

2nd SME Conference (International)

15th & 16th March, 2017

Pearl Continental Hotel, Lahore



CATALYZING
SMEGROWTH
THROUGH RESEARCH

Organizers



School of Business
and Economics

Partners



Programme

Wednesday - March 15th, 2017

09:00 - 09:30 am Registration of Participants

Inaugural Session

09:30 am Participants to be seated
09:35 am - 09:40 am Recitation from Holy Quran
09:40 am - 09:50 am Welcome Address by Mr. Khizar Hayat Gondal, Secretary, Ministry of Industries & Production
09:50 am - 10:00 am Remarks by Dr. Hasan Sohaib Murad, Rector, University of Management and Technology (UMT)
10:00 am - 10:10 am Key Note Address by Mr. Süleyman İslamoğlu, Vice President, KOSGEB, Turkey
10:10 am - 10:20 am Address by Dr. Rebecca Fox, George Mason University, USA
10:20 am - 10:30 am Address by Counsel General of Turkey in Lahore
10:30 am - 10:45 am Inaugural Speech by Chief Guest
11:00 am - 11:30 am Tea Break

Thematic Area (1): Developing a Conducive Business Environment for SMEs

11:30 am – 01:30 pm

Session Chair / Moderator: Dr. Jawad Syed, Dean, Suleman Dawood School of Business, LUMS

SME Expert: Mr. Rehmatullah Javed, Chairman & National Expert on SMEs; SME National Committee - FPCCI & LCCI

SMEDA Expert: Mr. Hassanien Javed, Provincial Chief, Punjab, SMEDA

Research Presentations

1. Understanding the Drivers of Sustainable Entrepreneurial Practices in Pakistan's Leather Industry: A Multi-Level Approach; **Aqueel Imtiaz Wahga, Dr. Richard Blundel, Dr. Anja Schaefer**
2. Analysis of Lean Practices, and Impacts on Small and Medium Sized Enterprises (SMEs) in Pakistan
Zanjbeel Tabassum, Cahit Ali Bayraktar, and Alyaan Khan

3. Technological Competitiveness – A Case Study of Manufacturing Small and Medium Enterprises in Sialkot, Pakistan
Ahsan Munir and Dr Najam Akber Anjum
4. Empirical Determinants of Product Innovation in Micro, Small and Medium Enterprises in Pakistan - An Exploratory Analysis; **Syed Mohammad Saeed and Dr. Mohammed Nishat**

Public Sector Expert's Presentations

5. **Ms. Saboohi Israr**, Deputy Director, Securities & Exchange Commission of Pakistan (SECP)
6. **Mr. Zulfiqar Ali**, Director, Board of Investment, Lahore

Private Sector Expert's Presentations

7. **Mr. Mughees Tahir**, Program Manager PlanX

Question & Answers and Wrap Up by Session Chair and SME Expert

01:30 pm - 02:30 pm

Lunch & Prayer Break

==== Thematic Area (2): Local and International Market Development for SMEs =====

02:30 pm - 04:00 pm

Session Chair / Moderator: Dr. Mohammad Nishat, Associate Dean, Institute of Business Administration

SME Expert: Mr. Khawar Anwar Khawaja, Chief Executive, Grays of Cambridge (Pak) Ltd.

SMEDA Expert: Mr. Sheharyar Tahir, Deputy General Manager, External Relations Directorate, SMEDA

Research Presentations

1. Strategic HRM Practices and Knowledge Sharing in SMEs of Pakistan; The Intervening Role of Learning Commitment
Saba Akram and Fiza Ahmed
2. Measuring the Linkage of SHRM Practices with Service Behavior in Small and Medium Enterprises of Pakistan
Asma Saher and Muddassaraha Sadaf
3. Strategic HR Practices, Employee Empowerment and Organizational Performance: Empirical Findings from Small and Medium Enterprises of Karachi; **Naveed R. Khan, Afshan Meghani, Saba Mateen, and Arsalan Mujahid Ghouri**

International Delegate / Development Agency's Presentations

4. **Mr. Badar ul Islam**, Program Officer SME, UNIDO, Pakistan
5. **Ms. Karen Wrightsman**, George Mason University, USA

Public Sector Expert's Presentation

6. **Dr. Kauser Ali Zaidi**, Deputy Director, Ministry of Commerce
7. **Mr. Irfan Ahmed Rabbani**, Chief Engineer, Pakistan Council for Scientific & Industrial Research (PCSIR)

Private Sector Expert's Presentation

8. **Mr. Maaz Mehmood**, Secretary General, All Pakistan Business Forum

Question & Answers and Wrap Up by Session Chair and SME Expert

==== Thematic Area (3): Entrepreneurship & Enterprise Development =====

04:00 pm - 05:30 pm

Session Chair / Moderator: Dr. Attaullah Shah – Vice Chancellor, City University of Science and Information Technology (CUSIT), Peshawar and Dr. Ijaz Qureshi, Dean LBS, University of Lahore

SME Expert: Mr. Alamgir Chaudhry, CEO, Technology Up-gradation & Skill Development Company (TUSDEC)

SMEDA Representative: Mr. Ashfaq Ahmad, Deputy General Manager, Industry Support Program

Research Presentations

1. To be or not to be: Students Preference of Entrepreneurial Ventures; **Khurshid Alam**
2. CPEC : A Silver Lining of Industrial Growth or Grievous Intervention for the Small and Medium Sized Enterprises of Pakistan; **Aleena Shuja, Aleema Shuja, and Marryam Pervez**

