

# TRANSFORM and THRIVE

Newsletter

JAN-DEC 2018  
ANNUAL EDITION

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SO MANY CAREER OPTIONS, STILL  
CONFUSED?



## HOT CAREER TOPICS IN 2018



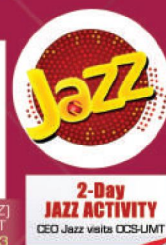
Hello There!



Read more on Page 23-24



Amir Ibrahim (CEO/ President, JAZZ)  
& Majid Qureshi visited UMT  
Read more on Page 03



Due to emerging disruptions in this era of Industrial Revolution 4.0 Gig economy has emerged. Tomorrow's landscape demands new mental networks, new skills and need to keep on reinventing ourselves through lifelong learning. This means stakes are higher and learning in new ways, using multiple disciplines, and continuously transforming ourselves is the only way forward to thrive in the most transformational times of human history and it is responsibility of academia to acknowledge and respond to such emerging challenges proactively by incorporating them in their roadmaps.

Education is at the heart of human progress. Educating students driving innovation and promoting social equity is expected to help mitigate the VUCA\* times risks. Today, learning is undergoing change at an unprecedented rate. Current Education System needs to be revamped from education for employment to learning for Innovation. Students need to develop a mindset that is capable of challenging the conventions if they want to succeed in the emerging economy. Pedagogy is under stress for transformation whereby material on new thought lines and emerging trends and challenges needs to be developed and delivered innovatively. Managing the emerging challenges requires us to create smart learning Eco-System. Stakeholders need to join hands to chart a pathway focused on the learning experience whereby academic projects have the ability to become products for incubation and application aligned with new emerging trends.

\*VUCA: Vulnerable, Uncertain, Complex & Ambiguous



# TAKE A LOOK!

## TOP LEARNING TRENDS IN 2018

Get hold of the future in e-learning

### VIDEO LEARNING

Video is scalable and accessible. Video enables the increasingly popular user-generated learning content. Virtual classroom technology takes this one step further by allowing real-time teacher presentation, commenting, and collaboration. It reduces cognitive load and engages, entertains and delights!



### RESEARCH LEARNING

Moving from the inspirational arts towards a scientific approach will be seen more in 2018. Learning research techniques and performing them electronically will be more effective in the current practice of researchers.



### DATA LEARNING

Latest technologies can use data driven approaches to help refine learning practices. Now, it's possible to quickly and automatically produce models that can analyze bigger, more complex data and deliver faster, more accurate results. By building precise models, an organization has a better chance of identifying profitable opportunities – or avoiding unknown risks.

### SOCIAL LEARNING

Social eLearning helps mesh the formalities of eLearning with the informalities of social learning – the key to engaging individuals with learning. Moreover, it can be utilized to mobilize workplace learning and create a culture of learning anytime, anywhere.



### GAMIFICATION

Gamification is one of the best solutions to create an effective learning system in eLearning. It can be defined as the concept of applying game-design thinking to non-game applications. The mantra to succeed in using gamification in eLearning is to create a concept that: captures (and retains) learners' attention, challenges them, engages, entertains and teaches them as well. Moreover, it evokes friendly competition and provides the learners with a sense of achievement. It also provides an engaging learner experience leading to anticipated behavior change, hence encouraging learners to progress through the content, motivate action, and eventually influence behavior.



### UPDATED TEACHING TECHNIQUES

It is always necessary for teachers to stay updated on the latest trends in teaching methodologies. Studies show that it optimizes student engagement and success. Students create their own learning experience; it not only puts the students at the center of the learning experience, but also makes them responsible for their own learning. This challenges the previous learning paradigms.

“These learning and development trends for 2018 give a good indication of where the eLearning industry is heading. It's all about personalization, ongoing support, and making the most of today's cutting edge technologies, as well as giving your corporate learners the incentives and social interactions they need to actively engage.”

