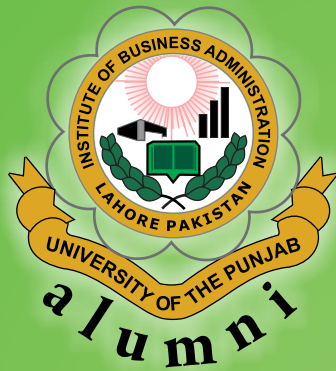


IBA-PU-Alumni Association



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ANNUAL MAGAZINE

2017



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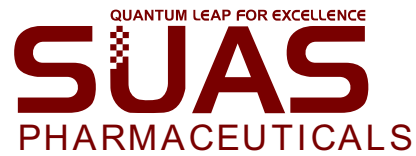


“I have no doubt that with unity, faith and discipline we will not only remain the fifth largest State in the world but will compare with any nation of the world....You must make up your mind now.”

NAAT OF PROPHET MUHAMMAD PEACE BE UPON HIM
IN THE WORDS OF
DR. ALLAMA MUHAMMAD IQBAL

لوح بھی تو مہم بھی تو تیرا وجود اللہ کتاب
 گنبدِ ابلینہ زنگ تیرے محیط میں حساب!
 عالمِ آب و خاک میں تیرے طہور سے فروغ
 فتنہ رنگ کو دیا تو نے طلوعِ آفتاب!
 شکرِ شکرِ سحر و سلیم؛ تیرے جہل کی نمود!
 فقرِ جنید و بایزید؛ تیرا جمالِ نقاب!
 شوقِ ترا اگر نہ ہو میری ناز کا امام
 میرا پیام بھی حجاب حجاب میرا سجد بھی حجاب!
 تیری نقابِ ناز سے دونوں مراد پا گئے
 عقلِ غیب و جستجو عشقِ حضور و انطباق!
 محمد راقی

Alumni Partners of the Year



IBA-PU Alumni Association Executive Committee 2015-18



President

Sheikh Muhammad Omar

Session: 1995-97

Executive Director

Toyota Ravi Motors Ltd. 0321-4994786

Sheikh Muhammad Omer is an experienced and yet humble businessman with a political background. By grace of Allah Almighty he is a successor of a versatile Minister for industry, Commerce and Investment and a business tycoon Sheikh Allauddin. He works as a Director in a group of companies that include Toyota Ravi Motors, Toyota Shaheen Motors, Toyota Sahiwal Motors, Toyota Ravi Motors IS, Al Rahim Homes, Synergysoft International, Shaheen Enterprises and Ravi Exchange Company (Pvt) Limited. He is also running a charity by the name of Omer Citizen Community Board and Zubaida Rafiuddin Trust.

He holds a masters degree in Business Administration with specialization in Finance session 1994-96 from IBA PU. He got various certificates in law and banking from Institute Of Bankers Of Pakistan and also is an active member of Marketing Association of Pakistan.



Vice President

Aasim S. Mullick

Session: 2005-07

National Sales Manager

Pharma Health Pakistan (Pvt) Ltd.
0345-4494444

Mr. Aasim S Mullick is currently working as the Marketing Manager of Pharma Health Pakistan Pvt Ltd. He is managing the Sales /Marketing as well as Human resource departments through his vast experience in the field of sales and marketing of Pharmaceuticals. He has already been working with Reko Pharmcal Pvt Ltd as the country head for Eight years and prior to that he served with Bosch Pharmaceutical (Pvt) Ltd Karachi & Eli Lilly Pakistan Pvt Ltd. Mr. Aasim S Mullick has done his Masters in Business Administration from Institute of Business Management, Punjab University Lahore with Majors in Marketing. He has also done his double specialization in Human Resource management. He has been teaching in different universities of the city. He is the member of The Marketing Association of Pakistan and The training Forum Lahore. He is The Chairman of standing Committee of Training and Talent Development, Lahore Chamber of Commerce and Industry. He has arranged number of conferences on Youth development and career counseling etc.



Sr. Vice President

Mudassir Latif Rawn

Session: 1987-89

Assistant Professor

IBA-PU-Lahore. 0300-4261661

He has two Master Degrees (Commerce and Administrative Sciences) with specialization in Finance from University of the Punjab. He secured Third position in M.Com. He is also a law graduate. He is holder of three professional post graduate diplomas i.e. Diploma in Cost and Management Accounting Diplomas in Labour Law with distinction and Diploma in Taxation Laws. Currently he is pursuing his Ph.D in Business Administration.

He has vast teaching experience at post-graduate and undergraduate level. His areas of special interest include Taxation Laws, Mercantile Laws, Corporate Laws, Labour laws Corporate Finance and Corporate Governance



Treasurer

Muhammad Ali Asif Gilani

Session: 2001-03

Director Audit Punjab

Government of Pakistan. 0333-4333198

Muhammad Ali Asif belongs to Pakistan Audit and Accounts Service. He has served in different positions of Finance, Budgeting, Auditing and Accounting in various government organizations. His recent assignments include auditing expenditure audit of the Government of the Punjab as Director Civil Audit Punjab where he was instrumental in preparation of Audit reports of Punjab Government for the Years 2013-14 and 2014-15. Current position is Director Commercial Audit (Federal), Lahore. His assignments include preparation of Audit Plan for his organization, execution of audit and finalization of Audit Report of various Public Sector Enterprises. Mr Asif is very proud of his association with IBA Punjab University. He completed his MBA with CGPA of 4.00 in 2003. He believes in becoming a part of the team as its leader.

IBA-PU Alumni Association Executive Committee 2015-18



Anas Ganaie
Session: 2002-04

Assistant Manager Sales
Pegasus. 0300-8446071

General Secretary

Mr. Ganaie graduated with majors in Marketing from IBA-Punjab University (2002-2004).

He is currently associated as Assistant Manager Sales with Pegasus (www.pegasus.com.pk), a large B2B International Event Management company.

His areas of expertise are Corporate Sales & Relationship Management



Raza Saeed
Session: 1979-81

SVP/ Company Secretary
Bank of the Punjab. 0300-4255812

Executive Member

Raza Saeed (1979-81)- MBA(Finance), a seasoned banker and a finance professional. He is member of the Professional bodies like ICMAP, ICSP, IBP and Certified Internal Auditor (CIA) from the IIA-USA. He has over 35 years experience in financial sector in the area of Credit-appraisal, marketing, recovery & monitoring, Audit and Secretarial services. Presently he is working in BOP as Company Secretary. He is the former President of IBA-PU Alumni Association and currently member of the Executive Committee of Alumni Association



Mian Waqas Ahmed
Session:
2005-07

Manager Fin. & Admin.
ADK Enterprises (Pvt) Ltd. 0333-4285800

Joint Secretary

Mian Waqas Ahmed belongs to a business family of Lahore which has been engaged in manufacturing of Equipment plant machinery of mechanical type wet cooling tower (HVAC-product) under the the license of HAMON group of industries (Paris-France) since 1981 in Pakistan.

He is a business graduate from Institute of Business Administration (IBA), University of the Punjab Lahore with major in Finance(2007) and did double specialization in HRM from pioneer batch of IBA in 2011. He also holds a professional post-graduation certification of Diploma in Cost Management Accountancy (DCMA) from Hailey college of commerce (2003) after B.com from the same college.

His professional experience covers the span of over 15– years with expertise in the fields of Accountancy, Finance, Administration, Management, Corporate commercial affairs, budgeting& Taxation. Currently he is providing operational management consultancy to various organizations including but not limited to IT companies (Unity Solutions), Travel & Tour operators (Sharaf-e-raza), wholesale distributors (S&A Enterprises), and alike under title of “*Mian Waqas*



Abid Saeed
Session: 1981-83

DG. Press Information Department
Government of Pakistan. 0300-4200307

EC Member

Mr. Abid Saeed, MBA (Finance) is a senior civil servant. He has more than 27 years rich experience in Administration, Public Relations, Media management/regulations, Project Appraisal/ Evaluation and credit banking. He qualified CSS examination in 1988 and was allocated to Information Group. Mr. Abid Saeed has served at various positions in Pakistan and abroad including: Director General, Press Information Department, Ministry of information M/o Information Lahore. He has over 17 years experience in teaching as Visiting Faculty at graduate/post graduate levels in various top ranking State/Private Sector Universities. Mr. Abid Saeed lead a delegation at SAARC Media Forum Conference held in Kathmandu, Nepal, November 4-5,2014. He represented Pakistan at a number of international conferences, seminars, forums and meetings during diplomatic posting at Pakistan High Commission, New Delhi, India (2008-2011). Mr. Abid is presently posted in Embassy of Pakistan, Washington DC, USA as Minister(Press).

IBA-PU Alumni Association Executive Committee 2015-18



Muhammad Saad Khan

Session: 2002-04

Advocate-High Court
Qayyum Khan & Co. 0321-4547992

EC Member

Muhammad Saad Khan, Advocate High Court. MBA PU.LLB PU.LLM Cardiff Wales UK. I am placed in Lahore working as partner in a Law Firm named Qayyum Khan & Co. I have established my own law practice since 2008. I am also a visiting lecturer at Punjab Law College and Management professional department of Punjab government MPDD. I am also a regular columnist contributing in Zindagi Magazine of Daily Pakistan.



Athar Ehsan-ul-Haq

Session: 2000-02

Director
Digital Expressions. 0300-8406244

EC Member

Athar Ehsan-ul-Haq graduated from IBA in 2003 with specialization in finance. After his graduation, he completed various computer diplomas and certifications that include E-Commerce and e-ACCP. He is an old Hailian and graduated in B. Com with flying colors after completing his F.Sc. in preengineering. He is a young and energetic businessman who joined his family business after his graduation, expanding the business horizontally as well as vertically. He has a number of CNG and fuel stations throughout Pakistan. He has been traveling frequently to UK and USA for various business meetings and conferences.



Shoaib Ali

Session: 2008-10

Consultant
0333-4430668

EC Member

Mr. Shoaib Ali is a progressive and result driven product manager with 11-years of professional experience in internet marketing, internet strategy building, marketing, internet promotions and process solutions. He is a great team player and have played crucial roles in brand development and click monetization projects. Skills: Click Monetization, Internet Marketing, Inbound Marketing, Content Marketing, Search Engine Marketing, Search Engine Optimization, Brand Building, Content Writing and Blogging, Web promotions, Social Media Strategist, Lead Generation, Email Marketing, Partnership Marketing,



Khawaja Waqas Ahmad

Session:
1995-97

Biz. Development Head
Orix Leasing Pakistan Ltd. 0300-8436444

EC Member

Mr. Waqas Khwaja is an experienced professional, having worked for over 18 years in financial sector, holding senior and middle management positions. His areas of expertise include Marketing, Corporate Finance, Product Development, etc. Prior to joining ORIX Leasing Pakistan Limited in December 2012, he has worked with a number of financial institutions including Crescent Commercial Bank Ltd (Now SAMBA BANK), Pakistan Industrial Leasing Corporation (PILCORP), etc. He has also attended various seminars and courses related to Project Appraisal & Financing, Prudential Regulations, SMEs, Islamic Modes of Financing and Effective Branch Management. He did MBA in Finance from IBA in session 1994-96. He has also completed Diploma in Business Management from LUMS during 2003-05



Syed Wajahat Hussain

Session: 2001-03

AVP / SME Manager
Bank Alfalah. 0331-4989123

EC Member

Syed Wajahat Hussain has over 10 years of experience in banking sector. Currently he is working as an AVP in SME department of Faysal Bank Ltd. He holds a major role in credit appraisal, marketing and limit monitoring. He started his career as an MTO in Prime Commercial Bank. Also worked with ABN Amro Bank and The Royal Bank of Scotland.

He is an IBA graduate (2001-2003) with majors in marketing and did double specialization in HRM (2011) from IBA, PU. Also hold B.Comm degree from Hailey College of Commerce, PU.