3. Innovative Behavior of Women Entrepreneurs of Pakistan : Impact of Personality, Gender Stereotypes and Cultural Values; **Dr. Masood ul Hassan, Dr. Ibn-e-Hasan and Sidra Sheikh**

International Delegate / Development Agency's Presentations

4. **Mr. Yasuhiro Tojo**, Chief Representative, Japan International Cooperation Agency (JICA)
5. **Ms. Sarah Parvez**, Head of Higher Education & Skills, The British Council

Public Sector Expert's Presentation

6. **Ms. Zainab Tariq**, Program Manager, Plan 9, Government of Punjab
7. **Mr. Mohammad Azam**, Director, National Educational & Vocational Training Authority

Private Sector Expert's Presentation

8. **Ms. Areej Mehdi**, Research & Policy Strategist, MIT Enterprise Forum

Question & Answers and Wrap Up by Session Chair and SME Expert

05:30 pm - Close of Day 1

Thursday - March 16th, 2017

09:00 am - 09:30 am Registration of Participants

09:30 am - 09:40 am Summary of Day 1 Proceedings

International Development Agencies Support for SME Development in Pakistan Launching Ceremony of SPX Pakistan

09:40 am - 09:50 am Remarks on Investment Promotion Unit (IPU) by Mr. Sheharyar Tahir, National Project Coordinator

09:50 am - 10:10 am Address by UNIDO Representative

10:10 am - 10:20 am Introduction to SPX Pakistan by Chaudhry Ahmed Mansoor, Executive Manager, SPX Pakistan

10:20 am - 10:30 am Remarks by Pakistan Association of Automotive Parts & Accessories Manufacturers (PAAPAM)

10:30 am - 10:45 am Remarks by SPX Beneficiaries

10:45 am - 10:55 am Mr. Sher Ayub Khan, CEO SMEDA

10:55 am - 11:10 am Presentation of Souvenirs

11:10 am - 11:15 am Group Photo

11:15 am - 12:00 am Tea Break

Thematic Area (4): SMEs Access to Finance

12:00 pm - 01:30 pm

Session Chair: Dr. Jan Mohammad, Director IMS, University of Balochistan, Quetta

SME Expert: Engr. M.A. Jabbar, CEO, Qaim Automotive Mfg. (Pvt) Ltd

SMEDA Expert: Ms. Farah Yasir, Deputy General Manager, Business & Sector Development Services, SMEDA

Research Presentations

1. Why Pakistani SMEs are not Reporting on Sustainability Practices; **Dr. Zeeshan Mahmood, Dr. Rehana Kousar, Dr. Ibn-e-Hasan, and Zeeshan Iqbal**
2. Impact of Leverage and Risk Exposure on Financial Performance in SMEs of Northern Punjab; **Javed Iqbal, Muhammad Hamza Javed, Dr. Moeed Ahmad, Dr. Muhammad Abbas, and Dr. Waris Ali**
3. SME Financing: A challenge in a Vulnerable Economy; **Saqib Farid and Abdul Rafay**
4. Small and Medium Scale Enterprises and Poverty Reduction in Pakistan; **Mahwish Zafar and Shazia Kousar**

International Delegate / Development Agency's Presentation

5. **Mr. Aftab Ahmed**, Senior Policy Advisor USAID Pakistan's Financial Market Development (FMD) Project

Private Sector Expert's Presentation

6. **Mr. Khurram Hussain**, Group Head, Retail & Consumer Banking, Bank Alfalah Limited

01:30 pm - 02:30 pm

Lunch & Prayer Break

Access to Finance (Session II)

02:30 pm - 04:00 pm

Session Chair : Dr. Naveda Kitchlew , Associate Dean, SBE, UMT

SME Expert: Engr. M. A. Jabbar, CEO, Qaim Automotive Mfg. (Pvt) Lts

SMEDA Expert: Ms. Farah Yasir, Deputy General Manager, Business & Sector Development Services

Public Sector Expert's Presentations

1. **Syed Basit Aly**, Director, IH&SME Finance Department, State Bank of Pakistan
2. **Mr. Mohammad Abdullah**, Head of Special Projects Department, Pakistan Stock Exchange
3. **Mr. Bilal Ahmad Butt**, MD, Punjab Small Industries Corporation (PSIC)

Private Sector Expert's Presentations

4. **Mr. Kashif Yaqoob**, General Manager, New Businesses, Orix Leasing
5. **Mr. Manzoor ul Haq Malik**, Vice President, Federation of Pakistan Chambers of Commerce & Industry (FPCCI)
6. **Mr. Hussain Haider**, Akhuwat

Question & Answers and Wrap Up by Session Chair and SME Expert

Closing Session

04:00 pm ~	Arrival of Chief Guest, Mr. Ghulam Murtaza Khan Jatoi, Minister for Industries & Production
04:00 pm - 04:10 pm	Remarks by Mr. Sher Ayub Khan, CEO, SMEDA
04:10 pm - 04:20 pm	Remarks by Dr. Shahid Amjad Chaudhry, Chairperson, Association of Management Development Institutions in Pakistan (AMDIP)
04:20 pm - 04:30 pm	Remarks by Prof. Awais Raof, Chairman, University of Lahore
04:30 pm - 04:40 pm	Remarks by Prof. Robert F. Wheeler, Dean School of Business & Economics, University of Management and Technology (UMT)
04:40 pm - 04:50 pm	Thank you note by Dr. Hasan Sohaib Murad
04:50 pm - 05:00 pm	Closing Remarks by Chief Guest, Mr. Ghulam Murtaza Khan Jatoi, Minister for Industries & Production
05:00 pm - 05:15 pm	Distribution of Certificates / Awards & Group Photo
05:15 Onwards	Tea