### DID YOU KNOW?

E-learning is now a multi-billion dollar industry worldwide. The growing popularity of eLearning platforms over the past few years have brought about a paradigm shift in the field of education. Today, there have been unprecedented changes in the architecture of a traditional classroom that was once defined by desks, books, and blackboards.

### E-LEARNING TRENDS

E-learning temperamentally suits generation Z as it facilitates learning in their own time and space without being required to maintain decorum of formal classroom.

The new emerging trends of the job market show that IT related jobs are highest paid and more in demand, and that knowledge can be easily acquired on screen from the comfort of the home with minimal cost line. Therefore, it is fair to assess that future trends are going to be more geared towards E-learning as it offers complete learning, training and is very cost effective.

The brick and mortar scenario will have to evolve itself to compete with the new emerging trends.





# CAREER ESSENTIALS

1

**Action Plan & Self Assessment**

**Start Your Action Plan**

**Build Professional Relationships**

**Explore Multiple Career Resources**

**Check Job Postings and Visit Career Fairs**

**Attend Workshops and Prepare for Interviews**

**Draft Resume and Cover Letter**

**Job Searching Skills**

2

3

**Preparation and Goals for Summer**

**Search for Summer Opportunities**

**Review your Skill Inventory and Develop Summer Goals**

**Network, Connect and Socialize More and More**

4

**Attend Personal and Professional Capacity Building Workshops**

**Enroll yourself in Volunteership Programs**

**Keep in Contact with your Career Services Office**

**Career Services Office**

5

**The Final Touch**

**Update your Career Planning Checklist**

**Ensure Making Notes of Each Career Stage you Reach**

**Support Other Mates in their Career Planning**







# JOIN OCS CAREER PORTAL!

<http://career.umt.edu.pk/>

## For Job Seekers



> Use the Job Seeker Corner to Sign in/Sign up to seek position and important event information.

> Sign in: Enter your email address and password to access the portal.

Sign up: Click on create your account and proceed with the instructions.

**01**  
SIGN IN/SIGN UP



> Edit and manage your profile to keep it updated.

> Your profile creates a great impact on the viewer.

**My Application:** Add your resume here and start applying for relevant open positions.

**02**  
PROFILE



> Job Seekers may search positions from the displayed openings and apply accordingly.

> Prepare your cover page to add it while applying.

**03**  
SEARCH & APPLY



> Job Seekers are requested to maintain a strong follow up with their counselor at OCS. Keep yourself updated about your CV status after applying to various positions.

**04**  
FOLLOW UP



> Ensure you keep a vigilant check on news, tabs and banner sections on the OCS portal. All important and latest career activities are updated in these files.

**05**  
BROWSE

## For Employers



> Employers may use the Employer Corner to Sign in/Sign up to post positions or contact OCS to post on their behalf.

**01**  
SIGN IN/SIGN UP



> Edit and manage your profile to keep it updated.

> Ensure to add company logo and profile so candidates know the business of your organization.

**02**  
PROFILE



> Employers may post vacant job/internship positions through their profile, entering all required details for the post.

The position will be posted and displayed at our portal after verification and moderation.

**03**  
JOB POSTING



> Employers may extract profiles against the jobs being posted by their organization. These profiles can be downloaded or viewed.

**04**  
EXTRACT CVs



> Employers are welcome to share their suggestions and recommendations regarding to candidates being called for interviews and OCS services. If any candidate is placed, the employer is advised to inform OCS.

**05**  
FEEDBACK

All sophomores, juniors and seniors are requested to develop their Resume/CV with the help of OCS. Building the "correct" profile will help candidates find a better market opportunity to fit in.



UMT-OCS arranged multiple induction sessions for future leaders. The organizations visited UMT and delivered a presentation on their portfolios; and created awareness about their induction policies and procedures.

Getting the induction process right can help you get new employees up to speed and productive as quickly as possible. As an employer, your staff are your most important asset.

## INDUCTION SESSIONS

### **Lahore Rang | February 08, 2018**

Lahore Rang conducted an induction session along with an assessment for their batch hiring in multiple departments. They targeted current students and fresh graduates from the Media Department, and briefed them about their channel and its induction policies.