He is deputy coordinator of National Peace Committee for Interfaith Harmony, member of Nazaria-e-Pakistan Trust and also a member of National Book Foundation - Reader's Club



IBA-PU ALUMNI ASSOCIATION VISION & MISSION

IBA-PU Alumni Association is a registered body under Societies Registration Act 1860. Its purpose is to foster, maintain and support a mutually beneficial relationship between alumni and the IBA, University of the Punjab. The Executive Committee comprised of elected Fellow Members of Alumni and Senior Vice President (A Faculty member nominated by IBA) governs the Association by its approved Articles of Association, setting policy, providing guidance for the Association's programs and activities, and represents the interests of alumni to the IBA.

Vision Statement

IBA-PU Alumni Association is a vibrant organization that is recognized as a valuable resource by the IBA-PU Community. A dedicated Executive Committee will partner effectively with Alumni Services to offer programs that foster its traditions and perpetuate a passion for a life-long involvement with the IBA.

The Mission Statement

To provide a forum creating a life-long relationship between the IBA and its alumni.

EDITOR'S NOTE



IBA alumni are custodian of shared memories which they once shared as students in their years of study at IBA. IBA is shared by all of us individually but seldom are the opportunities when this sharing completes full circle from individuality to collectivity and from sharing to caring.

Alumni annual reunion is the only opportunity for every alumni to get a place to share and care for each other and equally the annual magazine is the single medium to ensure the freedom of expression for the alumni. Expressions of happiness, grief, love and compassion have no language however annual magazine has these expressions in the form of our emotions which alumni share and exchange via this very profound medium of Annual magazine.

I hope you find this magazine interesting, engaging and informative. This magazine is you and you are this magazine, both belong to alumni and we are the alumni. It is always a tremendous obligation to bring this magazine to you every year with missionary zeal, love and loyalty and that too by keeping the alumni magazine error free. This magazine is presented to you with humility and with hope to have contributions from you next year.

Best Regards,
MUHAMMAD SAAD KHAN
Editor-in-Chief

ALUMNI
MAGAZINE TEAM

Contents

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Mian Waqas Ahmad

Publication Coordinator

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Message From The Director

Mrs. Sajida Nisar
In-charge Director IBA

Institute of Business Administration was founded in 1972, and was the second business school to be established in Pakistan. Since then, the institute has played a vital role in producing dynamic individuals who have developed into successful and competent professionals. Some of them have risen to the very top, acting in leading positions at multi-national companies, bureaucracy and government organizations. It is a matter of pride for IBA to have names like Mr. Khawaja Ahmad Hassan, Mr. Ramiz Raza, Mr. Shaukat Tareen and Mr. Zoraiz Lashari in the list of alumni of the Institute.

The alumni of a business school can play a unique and pivotal role in strengthening the outlook of the institution. Firstly, they can act as the role models for incumbent students towards whom the student body looks up for inspiration and guidance for future career choices. Then, they can act as a bridge between the industry and the institution, improving access to hiring and recruitment. Thirdly, they can return to the institution in a teaching role to help the students learn about practical aspects of theoretical management topics. Finally, they can act as effective mentors for graduates entering their own organizations, guiding them to become successful members of that organization.

Since alumni are such valuable asset of a business school, a collective and conscious effort is required to manage the resource. For this purpose, IBA established its alumni association in 2007. Various IBA alumni had always been contributing to the Institute in their individual capabilities, but as the number of passing out graduates kept increasing, an organized body was required to exploit the true potential of this immense resource. Since its establishment, the association has actively participated in bringing together the alumni community with each other and also with the Institution. The annual dinner has been organized by the alumni association to provide a platform for contact and opportunity of networking with other alumni and the Institute. The alumni association is being run by capable individuals who possess the willingness to work with the Institute, to contribute their time to the welfare of the institute, and the enthusiasm to motivate and engage the alumni community in constructive activities for the Institute.

I, as patron-in-chief of the IBA alumni association carry greater aspirations regarding the role of the association for the betterment of the Institute and our student body. We hope to keep working together to build our linkage with the industry through them. We also hope to improve our outreach to a larger alumni



Message From The President

Sheikh Muhammad Umer
President

2
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1
7

On behalf of the entire IBA Alumni family, I would like to thank everyone most importantly Allah swt (the most gracious) who has blessed me with the honor of serving as a President of Alumni Association for two graceful years.

I am also thankful to Executive Committee of Alumni Association, Director IBA and faculty for their devotion, time and commitment towards alumni activities throughout the year. I congratulate IBA Alumni Association for successfully conducting annual dinners for the last ten years. My special thanks to all the sponsors who have made these evenings possible without their contribution nothing would have been possible.

Institute of Business Administration is about both people and place. Our students, faculty, alumni, administrators and staff stand out for their commitment to academic excellence, entrepreneurial spirit, diversity, vibrancy and creative

innovation. Punjab University is reimagining what it is to be a university in the 21st century.. pioneering research, outstanding teaching and a presence across the globe that fosters the international, inter connected perspective so necessary in our modern world.

IBA endeavors to educate a new generation of leaders- men and women who will be capable of shaping future with vision ,justice, and charity-with a sense of calling ,with concern for all of the human family. We pursue this challenge because it is worthy goal for any university, particularly for IBA PU, a university suited to be a beacon of hope for all. I invite you to join us, as a prospective student, parent, or friend.

We welcome you to participate in the endless opportunities at IBA Punjab University, joining talented people and perform, create and study in a place where everyone belong.

EC Members Since Inception



Mrs. Sajida Nisar
Patron-In-Chief



Sheikh M. Umar
President



Mudassir Latif Rawn
Sr. VP



Aasim S. Mullick
VP



Prof. Dr. M. Ehsan Malik
EX Patron-In-Chief



Mian Nasir Mahmood
1st President



Sajjad H. Kirmani
Former President



Raza Saeed
Former President



Zeeshan Ahmar
EX Sr. VP



Shahid A Mian
EX Member EC



Khawaja Muhammad Almas
EX Member EC



Asad Ali Minhas
EX Member EC



Hamid Raza Elahi
EX Member EC



Anas Ganai
Member EC



Khawaja Hammad Haider
EX Member EC



M Nauman Aslam Butt
EX Member EC



Fauzi Saleem
EX Member EC



Sheikh Azam Nazir
EX Member EC



Muhammad Akbar
EX Member EC



Malik M. Mubasher Khan
EX Member EC



M. Asif Ali Gillani
Member EC



Abid Saeed
Member EC



Shoab Ali
Member EC



Athar Ehsan-ul-Haq
Member EC



M. Saad Khan
Member EC



Kh. Waqas Ahmad
Member EC



Syed Wajahat Hussain
Member EC



Mian Waqas Ahmed
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IBA-PU Wall of Fame



Mian Zahid Jawaid
(1st batch 1971-74; EC Member LCCI,
Entrepreneur & Franchisee Bareeze Liberty)



Mr. Aftab Anwar
(1973-75; Chief Executive at Startex
Marketing Services)



Fauzi Saleem
(1978-80; Chief Operating Officer Samsol)



Sajida Nisar
(Incharge IBA-Punjab University)



Justice Shaukat Aziz Siddiqui
(1983 batch; Islamabad High court)



Aamir Mirza
(1984-87; Country Lead Monsanto Pakistan)



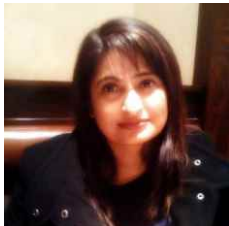
Rashid Qureshi
(1987-89; Chairman & CEO Nestle Greater
China Region)



Sheriar Hassan
(1989-91; GM Marketing & Media Sales
DAEWOO Pakistan EBS Ltd.)



Nadeem Mustafa
(1987-89; Group Marketing Director
Credence Group)



Samita Khawar
(1988-90; Director Public Sector & Govt.
Affairs at Frost & Sullivan)



Muhammad Waseem Fareed
(1996-98; National Sales Manager Tullo at
Dalda Foods)



Ghufraan Khan
(1989-91; CEO Capital Energy)



Haroon Lodhi
(1996-1998 Eve; Chief Operating
Officer Haleeb Foods Ltd.)



Fasih Mehta
(2007-09; Chevening Scholar 2016-17
& Senior Consultant in Oxford
Policy Management Ltd.)



Ayesha Imran Butt
(2002-04; Additional Commissioner IRS at FBR)

IBA-PU Wall of Fame



Hafiz Tariq Mahmood
(2008-2010 Eve; Head of Finance Brighto Paints)



Mian Amir Mehmood
(1985 Dunya Media Group)



Syed Irfan Abbas Zaidi
(2002-04 Eve; National Sales Manager American Express Cards at Bank Alfalah)



Imran Sanaullah
(2012-14; Eve; Anchor Person at Express Media Group)



Khawaja Ahmad Hassan
(1983) Pakistan Muslim League (N)



Shaukat Tarin
(1972 SILK BANK)



Tahir Habib Cheema
(2001-2003; Deputy Secretary at Prime Minister Office)



Ihsan ur Rahman
(2007-09 Eve; Director Technical at Sapphire Textile Mills Ltd.)



Muhammad Sohail
(2005-07; CFO Gloria Jeans Coffees Pakistan)



Rashid Pervaiz
(2002-04; Director Sales-Retail Assets at Alawwalbank Saudi Arabia)



Shaista Hassan
(2001-03; Manager Learning & OD at Fauji Foods Ltd.)



Zia Sheikh
(2002-04; Head of Logistics GSK)



Mudassar Iqbal
(2004-06; Employee Relations Manager Nestle Pakistan Ltd.)



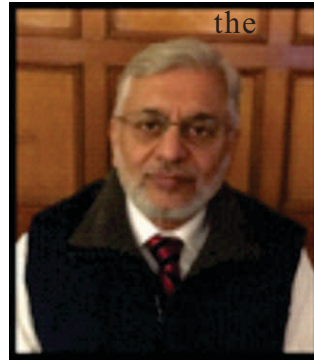
Saira Asad
(2001-03; Marketing Manager DAWN News)



Hamid Ali Malik
(1979 batch; Chief Executive-Kausar Group of Companies)

VETERAN VOICE

THE IBA PUNJAB



By Mahmood Akhtar
MBA 1972-74

University of the Punjab has a long glorious history. The Institute of Business Administration (IBA) too has a fairly old heritage as it gets close to completing half a century of its existence. The IBA Punjab was the second business school of Pakistan and second only to IBA Karachi. It was commissioned as department in the Public Administration campus under the chairmanship of Dr. Mohammad Afzal. The first batch of IBA to which we belong finished their first 2 semesters over there. Later in the third semester an independent IBA was established under the chairmanship of Khawaja Amjad Saeed in the old red bricks building of library sciences across the canal.

Punjab University has had a liberal academic environment since its inception and headed by Dr. Linear whose statue still stands outside the old campus on The Mall Lahore. Later however the students of all educational institutions got divided politically in right and left, opposed to each other but not like enemies. The number of hostels in our times was eight. The most popular hostel was hostel No.1 where it was hard to find a place. It's in charge was Prof. Waris Mir and he two small kids would hang around on their toy cycles in the afternoons. One of them is Hamid Mir today's courageous electronic media icon.

Many students, males and females alike, would come to hostel No.1 or ikk number hostel as it was called till late night after studying, and would love

moderately priced khagina omelet, roti and tea that it's canteen was famous for.

