel Export SMEs in Pakistan: Challenges and Opportunities

Mahwish J. Khan, Kashif Ayaz and Saba Ijaz

Cluster Development in Small and Medium Enterprises: Proposed Pathway for Pakistani Industries and Policy Makers

Rakhshan Ummar and Dr. Sharjeel Saleem

The Determinants of SMEs Business Success: A Pakistani Perspective

Muhammad Tufail

3:00 to 4:00

Session - IV

Session Chair **Prof. Talib Karim**, Rector, Institute of Business Management, Karachi
Panel **Mr. M. Alamgir Chaudhry**, GM Out Reach, SMEDA
Dr. Ameer A. Basit, Assistant Professor SBE UMT

SMEs of Pakistan: What we have Learned from the Missed Opportunities?

Dr. Mohammad Nishat and Talha Nadeem

Self-sustainability of SME Banks - A Myth or Reality? Evidence from Selected Developing Economies across Asia

Abdul Rafay, Mobeen Ajmal and Zunera Khalid

Why SMEs are Reluctant to Comply with the Tax Laws in Pakistan

Moazzam Ali Tarar and Muhammad Munir

SMEs and Input-Output Tables of Pakistan

Dr. Irfan Ahmed

Financial Information and Decision Making in Small Family Owned Business

Naintara, Dr. Ibn-e-Hassan and Ume Habibah

Experts' Presentation Sessions

11:00 to 12:00

Session - I: Venture Capital for New Start-ups

Session Chair **Mr. Abid Sherwani**, President South Asian Triple Hilex Association
Guest of Honor **Ms. Marvi Memon**, Chairperson BISP
Panel **Mr. M. Alamgir Chaudhry**, GM Out Reach, SMEDA
Mr. Rahmat Ullah, Manager IRP

Mr. Salim Ghauri
CEO, Netsol

Dr. Amjad Saqib
Chairman, Akhuwat Foundation

Mr. Abid Malik
Director, Indus Venture (USA)

Closing Remarks **Mr. Rahmatullah Javed**, Chairman, SMEs Committee, FPCCI Punjab

Experts' Presentation Session (Contd.)

12:00 to 1:00 Session - II: Role of Large Scale Enterprises in SME Development

Session Chair Engr. **M.A. Jabbar**, CEO, Qaim Automotive Manufacturing Pvt. Limited
Panel **Prof. Robert F. Wheeler III**, Dean, School of Business & Economics, UMT
 Chaudhry Ahmed Mansoor, DGM Out Reach, SMEDA

Syed Naseem Raza, Executive Director, Pakistan Ordnance Factory
Dr. Arshad Hashmi, Head SME Finance, APNA Bank
Dr. Zaheer Ahmad, General Manager, Engro Corporation Pakistan
Mr. Sohail Nawaz, General Manager, Atlas Honda Cars Pakistan Ltd.

2:00 to 3:00 Session - III: Role of International Development Agencies in SME Development

Session Chair **Mr. Esam Alqararah**, Country Representative
 United Nations Industrial Development Organization
Panel **Ms. Naveda Kitchlew**
 Associate Dean Academics and Internationalization, UMT
 Mr. Sheharyar Tahir
 DGM, Directorate of External Relations, SMEDA

Mr. Gabi George Afram
Program Leader, Equitable Growth, Finance & Institution, The World Bank
Mr. Ali Yasir
National Project Manager, United Nations Industrial Development Organization
Ms. Yuko Enami
Project Formulation Advisor, Japan International Cooperation Association (JICA)
Mr. Ali Sarfaraz
Chief Executive Officer Karandaaz

3:00 to 4:00 Session - IV: Role of Government in SME Development

Session Chair **Mr. Yousaf Naseem Khokhar**, Secretary, Ministry of Planning, Development & Reform
Panel **Prof. Wajeaha Raoof**, Pro-Rector Social Sciences, The University of Lahore
 Mr. Haroon Ahmad Khan, GM B&SDS, SMEDA

Mr. Almas Khattak
Deputy Chief, Industries and Commerce
Ministry of Planning, Development & Reform

Mr. Imran Ahmad
Additional Director, Infrastructure, Housing & SME Finance Department
The State Bank of Pakistan

Mr. Shahbaz Sarwar
Senior Registrar
Securities & Exchange Commission of Pakistan

Mr. Muhammad Ali Kemal
Research Economist
Pakistan Institute of Development Economics