### **VIVO Smartphones | February 16, 2018**

VIVO Smartphones conducted an induction program for Marketing and Sales graduates. They organized a brief session in which they introduced their organization and highlighted their induction process which takes place on quarterly-basis. Shah Mohammad and Maleeha Khawar (Representatives-VIVO) briefed the graduates about their work policies.

### **Nielsen | February 23, 2018**

Nielsen (formerly known as AC Nielsen) conducted an induction session along with a written test for the position of Client Services Executive. Sana Saleem (Manager- HR) briefed students about how Nielsen can be a prospective employer for UMT graduates, in order to assist them in achieving success in a short span of time.

### **Al Baraka Bank | February 27, 2018**

Al Baraka Bank conducted an induction session followed by on-campus interviews for the position of Branch Service Officer (BSO) for candidates enrolled in Masters, MS Islamic Banking and Finance programs. Mustafa Qureshi (Manager- HR) along with his team conducted a written test based on Analytics, Mathematics, and IQ.

### **VIVO Electrics Pvt. Ltd. | April 17, 2018**

VIVO Electrics (Regional Office) delivered a presentation on VIVO's induction policy for regional offices and discussed the various aspects that are offered by the company to UMT graduates, in order to assist them in accomplishing their work goals. Chris Zhao and Jawad Athar (Representatives-VIVO) briefed graduates about the current vacant positions at VIVO and how these prospects can transform graduates into professionals.

### **Al Fatah Malls | April 19, 2018**

Representatives from Al Fatah Malls briefed participants enrolled in MBA program about their induction plan and current month offerings. They also assessed graduates over an IQ test to shortlist candidates for some permanent positions.

### **Hira Terry Mills | April 19, 2018**

Aamer Fayyaz (General Manager-Merchandising) briefed students about joining Hira Terry Mills and emphasized upon the pertinence of working at a factory/plant for better application of textile work.

### **VIVO Smartphones | May 11, 2018**

Representatives of VIVO Smartphones conducted an activity where they started off with a brief introduction of their organization, along with their team members. They also organized a short quiz competition and distributed gifts to the attendees who participated in these fun-filled activities. Later, they conducted an IQ test of students to assess their current recruitment needs.





“ Today, we have a bunch of complex models to help organizations become excellent, but in the pursuit of implementing these complex capability models, organizations forget that excellence is as much about people as it is about the process. It is as much about the small things as it is about the big things. ”

“ Excellence is all about being close to your customers, creating ecosystems where best people can do their best work, developing people, listening, caring, smiling and saying “Thank you” often enough. These are not complex things, yet for many leaders, these are the most difficult things to do. these simple things are at the core of excellence. ”



# THE CULTURE OF excellence

TOM PETERS



THE EXCELLENT COMPANIES REALLY ARE CLOSE TO THE CUSTOMERS  
OTHER COMPANIES TALK ABOUT IT, EXCELLENT COMPANIES DO IT.



YOUR CUSTOMERS CAN NEVER BE *Happier* THAN YOUR EMPLOYEES



“ we hire for LISTENING, CARING, SMILING and saying Thank You.”  
-COLLEEN BARRETT  
PRESIDENT OF SOUTHWEST



LEADERS ARE IN THE PEOPLE BUSINESS  
*Leaders Develop People*

no matter how bad the day is,  
  
LEADERS DON'T HAVE BAD DAYS



enthusiasm may be inversely related to decibels...