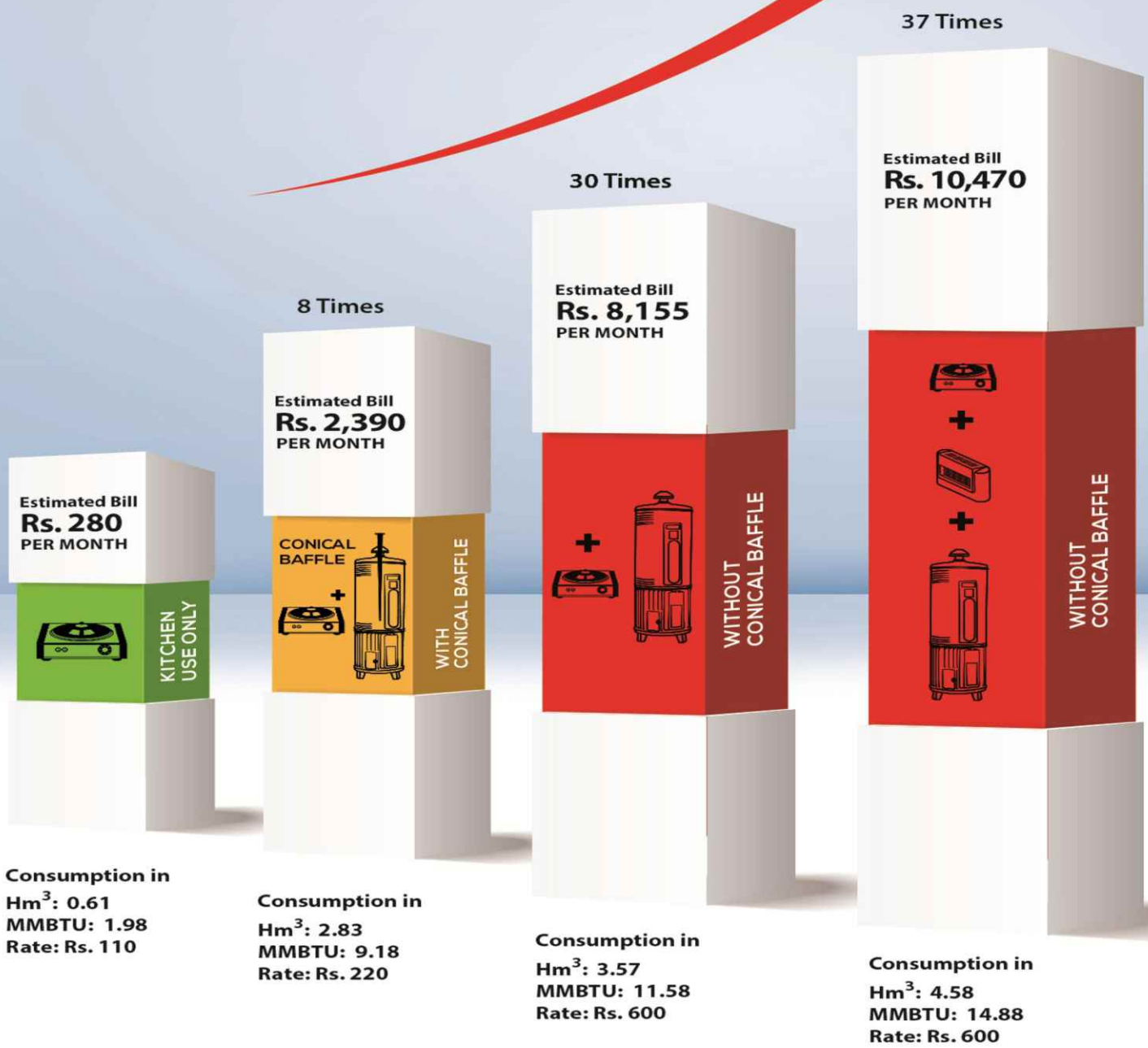
Our first batch of MBA students was a combination of urban elite and students from various areas of Punjab. Each one of us had an ambition to do well in studies and aim for the best jobs after graduation. Out of the 4 girls in our class 3 went to IDBP, PIA and Citibank and the 4th one became an entrepreneur. Most boys were accepted by PIA, IDBP, PIDC, and Shell. A few went to USA and carved a name for them in the world markets. Some joined their family businesses.

Pakistan of those times was an uncomplicated simple country and people lived in greater harmony and love. We shared our happiness and grief with a sense of belongingness. Things have changed a lot in all these years. Materialism and careerism are now the overriding sentiments of the fast forwarding youth and probably they are right. There is nothing like free cup of tea in this merciless world.

Still however the old students of The IBA Punjab did attempt to spread the message of love; the prime mover of human creativity, and formed the Alumni IBA Punjab. Our efforts were affectionately guide by Dr. Ehsan Malik and we are

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Inspiration In Retrospect:

SHAUKAT TARIN SPEAKS FROM CLASS OF 1973-1975



nk into a dynamic mid-sized bank in six
ich was

SHAUKAT TARIN SPEAKS
FROM CLASS OF 1973-1975

My time at the IBA Lahore (in those days it was DBA Lahore) was hard work, but, a lot of fun as well. We had Khawaja Amjad Saeed with all his qualifications and quite a number of visiting faculty teach us the ABC of business, marketing and finance. I was just an above average student, who gave equal importance to extra-curricular activities, along-side my studies.

The first job I landed was with Citibank N.A. which took me to many places around the world. I always felt that global organisations such as Citibank were large training centres which imparted practical training and as such one needed to spend considerable time up front in these organisations to learn and absorb knowledge.

Therefore, despite getting various offers from other large organisations, I stuck with Citibank for 22 years, before I was requested by the 1997 Nawaz Sharif government to fix Habib Bank Limited as its Chairman and Chief Executive Officer.

HBL was almost bankrupt and used to lose around Rs 10 billion annually. With the help of 32 professionals hired from international banks on market salaries, we turned around HBL in 3 years. When I left in 2000, the bank was making a small profit, but, with a well-crafted business strategy and revamped business processes which we put in place, the bank continued to progress and today makes Rs 35 billion after tax annually.

In 2000, I decide to quit HBL, and with the help of a Saudi friend bought out Union Bank Limited. A group of ex-Citibankers then transformed the

then sold to Standard Chartered bank for US\$ 480 million. Once successful as an entrepreneur, I decided to buy another bank which is known as Silkbank. It was a weak bank and after eight years it has now

become profitable.

In between, I spent 18 months as the Finance Minister of Pakistan in 2008 and was able to not only stabilise the faltering economy, but, was also successful in concluding the 7th NFC award with unanimous approval of all the stakeholders. I left the government in early 2010 to raise capital for my bank. I considered staying in the government and raising capital for my bank, as a clear conflict of interest, and thus left a position which many other aspire to attain.

Looking back I would ascribe, whatever, little success I have achieved, to the will of GOD, basic values given by my parents, hard work, sincerity of purpose and belief in team-work. I believe attaining knowledge is a long road and one keeps learning till we move to the next world.

I am married and have three grown up children.

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Memories & Nostalgia

THE GANG OF FOUR AT THE IBA

By Mohammad Riaz Noor
MBA 1973-75

It gives me a sense of ownership when I go back in the memory lane. Peeping in the past I can still feel the vibration and sensation of being accepted at the IBA Punjab. All my class mates were bubbling with ambition and a desire to achieve. Our role models were two batches ahead of us and we all wanted to surpass the high academic and employment standards set by them.

We inherited Mr. Razzaq Dawood as our visiting faculty and what a teacher he was. Despite being a rich businessman he could not reduce the temptation to impart knowledge even though this exercise would cost him a heavy chunk of money in terms of opportunity cost. The ideologue that he is he would sacrifice for us the next generation. I often think now in retrospection that if IBA Punjab would have encouraged him and Babar Ali we would have had IBA Punjab in Lahore with the same status as LUMS.

Here I would also mention with pride the gang of four, all my friends, who were one year my seniors but were a source of inspiration for us. They were Harris Mustafa, Aftab Anwar, Mobin Afzal and Nilofar Shah, all of them brilliant students but jovial, friendly and helping hands in academics for their juniors. The three males were from my Alma Matar. The Government College Lahore which was a bonding factor for us. When the classes started in the morning then the students entering the campus would often see a white Skoda parked on the left of the entrance which accommodated all four of them to discuss the day's work and the mischief that they would make. Once, our head Khawaja Amjad Saeed was standing outside the class rooms; when the gang of 4 entered the premises in their Skoda and halted with a screech in respect. Khawja Sahib did not feel offended but said in a hilarious way. Just Landed!

Harris now lives in the USA after his post graduation. he got married to Nilofar Shah and together they have knitted their professional lives very well. Mobeen Afzal joined PIA and decided to quit after finishing his term as country head Italy. Aftab Anwar after having served in the private sector successfully created an innovative marketing corporation which is unique in its output. Recently Aftab was elected the world wide president of the trade body of his business defeating some of his North American challengers including USA. What laurels an IBA Punjab graduate has brought for his countrymen! Nilofar Shah joined Shell excelled in her profession before becoming Mrs. Harris Mustafa. Among other friends of these Chaar (4) pyaraas was towering Shawkat Tareen. Shawkat is not just a reliable and time tested friend of friends but also a man of substance. We can give him this compliment after he resigned from the position of Pakistan's federal minister of Finance and membership of country's parliament. Then there were Waqar, Afzal, Nadeem Iftikhar, Nasir Bhutta, Alman Aslam and Aneeq khawar all jewels in the string of IBA.

These gentlemen and woman and all of us from the batch 1973-75 were all middle class modest young people who had come to study at the oldest University of Pakistan with great ambition to graduate and add value to their incomes, their families, their values and their motherland. The atmosphere at the IBA Punjab gave equal opportunities to all and sundry. We had no influence, no contacts and no big names to throw. We only had our trust in our own ability well nourished and encouraged by our teacher Khawaja Amjad Saeed and that became the only ladder of success for us all.

I only wonder if our young dot.com generation rose



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خواجہ امجد سعید

میاں ناصر محمود ایم بی اے۔ 1972-74

ایک صبح مجھے گورنمنٹ کالج سے ساتھی مقیم واشنگٹن ڈاکٹر کافون آیا میں ملائیشیا میں مانفرنس کر کے لوٹا ہوں اور واشنگٹن واپسی سے قبل آسمیت کچھ دوستوں کو ملنا چاہتا ہوں۔ ہماری ملاقات ہیلری کالج آبیننگ اینڈ فنانس میں ہوئی جس کے سربراہ خواجہ امجد سعید تھے۔ خواجہ صاحب بین القوامی شہرت سے حامل سکالر اور فنانس میں ہارورڈ کے پروفیسر ڈاکٹر محمود اعوان کے ہم پلہ تھے۔

آج مجھے خواجہ امجد سعید سے وابستہ یادوں کو دم تحریر لانا ہے۔ خواجہ صاحب پنجاب یونیورسٹی کے آئی۔ بی۔ اے کے بانی سربراہ تھے اور ہم گریجویٹس پے آج بھی اُن کے درس اور تدریس کے انداز کنداں ہیں۔ اُنہوں نے ایم۔ کام کے بعد آئی سی ایم اے، چارٹرڈ اکاؤنٹنٹس، ایم بی اے، ایل ایل بی اور پی ایچ ڈی کی ڈگریاں حاصل کی تھیں۔ بجائے اپنے آپ کو کارپوریٹ ورلڈ میں مارکیٹ کرنے کے اور بھاری تنخواہ وصول کرنے کے اُنہوں نے خود کو تعلیم دینے اور تعلیم حاصل کرنے کے لیے وقف کر دیا تھا۔ وہ جب ہمیں پڑھاتے تو سوالوں کی حوصلہ افزائی کرتے اور سمجھاتے ہوئے

طلبہ کو تہنی طور پر اپنے برابر سمجھتے اور مشکل ترین مسئلے کا آسان تر بنا کر گویا گھول کے پلا دیتے۔ اُنہوں نے ہمیں اُوچی سوچ رکھنے، اُوچی اُڑان حاصل کرنے اور اُوچے اخلاق اقدار کے اسباق دیے جو ایک نسل کے لیے زاد راہ ہیں جب کبھی ہم مشکلات میں گھرے ہوئے نئے راستے کی تلاش کرتے ہیں تو ہمیں خواجہ صاحب کی بلند ہمتی اور معاملہ فہمی ایک تریاق کے طور پر دستیاب ہوتی ہے۔ خواجہ صاحب کہا کرتے، ترقی سوچ میں ہوتی ہے مال و اسباب سے نہیں۔