PAY ATTENTION TO INTROVERTS



SLOW DOWN TAKE DEEP BREATHS THINK A LITTLE BIT  
**FRENZY**

DOES NOT LEAD TO EXCELLENCE



manage by wandering around  
**M.B.W.A.**

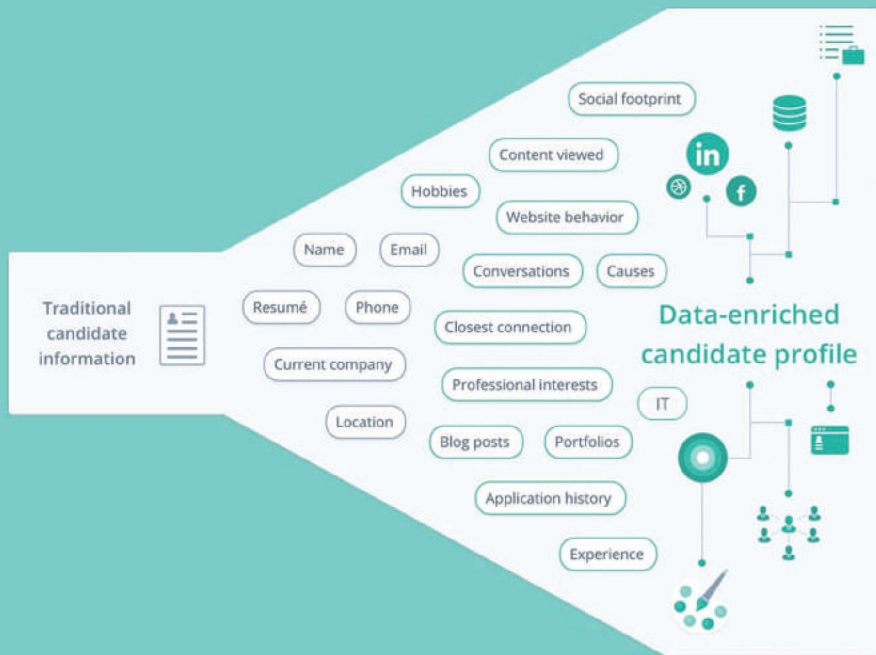


EMBRACING NEW TECHNOLOGY IS INCREDIBLY IMPORTANT *but* EXCELLENCE IS HUMAN

EXPERIENCE IS NOT AN ENGINEERING TERM

*experience is about EMOTIONAL CONNECTION*





According to a study by the Society for Human Resource Management (SHRM), 65% of employers have made hires through social media sites. These are the eight main things they said job candidates can do to optimize their social media presence, in order of importance.

### 1. Have a complete (and relevant) profile (77%)

If you're using LinkedIn, make sure your profile is fully loaded with your complete employment history, education, as well as any skills related to your job. Add keywords to your profile for SEO.

### 2. Keep it professional (73%)

Nothing is truly private on the Internet, and it would be a shame to miss out on a potential job opportunity because of some embarrassing images/videos from four years ago. Keep all those under maximum, friends-only security settings. Make your profile photos consistent across all channels.

### 3. Join career-relevant groups (47%)

Social media is full of great groups that can connect you with likeminded job seekers and offer industry-specific insights.

### 4. Highlight skills and achievements that help employers (39%)

In your career history, be judicious about what you choose to bring to the forefront. Try talking about specific goals you've met, and fortify your claims with numbers.

### 5. Update your profile frequently (38%)

It's important to stay active on all social media sites. Start a new job? Post an update. Get a promotion? Update your title.

### 6. Keep your connections career-focused (35%)

Make sure the majority of the people in your LinkedIn circles are in your career cohort. This gives employers the impression that you're plugged in to your particular niche, and is especially helpful when applying for an opportunity.

### 7. Provide a clear link to your email address (32%)

Say a recruiter sees your profile and wants to get in touch with you about a potential job opportunity. Can they find your email address in a matter of seconds? Make sure it's linked somewhere that's clear and easy to see.

### 8. Have a professional-looking headshot (31%)

As in online dating, a decent headshot is key to having a strong LinkedIn profile. That's not to say you need to wear formal office attire but it pays to look engaged, put-together, and hopefully not too grainy.

## MOCK INTERVIEW

Mock interviews were conducted via OCS at UMT in collaboration with leading industrialists and trainers.

#### March 20 - Panelists:

- Asad ur Rehman (Head HR - Hotel One)
- Yasmeen Butt (Founder/Trainer - The Support Group)
- Farooq Ahmad (CEO - Career360)
- OCS Team

#### December 19 (Quaid-e-Azam Campus) - Panelists:

- Zameer Mehdi (Manager HR and OD - Sapphire Retail)
- Zubair Shahid (Manager Finance - Sapphire Retail)

#### December 20 - Panelists:

- Amrozish Mushtaq (Asst. Mgr HR - QMobile)
- Farasha Aftab (Sr. Mgr. Marketing - S R Hives)
- Moin Jawaid (Lead Production - Gamestorm Studios)
- Khaola Shahid (Manager Research - Aftab Associates)

Candidates were counseled by the OCS Team and the industry professionals. Through the observation and feedback received by the panelists, a report was prepared in which feedback was detailed along with recommendations. This report assists in turning the talents and skill set of students into their strengths by integrating their natural capabilities with their values, passion, aspirations, and opportunities.

This activity helped participants to improve their weak areas by providing them with a constructive feedback in a low-stress environment.





**SHOUT  
OUT  
LOUD!**

by Mr Career  
& Ms Job !!



Do you know that 79% of job opportunities are posted on at least one social network? And that 77% of those are posted on LinkedIn? No matter whether you intend to create it or not but if you have a name and a social footprint, you own a personal brand. It's what recruiters are looking for day and night. OCS will help you build and strengthen your network through targeted searches, tips, techniques, and etiquette when contacting professionals and searching for jobs. Students are welcome to book a short discussion with Ms. Maryam Bashir - Project Lead Digital Profile of Participants at OCS to talk about their LinkedIn profile or using LinkedIn.



Personal grooming has a significant impact on your quality of life. For those who dare to become more than they are, Office of Career Services (OCS) provides special personal grooming sessions specifically designed for students which provide a 360 degree grooming including looks, the communication skills, the attitude, the posture, the dress style and even the hairstyle. Professional and personal grooming has a great impact on your personal and professional life. OCS tries its level best to incorporate all the essential soft skills and ethics required in the world of work.

Innovation Champions Boot Camp and Club (ICBCC) is a 3600 Innovation Hub to create importance of innovation in careers. ICBCC focuses to gather students with strong desire and passion to emerge as Champion of Innovation. It is a platform to emotionally and mentally engage innovative minds throughout their academic journey by facilitating and inspiring them with the resources and opportunities to open-up their minds and to share their innovative ideas while challenging the convention under the light of high precision guidelines and thorough advocacy.

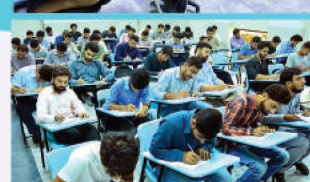
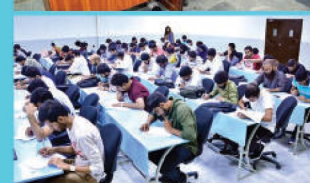
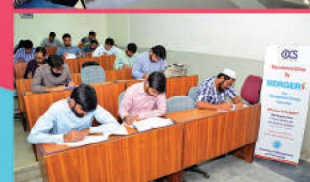