اے جذبہ دل گر میں چاہوں ہر چیز مقابل آجائے

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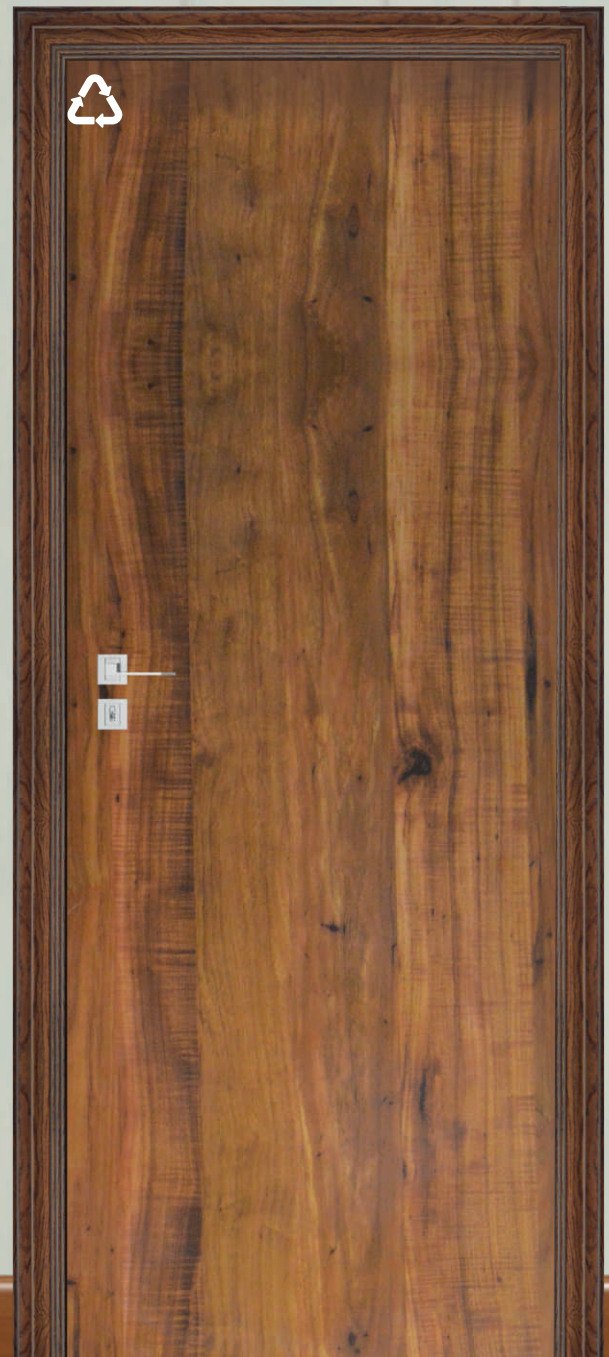
اُن کی وفات سے بعد پنجاب یونیورسٹی نے اُنہیں ریفرنس پیش کیا جس میں بیگم خواجہ سعید، جہانگیر بدر و اُس چانسلر مجاہد کامران اور صدر آئی بی اے المنائی رضا سعید سمیت بہت سے مشاہیرین خراج عقیدت پیش کیا۔ اس محفل میں سب سے قابل ذکر گفتگو کو آخری صف میں کھڑے خواجہ صاحب کے چھوٹے بھائی نے کی۔ اُنہوں نے کہا معزز اکابرین، میں نے آئی بی اے کی باتیں سنی ہیں اب آپ میری بات بھی سنیں۔ جب ہمارے والد ریلوے سے ریٹائر ہوئے تو اُن کی کل پونجی 15 ہزار روپے تھی۔ اُنہوں نے ہمارے بڑے بھائی امجد سعید کو کہا کہ بیٹا میں دونوں بھائیوں کو ڈھلائی کی ورکشاپ بنا دیتا ہوں جہاں یہ دستی کار کے روزی کمانے کے قابل ہو جائیں۔ ہمارے بھائی خواجہ امجد سعید نے کہا ہرگز نہیں۔ میں اس وقت دو ٹیوشنیں پڑھا رہا ہوں۔ اب میں مزید دو ٹیوشنیں پڑھا لوں گا مگر ان بھائیوں کو بہترین تعلیم دلاؤں گا۔ خواجہ صاحب نے نہ صرف اپنی تعلیم کی بلکہ آدھی آدھی رات کام کر کے ہمیں بھی تعلیم یافتہ بنا دیا۔ آج میں ایک بینک میں وائس

پریزیڈنٹ ہوں اور میرا چھوٹا بھائی بھی ایک بینک میں اسٹنٹ وائس پریزیڈنٹ ہے۔ ہم سب کے ہاتھ خواجہ امجد سعید مرحوم کے لے دعا مانگنے کے لیے اٹھے تو یوں لگا کہ ان ہاتھوں میں بلند ترین ہاتھ مسز خواجہ امجد سعید کے تھے۔ جنہوں نے شادی تک تو میٹرک کیا تھا مگر خواجہ صاحب کی حوصلہ افزائی سے آج خود بھی پی ایچ ڈی ہیں۔ بیگم صاحبہ نے اپنے خاوند کے بھائیوں کو اپنے بچوں کی طرح پالا، اپنا پیٹ کا نا مگر سفر زندگی میں آگے بڑھنے کا حوصلہ دیا۔ میں اپنے آپ سے سوال کر رہا تھا کہ اس عظمت کدرا کو جتنا بھی بڑھایا جائے کم ہوگا۔ جہاں اُنہوں نے اپنے عیال کو اپنی سرپرستی سے کامیاب بنایا وہاں حکومت کے تعلیمی نظام کی بھی داد دینا ہوگی کہ جس میں غریب امیر دونوں سستی تعلیم حاصل کر کے آگے بڑھ سکتے ہیں۔ آج کے پاکستان میں البتہ پرائیویٹ تعلیمی نظام کا کاروباری سلسلہ جاری ہے جس میں ایک بھائی کی قربانی سے دو بھائی ترقی نہیں کر سکتے کہ اب لاکھوں روپے صرف فیس کی مدد میں چاہیں۔

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پنجاب یونیورسٹی ایم بی اے اور نئے پاکستان کا خواب علی اکبر ایم بی اے۔ 1972-74

میری نسل قیام پاکستان کے بعد پیدا ہوئی تھی۔ ہمارے کچھ خواب تھے، ہماری کچھ اُمگلیں تھیں۔ ہم چاہتے تھے کہ پاکستان کی دھرتی ہماری ماں کی طرح ہو۔ ہم اُس عظمت اور سر بلندی کے لیے کام کریں اور وہ ہمیں غم، الم، تکلیف اور بھوک تنگ سے اس طرح بچا کے رکھے جیسے ایک سایہ دار درخت ہو میری نسل نے 1965 اور 1971 کی جنگیں دیکھی تھیں۔ ہمیں معلوم ہے کہ کس طرح غربت اور افلاس نے پاکستان کے دو ٹکڑے کر دیئے اور کس طرح روٹی، کپڑا اور مکان کے نعرے نے ہماری نسل کو باور کرایا کے دراصل معاشی نا انصافی تقسیم کو جنم دیتی ہے۔ اس پس منظر میں ڈاکٹر محمد افضل کی سربراہی میں پنجاب یونیورسٹی میں ایم بی اے کی شعبہ نے جنم لیا۔ داخلہ بذریعہ ٹیسٹ ہو اور 6 ہزار امیدواروں میں سے 32 خوش قسمتوں کو کورس میں شرکت کا موقع ملا۔ ہمارے اساتذہ میں ڈاکٹر مجیب شیخ، ڈاکٹر منیر، ڈاکٹر جعفری، نثار صاحب ظفر اقبال قریشی، مظفر قریشی، انیس صدیقی مرتضیٰ خان اور خوجا امجد سعید شامل تھے۔ یونیورسٹی میں دائیں اور بائیں بازو کی کشمکش شروع ہو چکی تھی۔ وطن عزیز میں شوٹلزم اور نیشنل لائزیشن کا شور تھا۔ پرائیویٹ سیکٹر محدود ہو کر رہ گیا تھا سو ہم پہلے بیچ کے ایم بی اے اپنی ڈگری کو ملک و قوم کی خدمت کا ذریعہ اور اپنے والدین کی خواہشوں کی تکمیل کا باعث بنا کر فکر مال اور دہن کے سفر پر روانہ ہوئے اور آج تک یہ سفر جاری ہے۔ ہمارے نزدیک کریئر منجمنٹ اور پیدا گیری ثانوی اہمیت کی حامل تھی۔

آج جب میں یہ تحریر لکھ رہا ہوں تو ایم بی اے کا ٹوکری ہو گیا ہے بلکہ لاتعداد پیشکش ڈیپارٹمنٹ ادارے مہنگے داموں پروفیشنل ڈگریاں جاری کر رہے ہیں۔ ان یونیورسٹیوں میں بڑی سے بڑی درس گاہ ہماری پنجاب یونیورسٹی کے ایک شعبہ میں سما سکتی ہے لیکن اُن کی ایک ماہ کی فیس یونیورسٹی کی سالانہ فیس سے زیادہ ہے۔ اپنی مہنگی فیسوں اور برانڈ نیم کی وجہ سے طلبہ ڈگری حاصل کرنے کے بعد صرف پیسے بنانے میں مشغول ہو جاتے ہیں۔ یہ ایک حقیقت ہے کہ ایک معروف پرائیویٹ یونیورسٹی کے اساتذہ نے اپنے وسائل استعمال کر کے ایک رہائشی سکیم کا منصوبہ بنایا اور پلاٹوں کی قیمت قسطوں میں ادا کرنی شروع کی۔ جب سکیم کی وہوا لگی تو دی ایچ اے لاہور نے اس سکیم کا مل ڈال دیا اور اس عظیم یونیورسٹی کے اساتذہ کے سوچا تعلیم کمرشل لائزیشن کے اس دور میں سبھی فیصلے کاروباری بنیادوں پر ہوتے ہیں تو کیوں نہ ہم اس ہاؤسنگ سکیم کے پیسے وصول کریں اور اس کا نام مٹادیں اور ایسا ہی ہوا۔ جس مادر علمی کے اساتذہ ایسا طرز عمل اختیار کریں گے یقیناً وہاں کے طلبہ بھی مال و دولت کے حصول میں سبھی حدیں پار کر جائیں گے۔ ریاستی یونیورسٹیاں اور سرکاری سکول کالج ہمیں پہلے اخلاقیات کی تعلیم دیتے ہیں اور پھر آمدنی میں

اضافے کی۔ اب اس کے برعکس ہے۔ دولت کے ان پجاریوں کو جب کوئی دہچکھ لگتا ہے اور پکڑ دھکڑ شروع ہوتی ہے تو پھر وہ سرکاری گورنمنٹ کالج لاہور کے پیدا کرہ علامہ اقبال کی شاعری میں پناہ ڈوہنڈتے ہیں کہ جس نے کہا تھا۔

یہ مال و دولت دنیا یہ رشتہ و پیوند

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Campus at Glance

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"Things end, but memories last forever"
"Some memories never fade"
"Good times come and go, but the memories will last forever"



Articles & Opinions

Who Owns Banking?

By: Syed Mehboob Zaman (2012-14)

According to the remaining ashes of history, banking started around 2000 BC in Assyria and Babylon. History reveals that in ancient Greece and during the Roman Empire, temples used to advance loans. Accepting deposits and money changing was also done in this era. The history of China and India also provide evidence of money lending at these early ages. There is evidence that ancient dealers in the Roman Empire used to lend money through their stalls called “macella” which was an enclosed courtyard. We can further trace its origins in the form of prototype banks for merchants, who used to advance grain loans to farmers and to traders who carried goods between cities.

In Italian, the word “Bank” is derived from BANCO which means “desk/bench”. During the Renaissance period, Florentine bankers used to perform transactions over a desk which would have led to the name. In its modern form, banking can be traced to Medieval and early Renaissance Italy, Florence, Venice and Genoa. History further enlightens that the Bardi and Peruzzi families were leading in banking during the 14th Century in Florence with branches and points of operations in Europe. In Europe, the modern banking history can be traced to the 17th century (1694), when Jews, in England, introduced for the first time the “Bank of England”. Before this, interest was not allowed in any shape.