# TALENT HUNT DRIVES



#	Organization	Position	Discipline	Event Date
1	TkXel	Sales Development Representatives	Business Graduates	October 23
2	Miranz Technologies	Business Development Manager and Software Quality Engineer	Business/Computer Science Graduates	October 11
3	Crescent Bahuman Ltd.	MTOs – multiple domains	Business/Engineering/Fashion/IT Graduates	September 18
4	Haier Pakistan	MTO – Business/Engineering	Business /Electrical/ Mechanical Engineering Graduates	August 30
5	Soneri Bank Limited	Trainee Officers	Commerce/Business Graduates	August 15
6	Yantai Sanyu Machinery Equipment Co. Ltd. - China	Business Development Executives	Business Graduates	August 10
7	Berger Paints Pakistan	MTE – Supply Chain	MBA Supply Chain Graduates	August 07
8	PRONEEP	Multiple Positions	Computer Science/IT Graduates	July 10
9	VIVO Smartphones	Trainee Executive and Sales Executive	Marketing Graduates	May 11
10	Berger Paints Pakistan	Multiple Positions	MBA Marketing Graduates	April 25
11	Al Fatah Malls	Multiple Positions	Business Management Graduates	April 19
12	Hira Terry Mills	MTO – Merchandising	MBA/BS Textile Graduates	April 19
13	Gooline Pvt. Ltd.	Social Media Executive and Customer Service Officer	Business/Media and Communication Graduates	April 18
14	VIVO Smartphones	MTO – Sales and Marketing	Business Graduates	April 17
15	Cure MD	Medical Billing Executive	Commerce/Business Graduates	March 02
16	Al Baraka Bank	Branch Service Officer (BSO)	Commerce/Business Graduates	February 27
17	Nielsen	Client Services Executive	Marketing/Economics and Statistics Graduates	February 23
18	Forecast Clothing	MTO – Supply Chain and Marketing	Supply Chain/Marketing Graduates	February 21
19	VIVO Smartphones	MTO – Sales and Marketing	Sales/Marketing Graduates	February 16
20	Lahore Rang	Creative Associates	Media and Communication Students and Graduates	February 08





# OVERSEAS EDUCATION EXPO

APRIL 21, 2018

The Office of Career Services (OCS) in collaboration with Institutional Foreign Linkages, UMT, and ABN Overseas Education organized the 'Overseas Education Fair 2018' at UMT Lahore. Dr Shaukat Nawaz Khan (Chairman - UK-Pakistan Cultural Foundation), Tanveer Ahmad (Business Development Manager - ABN Overseas), Khalid Naqi (Director - Office of Career Services), and OCS team inaugurated the event with great zeal.

During the event, Dr Shaukat visited the exhibited stalls and discussed future prospects of students who are willing to study abroad. The exhibitors shared their offerings for Pakistani students in international universities and also provided details pertaining to the scholarship opportunities available. This event also enabled reputed overseas universities to showcase their niche courses and specializations. It also provided a common platform for eminent international educationists and other stakeholders in the education realm to network and gain valuable insights from each other. Dr Shaukat was also interviewed by UMT Radio and TV and shared his views regarding the mega event.

World-class universities from UK, USA, UAE, Canada, Australia, Sweden, Sydney Malaysia, Ireland, and Holland participated in this Expo. They discussed about their flagship programs in multiple disciplines such as Business, IT, Science, Aviation, Engineering, Psychology and Journalism. The diverse and dynamic group of professional consultants and career counselors provided in-depth insight and practical guidelines to UMT participants for securing scholarships even before their degree completion.

More than 500 UMT participants and graduates studying in a range of disciplines directly interacted with authorized admission officers and international staff, who resolved their queries and provided accurate advice and information in relation to studying opportunities, application fee waivers, bank loans and scholarships assistance in various countries and institutions across the globe. Participants acquired valuable insights from the event and found it very informative and worthwhile.

In addition to this, to facilitate UMT family and to create awareness about this event, awareness stalls were also displayed in SEN building, central and north side of UMT, main building on April 18 and 19, 2018.

In the closing ceremony, Team OCS and ABN Overseas Education presented certificates to the support team who actively participated in organizing the Mega Overseas Education Expo 2018. The event concluded with great success.

## FREE IELTS MOCK TEST

Free IELTS Mock Test was organized for UMT students in collaboration with ABN Overseas Education. Students were assessed in four main categories; Listening, Speaking, Writing and Reading. After the assessment, students were evaluated and scored on the basis of their performance.

Students' score and certificate of participation were intimated and distributed via OCS.

**IELTS Mock Test was successfully negotiated during Career Fair 2017 with ABN Overseas to be FREE for UMT.**



# OCS New Developments



INSTEAD OF RISKING ANYTHING NEW,  
LET'S PLAY IT SAFE BY CONTINUING OUR  
SLOW DECLINE INTO OBSOLESCENCE.



## Awareness Campaigns/Stalls

**March 15**

OCS Awareness Booth was installed in corridors of UMT Quaid-e-Azam Campus, Lahore, in spring semester 2018 on March 15, 2018. Thirty five students visited the stall and were given OCS pamphlets, along with briefing about OCS events and activities.

**January 2-3, March 7-8**

The Office of Career Services carried out an internal and external marketing campaign that catered to more than 1000 students and briefed them about the core activities of the office as well as the mediums through which students can receive and apply for different job opportunities. UMT-OCS introduction brochures, newsletter, etc. were also distributed to the students and corporate clients. More than 70 industry personnel were briefed about OCS on different HR forums (PHCF, PSTD Forum), its services for the industry and the role it is playing to reach out to the potential candidates.





## Counseling Session by Hotel One | April 18

A lecture was organized on "Career Trends" for students by Asad ur Rehman (Head HR - Hotel One). This session highlighted effective strategies for job searching, resume writing, and how to prepare oneself for winning over a job interview.

### Assessment Details

Different assessment modalities were used for UMT participants in order to identify the root cause and the underlying factors in relation to the problems, failures and issues faced on both professional and personal levels, by devising an intervention or counselling plan.

Counselling Interview    Psychological, Emotional and Behavioral assessment

Behavioral Observation    Subjective Ratings of the Problems

A projective and non-projective psychometric testing was conducted for more than 200 UMT participants in order to identify and assess the problems faced by them in their personal and professional lives, and also propose solutions. The following tests were carried out to successfully conceptualize the problems and issues encountered by students and also assist in drafting a counselling plan.

EMPTI & HTP    Hand and Aptitude Test    Career Assessment Test

Psychological Capital Questionnaire    Career Decision Self-Efficacy Scale



## LEGEND TALK *with*

Lahore Chamber of Commerce and Industry  
(LCCI) - April 03

A delegation consisting of 17 students visited the LCCI to attend a "Legend Talk by Industrial Icons." In this session, entrepreneurs shared their success stories with the students and highlighted the ups and downs of their individual journeys. The event was arranged in order to strengthen the industry - academia linkage. UMT students participated in the session with zeal and zest.



## Resume Writing Workshops | May 04, 07 - 08

Four Resume Writing Workshops were organized for passing out graduates in Spring Semester, 2018. These sessions highlighted the importance of having a professional resume for winning over a job interview in a reputable organization. Over 50 students of MCom, BCom (H) and BCom (IT) program participated in these workshops.

## Attending WIBCON 2018 | April 25

Maria Sarfraz and Zareen Khan attended the 10th premier and monumental Women in Business Conference (WIBCON). It was aimed to facilitate the aspiring men and women to interact with empowered women to give a holistic forum of opportunities to showcase their talent. The conference provided a unique chance to learn from global leaders about exploring opportunities and overcoming barriers personally and professionally.



## Triple Helix Session

May 11

A group consisting of 20 students attended the Triple Helix Session on "Financial Aid and Scholarships Worldwide - Tools and Tips" by Syed Abidi (Founder, Pakistan Institute of Career Counseling and Chairperson of the Association of Professional Education Consultants of Pakistan - APECOP).