In conventional banking, as a primary function, deposits are taken and advances or loans are given with top-ups which is the basic source of income, in addition to discounting of bills, agency functions and utility functions. Islamic Banks on the other side take deposits in the form of Amanah (current/non-profit accounts), including other various modes of contracts where money is invested in various profitable activities through a pool fund and profit thereon is given to investors. Banks only charges a fee there on which is one of the sources of income. Moreover to fulfill the needs of finance again, loans are given under permissible contracts and again charges present another source of income.

But this does not mean that the basic two needs were not addressed or addressed at all before Islam. In ancient times, people used to keep their excess money and valuables with trusted people. For the other need, there were always valid modes of contracts which were used to fulfill the requirements of finance for the business sector.

Banking was in operation in one or other form in all ages. The difference between Good and Bad practices is what would make it permissible and non-permissible.

However various functions were gathered under one roof in the modern style of banking. The recent form of banking termed as Islamic Banking can be traced back to the birth of Islam. This, however, does not certify that interest was allowed in any of the Sharia'h laws because practices used to be changed or altered. Before we certify any of the schools as owners of the banking system, we should be aware that needs discussed before are basic needs of any group or place where commercial activities take place. It is also an agreed upon statement that commercial activities are being performed since the prehistoric era.

It is not only in Islam where Riba is prohibited; let's take some references extracted from the internet.

- “Do not charge your brother interest, whether on money or food or anything else that may earn interest.” (Deuteronomy 23:19)
- “Do not take interest of any kind from him, but fear your God, so that your countryman may continue to live among you.” (Leviticus 25:36)
- “If you lend money to one of my people among you who is needy, do not be like a moneylender; charge him no interest” (Exodus 22:25)
- He does not lend at usury or take excessive interest. He withholds his hand from doing wrong and judges fairly between man and man
- He follows my decrees and faithfully keeps my laws. That man is righteous; he will surely live, declares the Sovereign LORD. (Ezekiel 18:5-9)
- The Torah states that it is forbidden for Jews to charge interest from fellow Jews (Leviticus 25:37)

Before Islam, since Hazrat Adam (Alaeh-e-Salam), every Sharia'h was for a specific tenure and the Right Group of the time followed it. Business ethics was also in practice during the eras which were being followed by the group. Coming towards our main point, primary banking functions were the need of all times since the first commercial activity took place which could be traced to the prehistoric-era. Where there was a need, there was a solution, so valid solutions were available and practiced. We can, with the permission of Ulama, say that *Banking & Conventional/Interest Based Banking* ruled before *Islamic Banking & Conventional Banking*.


About The Author

Syed Mehboob is an MBA graduate and holder of a PGD in Business Administration from IBA-Lahore and PGD in Islamic Banking & Issuance from IIBI-London. Mehboob has 10+years



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Paving way for socio-economic development of Pakistan

BY: Waqas Ahmad Khawaja (AGM ORIX LEASING) MBA 1995-97

Pakistan is located in a region which is strategically important for world trade. It is considered as the gateway of Central Asia and Middle East and plays a significant role in transit economy. Transport and infrastructure are called strategic levers of trade as they help in reducing the shipping costs and transit time. In the modern era, organizations want to reduce the shipping costs and transit time to maximize profit and ensure timely delivery of product.

The China–Pakistan Economic Corridor (CPEC) is a development megaproject which aims to connect Gwadar to China (northwestern autonomous region of Xinjiang), via a network of multilane highways, railways and pipelines to transport oil and gas. It provides the shortest link to China for Middle Eastern and European countries. China has planned to invest \$46 billion for CPEC, which will help in reduction of its shipping cost and delivery time. This is one of the big investments China has ever done in a foreign country. The current trade route from China to Europe and Middle Eastern countries is expensive and long.

STRATEGIC SIGNIFICANCE

When the corridor is constructed, it will expand the number of trade routes between China, the Middle East and Africa. Energy security is a key concern for China, as it is the world's biggest oil importer, and oil pipelines through Pakistan would cut out ocean travel through South China Sea, which has several claimants and is a potential conflict hotspot.

More than half of Western China is geographically near to Pakistan's Arabian Sea coastline, than to East Chinese coast line. The CPEC will reduce 80% distance, 75% time and 70% cost of Shipment.

China plans to build oil storage facilities and a refinery at Gwadar Port, with oil transported to its Xinjiang Uighur Autonomous Region via road and pipeline. This will let it move energy and goods to inland China without going through the Strait of Malacca, which could be blocked by the U.S. or India should hostilities break out in the region. The project will also lead to development in western China, where tensions are simmering from activities by radical separatists.

IMPORTANCE OF CPEC FOR PAKISTAN

CPEC is not only a network of road, highways, rail network but it's a package of different projects that fulfill the energy and other requirement of Pakistan. Total Investment of China is about \$ 46 billion. The breakup of CPEC projects portfolio investment is given as following.

- CPEC Energy Project
- CPEC Transport Infrastructure Project
- Roads
- Railways
- Mass Transit in Lahore
- Gwadar Port
- Others
- Cross Border Optical Fiber Cable

China stands to gain an alternative route for trade rather than the South China sea, with shorter distance saving transport costs, and distance will be reduced by 9000 km, and less uncertainty and risk. The corridor aims to connect Gwadar port in Baluchistan to China's Xinjiang region via a network of highways, railways and pipelines spread over 3,000 KM.

Pakistan stands to gain due to upgrade of infrastructure on the Lahore-Karachi railway helping to make exports more competitive in terms of travel time and transport costs and the development of the Pakistan's roads, air and sea port infrastructure to transport goods and will remove the energy shortages which will lead to complete industrialization of Pakistan's economy from the current semi-industrialized economy, around 8000 Megawatts of energy will be generated, whereas, Pakistan's current energy shortfall is around 4500 Megawatts.

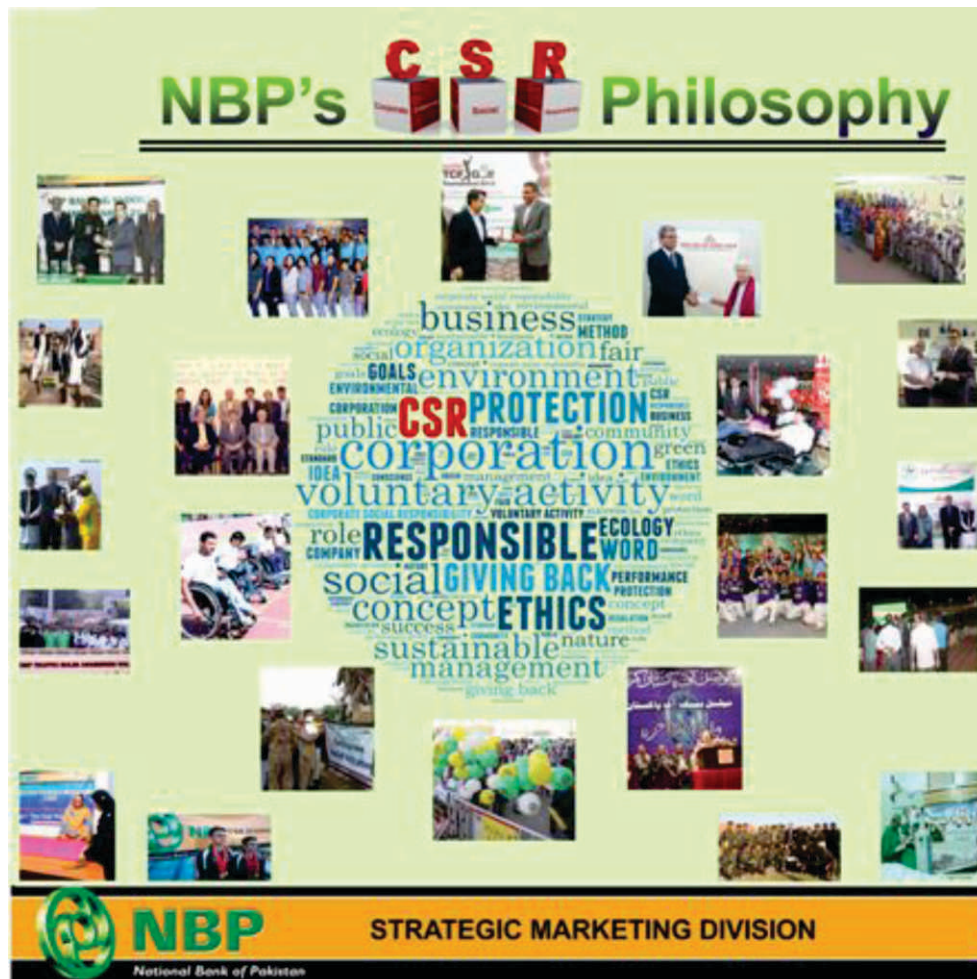
Some other facts are

- Even if ten percent of China's exportable goods (US\$400 billion) were to transit through Pakistan, using Gwadar-Kashghar Corridor Pakistan would earn US\$ 10 billion as transit fees.
- The job opportunities created in the allied industries and Services sectors will be in addition.
- CPEC is referred now as the Project of the 21st Century. No other event will impact the Contemporary history as much as China's Rise..
- CPEC is also referred to as the 9th Wonder of the world on completion by 2030.
- So far, a dozen Chinese companies have invested US\$ 14 billion and 16 out of 30 projects are nearing completion by March 2018.
- There is now going on 'more construction in Pakistan than in whole of Europe'. CPEC will be the biggest surprise for the World.

- CPEC's success has started generating global interest of big Powers like Russia, Germany, UK , Italy, Saudi Arabia, Iran to be part of this Mega Plan.
- CPEC makes China a 'Two Ocean Power'. It will make Chinese goods even more competitive in Middle East and Africa's market.

CPEC CONTRIBUTION TO PAKISTAN ECONOMY

- Generation of 10,000 MW electricity by June 2018. Generation of 35,000 MW by 2030.
- Completion of Motorway Projects and Railway infrastructure linking Kashghar with Gwadar through Multiple Corridors by 2030.
- Completion of expansion of Gwadar Port, International Airport and Link highways by 2020.
- Re-location of 1200 Chinese manufacturers to proposed 33 Industrial and Economic Zones.
- 350 Chinese Company Reps have already visited Pakistan in 2016.
- The Corridor is expected to fuel economic growth of Pakistan by adding 2.0% to its growth between 2016-2020; another 1.5% between 2020-2030.
- It is likely to create 800,000 to 1.0 million new jobs.
- The length of newly built or upgraded roads and railways in Pakistan would increase by 3871 km and 1529km, respectively.
- Length of optical fiber Cable will reach 2084km by 2025.
- Enhancing Pakistan's GDP from 5 to 7.5% annually for next 10-12 years beginning 2018.
- To develop Pakistan's Water resources, dams and Canals and desalination plants. To reverse desertification by re-forestation Programs.



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Taxation, Budget and our Behavior



of their support and votes, unfortunately; so the
it is same “negative”. Numbers of existing taxpayer
des majority of salaried class and few bonafied
ayers of

It's a believe that all great economies have at their base, a solid foundation of effective taxation system and that Pakistan is going no-where unless it first sets its taxation system in order, which not only serves the rights of states in general but also protect and ensure the basic facilitations of Pakistani nationals at their door step.

Pakistan needs a manifold increase in revenues if it is to address its myriad of issues on poverty, health, education, security and a take-off platform for economic development. For this, run-of-the-mill taxation will not do. We should, therefore primarily focus on out-of-box ideas to jumpstart growth in revenue.

The Federal Board of Revenue (FBR) have taken several administrative and revenue measures, including increased cost of doing business and broaden the base by imposition of withholding tax on banking transactions especially for non-filers and dialogue with small and medium traders to improve tax compliance.

A large number of Pakistanis are already paying taxes on various accounts such as use of cellular and landline phones, automobile usage, and purchase of household items falling in GST (general sales tax) regime. However, there are a large numbers of those who are earning allot but not paying taxes commensurate to their income levels, **which infect is the root cause of system inequity.**

It's also observed that the Federal Board of Revenue (FBR) is making concerned efforts to broaden the tax base and several initiatives have been taken in the recent past to increase the number of return filers which has for the first time crossed one million mark for tax year 2014 (source: FBR), but still there is a lot room for its improvement when we have a population size of over 200-million.

Recently, the national budget for tax year – 2017 has been presented once again with a deficit balance, no of revenue measures have been adopted again, but the issue is still there of implementation and combating the cartels of numerous traders associations, who are not willing to pay their national liability, rather they undue pressurized elected governments to take measures on

this beloved country are contributing towards national revenues, which are definitely not enough to cover the major part of national expenditures includes defense, administrative and developmental works, etc, resultantly we have to BEG for money from IMF / World-bank / ADB and other internal / external resources who have their own policies and interest to cater.

Now need of the time is that every individual understands this simple mathematical equation of revenues and expenditures and start paying of their Taxes in proportionate to their respective incomes on voluntarily basis; Authorities are also suggested to focus at least 10% of the population size (which is not out of the box thinking knowing the fact that 2-million people are making their happy livings over poverty level either through business or by their employment) and issue some directives to public (government) offices to must facilitate their employees towards filing their compulsory returns through defined e-filing mechanism. It's therefore expected that the Tax to GDP will improve rapidly; but this is also to mention here that the false practices by the taxpayers and high corruption grounds at the department will not let this happen until unless a proper mechanism of chariot and stick will be adopted. The income tax ordinance allowed multiple credits, reductions and benefits within the system like Charity / Donation to registered organizations; investment in IPO shares or mutual / pension funds; Full time Teachers / Lecturers / Researchers; Life / Health Insurance; Education expenses; etc , which can be opted carefully under admissible levels.

Dear alumni please remember, **TAX SAVING is TAXPAYER'S RIGHT but TAX EVASION is a NATIONAL CRIME!**

Effort by:

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The Importance of Alumni Association

By **Mr. Raza Saeed**
Former President-
IBA-PU Alumni Association
 MBA 1979-81

The main Objective of IBA-PU Alumni Association was to provide a forum to bring together the old graduates of the University where they can share information and experiences in their respective professions and update their knowledge in all professional fields.

It is proven fact that an institution's success requires to create an engaged, supportive alumni network. If communication stops once graduates leave an institution, their understanding of the university will become fusty. Instead, they should be kept informed so they can remain engaged and keep abreast on the progress of the university.

A strong alumni relationship brings many benefits to both the institution and the alumni which are narrated below:

Dedicated supporter

As graduates of the institute, alumni have a special connection with the university and as a result are likely to be some of its more loyal supporters. An engaged alumni network allows the University to benefit from the skills and experience of our graduates, by offering their support to our students, to the institution and to each other. If we keep them properly informed and engaged, alumni are our most loyal supporters and our best ambassadors, offering invaluable marketing and promotion across their personal and professional networks.

Expertise

Talented alumni will likely have a wealth of experience and skills to share with current students via talks and newsletters. In certain cases, this could go even further with alumni offering to practically support students in work placements and help them launch their careers. The engaged graduates are much more likely to want to "give back" to the University; that could be, for example, by coming back and sharing their experiences with prospective and current students – there are no better ambassadors for your university than your alumni! If the Business Plan Competition is organized by Alumni, it will be judged by a selection of panel

experts including alumni, and alumni can also provide an opportunity to have sessions on brand building and working with investors.

Facilitation for Employment

The alumni network has a real life benefit for current students: Alumni also donate their valuable time to offer careers support to current students through internship program, Job fair, lecture series etc providing work shadowing and professional networking opportunities. These enhance the students' experience and give them that competitive edge in today's tough jobs market.

Financial

Because of the dedication and gratitude many Alumni have for the institution, they are often generous with fundraising efforts. Financial donations enable the institute to offer life-changing scholarships and bursaries to talented students who may otherwise have to give up their studies.

Personal Development

Whilst having an engaged alumni network is beneficial the institution, the benefit to the alumni themselves should not be overlooked. The professional mentoring journey of Alumni members would be very rewarding through sharing experiences and knowledge in the network. As graduates have grown up and new alumni have emerged, the market has naturally evolved. We can engage our alumni through different means depending on their skills, interests and where they are currently in their life.

Community

The group develops a sense of community between current and former students and staff. The association provides historical information and helps to make anniversary events more meaningful.

Thus the alumni can play a significant role in the advancement of higher education as donors and also contribute time and expertise in the development and advancement of the institution. They can work for dissemination of value system of educational institution and adding value to its ideals of service to mankind.

The Alumni Association of the IBA Punjab University can certainly be contribute to the efforts of the managers of IBA Punjab in adding value to achieve



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Beauty!

By: Muhammad Jawad Iqbal (MBA 2010-12)

When you see anything perfect,
That stole your heart as direct.
Wonders of the world are seven,
Beauty is the feeling of Heaven...



Beauty is the word when it comes to your mind, a smile and happiness spontaneously swap your feelings. Every religion, culture and society have tons of people, majority feels the beauty and merely few can understand its true meanings. People even don't know where beauty exist. For the sake of understanding it is being divided into the three broad categories; beauty in personality, in activities and in relations. When we talk about the beauty in personality we must consider the looks of person, way of talking, style of walking, body Language, gestures and expressions etc. On the other hand beauty in activities is based on individual's jobs, business, assignments, projects and tasks etc. Last of all beauty in the relation is all about the sharing, caring and being affectionate with family, friends and relatives. Other than all of three categories; people determine beauty in buildings, places, colors and creativity as well.

Now come to the point, what is beauty? If we elaborate it in a single sentence than beauty means "Anything that seems balanced or reasonable in its nature". Therefore balance is the base of beauty which means neither more, nor less and in other words after the simple, before the over. The parameter of balance exists in the mind of individuals, places and situations. It varies in different circumstances and dependent on various factors. Because beauty in the things occurs in the observation which expects them. Whereashuman beauty varies and depends upon several tangible and intangible factors which covers all three categories mentioned above.

Let us start with tangible factors. One of them is balance of human color. It varies region wise (geographically). We cannot measure the skin color of West Indies people with Arabic people on a single scale.

Both create their own balance for beauty. So, Balance of Human color varies accordingly. Similarly balance of size is another tangible factor e.g.big eyes on a small face or small eyes on big face

never indicate beauty, there must be a balance of size consequently. Balance of culture is also having a big significance on beauty. If people are not following its surrounding trends and normstransfer from inheritance, they are not supposed to be well cultured. Correspondingly beauty effects, when there is any gap that differentiate between religious guidelines and wearisome or activities. So balance in religious conviction has a great influence on beauty. There are also numbers of tangible factorslike way of dressing with color combination, fragrance selection, makeover, living style, living place, work place, sort of gathering and many other aspects that may play a significant role on beauty.

Move towards the intangible factors like ethics and moral values that reflects from people's character when they interact with each other in a society. Character can only build on the pillars of truth, trustworthiness and loyalty. So balance in relationships (Both blood and social) are the best reflection of beauty, we have great example of such balance of beauty from the practical life of Muhammad (Peace be upon him).

Lastly we move towards the way of dealing of a person in business, trade or activities. Beauty of this category reflects from the words of success and accomplishment. Balance in dealings is a key point of success when one must be a man of words and commitments, accomplish its tasks effectively and efficiently. Business relations also requires truth and trustworthiness as mention above. These are all depends on intellectual and interpersonal skills of a person. We can easily measure it with the balance of self-efficacy, courage, will, executive maturity, self-insight, integrity, social judgment, wisdom and manifestation etc. You easily find this balance of beauty in the great leaders from the history.

Ability of creativity is a blessing of Allah towards the human beings as the deed of exploration is continue since the creation of human beings in this universe. It is all about the application of new idea in a practical form for the sake of betterment and wellbeing of human. Great scientist, inventors and scholars are the reflection of such balance of beauty.

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Poetry

By: Fatima Khawaja (BBA 2007-2011)

Searching for Answers

I may look calm ;but there is a storm inside
 I fail badly;no matter how many rules I abide
 My soul seem deserted,my heart looks like a plain
 Waiting for the miracle moment,which may cause a rain
 Many unanswered questions are woven in my life
 Many countless pleas have died ,fighting this strife
 My eyes keep waiting ,looking at the paths to follow
 This wait is consuming my patience, turning me all hollow
 Silence is the answer,silence is real success
 But heart is a silly creature,it forgets and remain unrest!

Winter is back!

I still fear the quietness of this silly winter
 It reminds me of my little mysteries inside
 Unable to control the flow of my emotions
 At times I wish,there are no rules to abide
 I gave up to realise whats good for me
 Few riddles of life are very hard to solve
 Sometimes one has to take rough turns
 Only this helps your inner talent to evolve
 Desires have taken an exit from my heart
 Feelings are slowly departing from soul
 I ,no longer wish for anything to happen
 For me;my life refuses to exist anymore!

A voice of a soul!

I am at fight with my words to get a break
 I surrendered and my silence took real ache!
 Streamy eyes lost connection with the smile
 Ambiguities hindered to travel even a mile!
 I look into my hands;fate seems to be dead or lost
 I never imagined;following my heart would this much cost!
 Little wishes are again blooming up their way
 Should i nurture them happily or let them turn hay!
 Wounds seem deep;which are taking time to heal
 I wish heart could trust again and tell how I really feel!

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AN ADVICE

*Contributed by Mr. Mubeen Afzal Alumni
collected from social media*

A young lady sat in a bus. At the next stop a loud and grumpy old lady came and sat by her. She squeezed into the seat and bumped her with her numerous bags.

The person sitting on the other side of the young lady got upset, asked her why she did not speak up and say something.

The young lady responded with a smile:

"It is not necessary to be rude or argue over something so insignificant, the journey together is short. I get off at the next stop."

This response deserves to be written in golden letters:

"It is not necessary to argue over something so insignificant, our journey together is so short" If each one of us realized that our time here is so short; that to darken it with quarrels, futile arguments, not forgiving others, discontentment and a fault finding attitude would be a waste of time and energy.

Did someone break your heart?

Be calm, the journey is so short.

Did someone betray, bully, cheat or humiliate you.

Be calm, forgive, the journey is so short.

Whatever troubles anyone brings us, let us remember that our journey together is so short. No one knows the duration of this journey. No one knows when their stop will come. Our journey together is so short.

Let us cherish friends and family. Let us be respectful, kind and forgiving to each other. Let us be filled with gratitude and gladness.

If I have ever hurt you, I ask for your forgiveness. If you have ever hurt me, you already have my forgiveness.

After all, our journey together is so short!

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وہ آتے ہیں تو چہرہ پر تغیر آ ہی جاتا ہے

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شکایت کیوں اسے کہتے ہو یہ فطرت ہے انساں کی
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Democracy In Tears

By: Muhammad Saad Khan (Advocate High Court)
(Lecturer Law Department at UCP)

Democracy means that the people have full power to control their destinies excluding any form of directive rule of other limbs of executives and judiciary present in a state structure. The elected political elite are the ones controlling the destinies of the general public. The election of elected representatives on treasury benches as well as on opposition benches of Parliament governs the destiny of citizens through constitutional amendments and law making. This function of legislature to legislate confers a unique status to these elected representatives of the general public, which is neither available to the executive branch of government nor vested in jurisdictions of our judicial system.

Conceptually and practically, democracy is directly linked with the legislature which is a manifestation of the will, wants and wishes of public, however the other two limbs of state referred to as executive and judiciary are custodians and guarantors of democratic values. Therefore democracy gets a body by the legislature and a soul by the judiciary and executive.

The legislature and its members assume and exercise the single most important constitutional duty conferred upon them by the **Constitution of Pakistan, 1973** and imposed upon them by the **Representation of Peoples Act, 1976**, which is, to represent the constituencies they belong to and to represent the people living in it. In this way all citizens are represented by these elected representatives who in no way can abandon, forego or give up this fundamental role to any other limb of the state, be it executive or judiciary.

In the past few years, the people of Pakistan have witnessed repeatedly that in wake of scandals and critical issues capturing the nation's political landscape, be it the Memogate Scandal, the Judicial Commission on 2013 elections or Panama Leaks, their elected representatives have not only ignored exercising this duty of representing the nation as per its wishes through the houses of Parliament but have also practically abandoned this duty by shifting the burden to the judicial limb of the state i.e. the Supreme Court of Pakistan with the mandate to reach a logical conclusion.

The ever striking question in such circumstances is whether the people of Pakistan shall be represented by the findings of a judicial commission comprising of judges of the top court of Pakistan. Constitutionally, the concept of separation of powers among organs of state is seriously challenged if Parliament in wake of such findings takes a decision. Furthermore, even

democratically speaking most fundamental democratic value of people's representation in essence become absent when the decision of Parliament is dependent upon the findings of a few judges and resultantly the self-accountability mechanism in Parliament never reaches the age of maturity.

The judicial perspective on the other side is not less interesting. Dignity and respect for the judiciary is always required to ensure the moral authority vested in it. Whenever a political question or a question having political ramifications is placed before respectable judges, there is always a danger of soft revolt in the form of protests by people having different opinions. This particular state of affairs covertly challenges the authority vested in the judiciary which directly affects the strength of a state structure. In such a case, who is to blame more and who is to accuse less? The answer is simple. These are our politically elected representatives who first refer the matter to the judiciary, then reject the findings of the members of judicial commissions in large political gatherings of their parties set up on roads, covered by the media nationwide and challenging the dignity of our all too important judicial system and shaking the trust in our lawmakers a.k.a the political representatives of fellow citizens.

When the country goes in a catch-22 situation and where parliamentary supremacy becomes non-existent and judicial authority is disrespected, there comes in a non-democratic force referred to as the 'establishment' by our popular media talkshows, which tries to bridge the gaps. Then however, to our misfortune, the people's representatives once again commit a mistake and in spite of assuming and exercising their all important role to represent people, they start calling and portraying the establishment as an anti-democratic force. Alas! The fabric of the state becomes looser, citizens go unrepresented, the dignity of judiciary is challenged and the establishment is declared anti-democratic.

In the words of Samuel Adams, one of the founding fathers of United States of America, "In all Free states the constitution is fixed; and as the supreme legislative derives its power and authority from the constitution, it cannot overleap the bounds of it without destroying its own foundation."

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Advocate High Court / Columnist in Daily Pakistan Zindagi Magazine / Lecturer in University of Central Punjab

Distinguished Alumni of IBA-PU-Alumni

Write-up : Muhammad Anas Ganaie (MBA, 2002-04)



Razi-ur-Rahman (1984-1986)

Mr. Razi-ur-Rahman has a vast experience in the field of HR, Admin and is a seasoned HR practitioner. He has been serving in Atlas Honda Pakistan since long and currently enjoying the position of Director Corporate Affairs, Atlas Honda Pakistan.



Hamid Mirza (1982-84)

Mr. Mirza is a seasoned marketer and has served with organizations like Bata Pakistan & Footlib Ltd. He jumped in to banking industry in 2004 and has enjoyed various positions in Union Bank, Standard Chartered Bank & Bank Alfalah Ltd. Currently he is Head of Marketing Services, Silkbank Ltd.



Zahid Chaudhry (1977-78)

After graduating from IBA-Punjab University, Zahid joined the banking industry for his professional development. He has been serving in multiple banks and at various positions both inside Pakistan and abroad. His last attachment was in Bank Al-Habib as HR Head. He joined National Bank of Pakistan only recently as SEVP Group Chief Human Resource.



Rashid Qureshi (1987-1989)

Rashid graduated from IBA in 1989 with distinctions in Marketing & Advertising. He started his professional career with Nestle as Management Trainee and has been serving in multiple positions & locations across Pakistan and abroad. Currently he is Country Manager Nestle China.



Arsalan Khan (1996-1998)

Arsalan is a seasoned sales professional. He joined Nestle right after his MBA as Management Trainee and enjoyed various positions in up country. Currently he is heading the Sales department as Director Sales.



Mr. Ahmad Alman Aslam (1973-75)

Mr. Ahmad Alman Aslam serves as a Managing Partner at Ahmad Alman Aslam and Associates, an enterprise engaged in investment banking. Mr. Aslam has over 36 years of professional experience in investment banking, corporate finance and advisory services. He started his career with Citibank in 1975 and continued with Citibank for 28 years, with last assignment as Managing Director, based out of New York. He attended the program for Management Development at Harvard University, Cambridge as well.

Distinguished Alumni of IBA-PU-Alumni

Write-up : Muhammad Anas Ganaie (MBA, 2002-04)



Mian Nasir Mahmood (1971-74)

Mian Nasir is an old Ravian, a qualified Economist & a professional marketer. He is a successful entrepreneur with long existence in construction and logistics industry. He was the Founder President of 1st ever elected Alumni Association of IBA-Punjab University. Currently he is heading his venture with the name Khaliqsons Logistics.



Khaqan Ibrahim (1971-74)

He belongs to pioneer batch of IBA-Punjab University. He has been a thorough finance professional & banker with exceptional track record. At present he is CEO/MD First National Bank Modarba.



Shaukat Tarin (2nd batch)

Mr. Tarin is one of the finest bankers Pakistan has ever produced. His was the 2nd batch of IBA-Punjab University. He started his career with Citibank in 1975 & served there till 22 years. He headed both Habib Bank & Union Bank simultaneously. He has served as Finance Minister of Pakistan in the year 2009-10. At present, he is heading the SILKBANK.



Aneeq Khawar (1973-75)

Mr. Aneeq Khawar has a long successful career as a seasoned banker. Currently he is CEO at University College Lahore.



Afzal Hassan (1973-75)

Mr. Afzal Hassan is a seasoned Marketer and has an outstanding career as Market Researcher that spans over 30 years now. At present he is Chief Operating Officer at Aftab Associates (the oldest Marketing Research Company)



Mobeen Afzal (1973-75)

Mr. Mobeen Afzal has been associated with Pakistan International Airlines till his retirement. He is an incomparable Marketer. Currently he is Chief Executive at Amtex Sourcing

Distinguished Alumni of IBA-PU-Alumni

Write-up : Muhammad Anas Ganaie (MBA, 2002-04)



: Khawar Bari (1984-87)

He has been associated with multinational companies in Pakistan and abroad over the years including, but not limited to Tetrapak as Head of Sales. At present he is CEO IIL Stainless Steel (Pvt.) Ltd.



Khalid Mahmood (1995-97)

He is a qualified Geologist from Punjab University & a Marketing professional as well. He has a vast professional history serving overseas. At present he is Petroleum Economic Business Manager, MEA Region at Schlumberger and posted in Dubai, UAE



Sheikh Dawood Ashraf (1995-97)

Sheikh Dawood secured is evening scholar of IBA-Punjab University and has a brilliant background pertained to hospitality, franchising & real estate industry. He has his business roots in Canada as well. He is Chairman Board of Directors Hotel Sunfort, Lahore.



Azaz Malik (1990-92)

Azaz Malik is a highly driven professional with over 20 years corporate sector experience. Only recently he turns theory in to practice and initiated his entrepreneur business in the energy sector with the name Energy Matrix (Pvt.) Ltd.



:Farrukh Hassan (2004-06)

He is finance majors and professional with exceptional career in Pakistan & abroad. Currently he is Head of Operations Finance & Business Improvement in Arabian Trading Supplies-Mohamed Naghi & Brothers Group Saudi Arabia.



Shaista Hassan (2001-03)

Shaista is a qualified & a dedicated HR professional. She began her career with Pearl Continental Lahore. She joined Telenor afterwards. She had a big career move in 2008 when she joined Metro Cash & Carry and continued till 2014 with final title as Head of People Excellence. In 2014, she joined Coca-Cola Beverages Pakistan Ltd. as HR Business Partner-Commercial & served there till January 2017. At present, she is working as Manager Learning & OD in Fauji Foods Ltd.

Distinguished Alumni of IBA-PU-Alumni

Write-up : Muhammad Anas Ganaie (MBA, 2002-04)



Hamid Raza (2005-07)

Hamid has a long career in IT industry and has been working with various companies in Pakistan. He is a daring entrepreneur and is running his business in the IT sector with the name Unity Solutions.



Farooq Yahya Butt (1997-99)

One of Pakistan's successful exports to Australia is Farooq Yahya Butt. He is attaining his PhD from Melbourne, Australia at the moment. Professionally, he is associated with a leading Telecom company Vocus Communications as Service Assurance Team Leader.



Muhammad Nauman Nasir (2009-11)

He is a seasoned Sales & Management professional with over a decade experience in core sales, business development & Management. At present he is Country Head-Pakistan & Afghanistan at Sealed Air Corporation.



Rana Muhammad Javed (2002-04)

Javed has a rich experience in Sales & Marketing with almost a decade one in the field of plastic. At present he is Head of Sales & Marketing in Arco Plastics (Pvt.) Ltd.



:Mudasser Hussain (2002-04)

Mudasser started his career with Bank Alfalah as MTO in 2005. His being Finance majors, he has enjoyed various positions in the bank so far with current role as Unit Head, Money Market & ALM (Islamic Treasury) at Bank Alfalah Ltd. Apart from it, he is also Director & Treasurer CFA Society Pakistan.



Kashif Yaseen (2008-10)

Kashif is majors in Finance. He began his career with Brighto Paints Pakistan and currently working as Finance Manager over there.

Distinguished Alumni of IBA-PU-Alumni

Write-up : Muhammad Anas Ganaie (MBA, 2002-04)



Irfan Zaheer (2002-04)

Irfan is Mechanical Engineer by qualification & has been associated with Pakistan Industrial Technical Assistance Centre (PITAC) for over a couple of decades now. His current role there is working as Senior Manager (Operations & Works).



Muhammad Fahad Anwer Chaudhry (2006-08)

Fahad joined Provincial Civil Services in 2013 and have served various sectors of Punjab Government till date. At present, he is serving as Assistant Director/Deputy District Officer Planning at Planning & Development Department, Govt. of the Punjab.



Madiha Tahir (2008-10)

Madiha is majors in Finance and plays pretty well with calculations. At present, she is associated with Ministry of Finance, Govt. of Pakistan (BPS 17) in the capacity of Office Incharge National Savings Officer, Ichra, Ferozpur Road, Lahore.



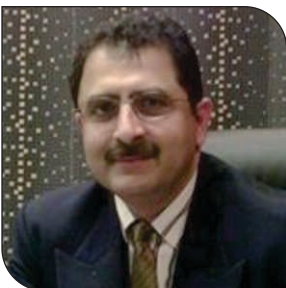
Saira Asad (2001-03)

Saira is majors in Marketing and has a long association with DAWN News now. She has been an integral part of many of the exhibitions that DAWN initiated. Currently she is working as Marketing Manager there.



Mian Muhammad Asif (2009-11)

Asif did his BBA-Hons. (2005-09) and then MBA (2009-11) majors in Marketing from IBA-Punjab University. After his MBA, he worked as Lecturer of Management Sciences in University of Education. He joined Civil Services of Pakistan in 2015. At present, he is working as Section Officer in Ministry of Human Rights.



Awais Akram Butt (1992-94)

He has a couple of decades experience in the FMCG sector in Pakistan. Currently he is Head of Sales & Channels at Qarshi Industries.



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QUOTES CORNER

PHILOSOPHY OF LIFE

Write-up: Muhammad Saad Khan Advocate (MBA 2002-04)

- The unexamined life is not worth living” – [Socrates](#)
- “Whereof one cannot speak, thereof one must be silent” – [Ludwig Wittgenstein](#)
- “Entities should not be multiplied unnecessarily” – [William of Ockham](#)
- “The life of man (in a state of nature) is solitary, poor, nasty, brutish, and short” – [Thomas Hobbes](#)
- “I think therefore I am” (“Cogito, ergo sum”) – [René Descartes](#)
- “He who thinks great thoughts, often makes great errors” – [Martin Heidegger](#)
- “We live in the best of all possible worlds” – [Gottfried Wilhelm Leibniz](#)
- “What is rational is actual and what is actual is rational” – [G. W. F. Hegel](#)
- “God is dead! He remains dead! And we have killed him.” – [Friedrich Nietzsche](#)
- “There is but one truly serious philosophical problem, and that is suicide” – Albert Camus
- “One cannot step twice in the same river” – [Heraclitus](#)
- “The greatest happiness of the greatest number is the foundation of morals and legislation” – [Jeremy Bentham](#)
- “To be is to be perceived” (“Esse est percipi”) – [Bishop George Berkeley](#)
- “Happiness is not an ideal of reason but of imagination” – [Immanuel Kant](#)
- “No man's knowledge here can go beyond his experience” – [John Locke](#)
- “God is not willing to do everything, and thus take away our free will and that share of glory which belongs to us” – [Niccolo Machiavelli](#)
- “Liberty consists in doing what one desires” – [John Stuart Mill](#)
- “It is undesirable to believe a proposition when there is no ground whatever for supposing it true” – [Bertrand Russell](#)
- “Even while they teach, men learn” – Seneca the Younger
- “There is only one good, knowledge, and one evil, ignorance” – [Socrates](#)
- “If God did not exist, it would be necessary to invent Him” – [Voltaire](#)
- “This is patently absurd; but whoever wishes to become a philosopher must learn not to be frightened by absurdities” – [Bertrand Russell](#)
- “One cannot conceive anything so strange and so implausible that it has not already been said by one philosopher or another” – [René Descartes](#)
- “Leisure is the mother of philosophy” – [Thomas Hobbes](#)
- “Philosophy is a battle against the bewitchment of our intelligence by means of language” – [Ludwig Wittgenstein](#)
- “There is only one thing a philosopher can be relied upon to do, and that is to contradict other philosophers” – [William James](#)
- “We are what we repeatedly do. Excellence, then, is not an act, but a habit” – [Aristotle](#)
- “Only one man ever understood me, and he didn't understand me” – [G. W. F. Hegel](#)
- “The mind is furnished with ideas by experience alone” – [John Locke](#)
- “Life must be understood backward. But it must be lived forward” – [Søren Kierkegaard](#)
- “Science is what you know. Philosophy is what you don't know” – [Bertrand Russell](#)

QUOTES CORNER

PHILOSOPHY OF LIFE

Write-up: Muhammad Saad Khan Advocate (MBA 2002-04)

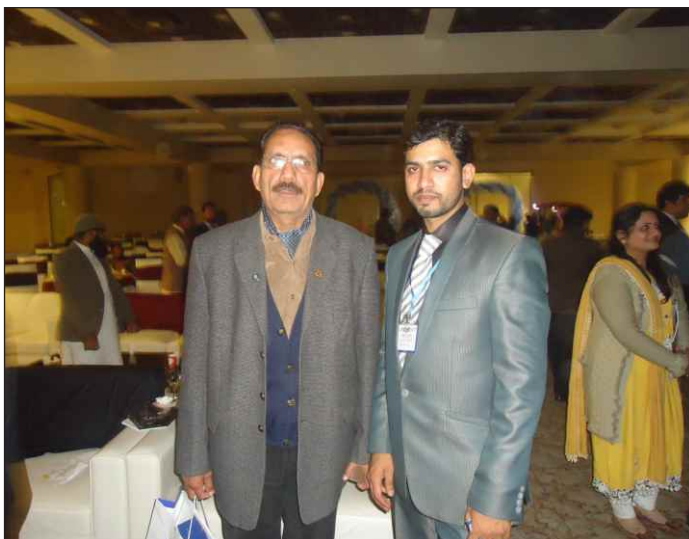
- “History is Philosophy teaching by examples” – Thucydides
- “He who is unable to live in society, or who has no need because he is sufficient for himself, must be either a beast or a god” – [Aristotle](#)
- “You can discover more about a person in an hour of play than in a year of conversation” – [Plato](#)
- “Things alter for the worse spontaneously, if they be not altered for the better designedly” – [Francis Bacon](#)
- “All that is necessary for the triumph of evil is that good men do nothing” – mistakenly attributed to [Edmund Burke](#)
- “Is man merely a mistake of God's? Or God merely a mistake of man's?” – [Friedrich Nietzsche](#)
- “I would never die for my beliefs because I might be wrong” – [Bertrand Russell](#)
- “Religion is the sign of the oppressed ... it is the opium of the people” – [Karl Marx](#)
- “Happiness is the highest good” – [Aristotle](#)
- “If men were born free, they would, so long as they remained free, form no conception of good and evil” – [Baruch Spinoza](#)
- “The greater the difficulty, the more glory in surmounting it” – [Epicurus](#)
- “Whatever is reasonable is true, and whatever is true is reasonable” – [G. W. F. Hegel](#)
- “Morality is not the doctrine of how we may make ourselves happy, but of how we may make ourselves worthy of happiness” – [Immanuel Kant](#)
- “Man is condemned to be free” – [Jean-Paul Sartre](#)
- “It is one thing to show a man that he is in error, and another to put him in possession of truth” – [John Locke](#)
- “I don't know why we are here, but I'm pretty sure it is not in order to enjoy ourselves” – [Ludwig Wittgenstein](#)
- “That man is wisest who, like Socrates, realizes that his wisdom is worthless” – [Plato](#)
- “The only thing I know is that I know nothing” – [Socrates](#)
- “All is for the best in the best of all possible worlds” – [Voltaire](#) (in parody of [Leibniz](#))
- “The function of prayer is not to influence God, but rather to change the nature of the one who prays” – [Søren Kierkegaard](#)
- “Man is born free, but is everywhere in chains” – [Jean-Jacques Rousseau](#)
- “Man will never be free until the last king is strangled with the entrails of the last priest” – Denis Diderot
- “If you would be a real seeker after truth, it is necessary that at least once in your life you doubt, as far as possible, all things” – [René Descartes](#)
- “Happiness lies in virtuous activity, and perfect happiness lies in the best activity, which is contemplative” – [Aristotle](#)
- “I can control my passions and emotions if I can understand their nature” – [Spinoza](#)
- “Philosophers have hitherto only interpreted the world in various ways; the point, however, is to change it” – [Karl Marx](#)
- “It is wrong always, everywhere and for everyone, to believe anything upon insufficient evidence” – W. K. Clifford
- “Virtue is nothing else than right reason” – Seneca the Younger
- “Freedom is secured not by the fulfilling of one's desires, but by the removal of desire” – [Epictetus](#)
- “In everything, there is a share of everything” – [Anaxagoras](#)
- “A little philosophy inclineth man's mind to atheism; but depth in philosophy bringeth men's minds about to religion” – [Sir Francis Bacon](#)

Alumni News

Write up by Muhammad Anas Ganaie (MBA-2002-04)

Abid Saeed (1983), an upright Civil Servant of Pakistan, also the current EC Member of IBA-PU Alumni Association, has moved to USA recently to join the Pakistan Embassy. Another young CSP Mian Muhammad Asif (2009-11) is serving in Ministry of Human Rights, Govt. of Pakistan. Jodat Ijaz Ahmad (2008-10) got happily married earlier this year. He is working as Regional Manager Zen Financial Services, Dubai. His batch mate Kashif Yaseen is promoted only recently in the capacity of Finance Manager in Brighto Paints. The IT Guru Sajjad Kirmani (1979-81) is enjoying his latest development in IT called CloudClinik. He's also the CEO of an IT company Infogistic. The smarty Sheriar Hassan (1989-91) is currently associated with Daewoo Pakistan EBS Ltd. as GM Marketing & Media Sales. Pleased to see Mansoor Zaman (2003-05) is associated with Tetrapak Pakistan as Factory Director. The young chap Imran Ali Khan (2010-12) also got married a few months ago and is moved from UAE to Lahore. He is working as Account Relationship Manager in Adamjee Insurance Co. Ltd. Jalal Ud Din (2012-14) is associated with Bank Islami as Credit Officer. Farooq Faiz, also from same batch recently got succeeded to finally find an employment in Soybean Crushing Co. & Derivatives, Saudia Arabia. The HR professional Asghar Haris (2002-04) is serving in Saudi Arabia's Batterjee Medical College as Organizational Development Manager. Khawaja Zubair, also from the same batch, recently shifted to Riyadh, Saudi Arabia as well to join a leading consultancy firm called Firstclass Business. He aims at launching its Pakistan office soon. There's another guy in Saudi Arabia named Muhammad Bilal Islam (2013-15) working there in Catalytic Consulting as Marketing Manager. A very energetic alumnus, Saqib Munir (2011-13) is passionately working in the banking industry of UAE. His current role is ASM at Emirates NBD. Ammar Anwar Muggo (2010-12) is enjoying his career in Nishat Chunian Ltd. as Deputy Manager Sales & Marketing. Bilal AFzal Wahla, (2013-15) is associated with Maf Carrefour-Hyperstar as Textile Section Manager. The multinational consultancy firm Frost & Sullivan finally launched its Pakistan operations headed by Samita Khawar (1988-90). Another inspiring female Dr. Wajeeha Shafqat who was graduated last year is currently working as Placement Officer at IBA-PU. A proud young entrepreneur Hamid Raza (2005-07) is successfully running his IT venture Unity Solutions in Lahore. Rana Muhammad Javaid (2002-04) joined Arco Plastics as DGM-Sales last month. Muhammad Kamran, also from the same batch, joined Coke earlier this year as Territory Manager Hyderabad region after having served Unilever for over a decade. A Chemical Engineer by profession, Adnan Salamat (2009-11) is associated with Wartsila as HSE Engineer. Sana Zahid (2013-15) is a fresh face of HR industry and is currently working in Punjab Healthcare Commission as HR Officer. A seasoned engineer by qualification, Kashif Javade Meer (2007-09) is working with Punjab Govt.'s project Punjab Saaf Pani Co. as Procurement Manager. A very fine PhD student and IBA alumnus Farooq Yahya Butt (1997-99) is completing his PhD from Australia. His class fellow Hamid Bashir (1997-99) the HR Guru recently migrated to Australia. Jawad Iqbal (2013-15) is enjoying both his entrepreneurial venture (Creative Holdings) and Academia (IB&M at UET). Muhammad Yousaf Siddiqui (2001-03) is a seasoned retail professional & a certified trainer with international certifications. Currently he is working as GM Sales in Ruba Sez Group. A very energetic ERP professional Naveed Jamil (2004-06) is associated with EY Pakistan as Business Director SAP Advisory. A very fine banker by profession, Syed Irfan Abbas Zaidi (2002-04) is enjoying his current role of NSM-American Express Cards at Bank Alfalah. His batch mate Awais Sheikh is successfully running the affairs of Meezan Bank Civic Centre, Johar Town branch as Branch Manager. Ex-Tennis Champion of IBA Afnan Nasir (2002-04) was promoted earlier this year as Associate Director Business Development in Standard Chartered Bank (Dubai). Fasih Mehta (2007-09) recently had an honour to be selected as Chevening Scholar for the year 2016-17. He is pursuing his Masters degree in Public Policy & Management from SOAS, University of London. His current professional role is with Oxford Policy Management Ltd. as Senior Consultant. His couples of class fellows Hamayoun Bashir & Waheeb Ismail are serving in Haier Pakistan as Marketing Manager & Head of Marketing respectively. Imran Sanaullah (2013-15) is associated with Express News as News Anchor. Madiha Tahir (2008-2010) successfully passed the FPSC exams and joined the Ministry of Finance, enjoying the position of Office Incharge (BPS-17) in National Savings Centre, Ichra, Lahore. IBA Alumni can be found in Nestle as well. Rashid Qureshi (1987-89) recently has been given the assignment to head the China market as Chairman & CEO Greater China Region. Arsalan Khan (1996-98) is enjoying his role of Sales Director, Nestle Pakistan at the moment. Mudassar Iqbal (2004-06) is associated as Employee Relations

IBA-PU ALUMNI ASSOCIATION GALLERY (Picture from the past)



IBA-PU ALUMNI ASSOCIATION GALLERY (Picture from the past)



IBA-PU ALUMNI ASSOCIATION GALLERY (Picture from the past)





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