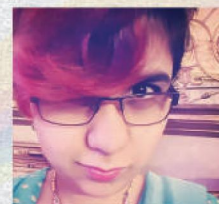


# PLACEMENT RECORD



Student	Company
Aamir Nazar	Civil Aviation Authority (CAA)
Abdul Haseeb	WAPDA (PD-CMTL)
Abu Bakr	Civil Aviation Authority (CAA)
Affaq Ahmad	Civil Aviation Authority (CAA)
Ahmed Ibrahim	LESCO
Aiga Ahsan	Together Pvt. Ltd.
Aiga Ahsan	Together Pvt. Ltd.
Aiza Fatima	Pak Elektron Limited (PEL)
Ajwad Imtaar	CureMD Health Care
Ali Irfan	State Bank of Pakistan
Ali Murtaza	LESCO
Amir Sohail	Civil Aviation Authority (CAA)
Amna Shoukat	Techpek
Anam Shabbir	Civil Aviation Authority (CAA)
Aqsa Amjad	LEATHERTEX GROUP
Asif Akhtar	Al Baraka Bank
Awab Ul Haq	Civil Aviation Authority (CAA)
Ayesha Ali	Civil Aviation Authority (CAA)
Ayesha Ashraf	Hopscotch
Bilal Mazhar Ahmad	Cinista Magazine
Ch Usama Shahid	LESCO
Danyal Ahmad Khan	Kamal Limited
Faheem Ishfaq	Sonari Bank Limited
Faisal Muneer	NTDC
Faiza Raza	UMT
Farhad Khan	PTCL
Farhad Khan	PTCL
Fatima Javaid	Civil Aviation Authority (CAA)
Fouzia Usman	State Bank of Pakistan
Hafiz Arslan Shahid	Odeyts
Hafiz Dawood Khalid	Style Textile
Hafiz Usman	Assort Tech
Haider Ali	TechnoBiz
Hamza Malik	Berger Paints Pakistan
Haris Miqdad	WAPDA (PD-CMTL)
Haseeb Bukhari	Pakistan Cables
Haseeb ul Hassan	Pakistan Railways
Hunain Sohail	Civil Aviation Authority (CAA)
Inshal Khan	LESCO
Iqra Masud	Civil Aviation Authority (CAA)
Iqra Rashid	Institute of Knowledge and Leadership
Jahangir Nasir	Services Hospital
M. Azhar Mushtaq	Civil Aviation Authority (CAA)
M. Saad Khan	Civil Aviation Authority (CAA)
M. Abdullah Qureshi	PTCL
M. Bilal Mehdi	Al Fatah Malls
M. Rabeet Sajid	Izhar Group Of Companies
M. Umar Bin Akmal	Civil Aviation Authority (CAA)
M. Zeeshan	NetSol Technologies
M. Saqib Nawaz	Jamuna Group Of Industries, Bangladesh
Maira Irshad	State Bank of Pakistan
Malika Noor	Civil Aviation Authority (CAA)
Mariyam Itikhar	OCCM-UMT
Maryam Khalid	UMT
Meeran Sohail	Insta Care
Mehak Fatima	LEATHERTEX GROUP
Mehak Fatima	Shahkarn Industries
Mian Muhammad Azeem Masood	NTDC
Mirza Haris Ali	Al Baraka Bank
Muaz Arif Rasul	Power Information Technology Company - PTC
Muhammad Umair	Pakistan Information Tech board
Muhammad Abbas	KFC
Muhammad Abubakar Ramzan	Pak Elektron Limited (PEL)
Muhammad Ahmed	Institute of Knowledge and Leadership
Muhammad Amir Khan	Al Fatah Malls
Muhammad Atif	Sifa 4 u

Student	Company
Muhammad Azeem	Institute of Knowledge and Leadership
Muhammad Bilal	Sui Northern Gas Pipelines Ltd.
Muhammad Bilal Bhatti	Koh E Noor News Channel
Muhammad Bilal Hassan	LESCO
Muhammad Bilal Mehdi	Pak Suzuki Motors
Muhammad Hasnain Tahir	Reliix.com
Muhammad Hayat Baksh	VIVO Smart Phones
Muhammad Jehanzeb	Civil Aviation Authority (CAA)
Muhammad Maroof Subhani	Athersia
Muhammad Rabeet Sajid	Izhar Concrete Pvt. Ltd. (Izhar Group)
Muhammad Saad Yousaf	PTCL
Muhammad Salim Qaz	Al-Meezan Investment Management Ltd.
Muhammad Usman Iqbal	ChangHong Ruba Digital
Muhammad Waqar	NTDC
Muhammad Waqas	Civil Aviation Authority (CAA)
Muhammad Waqas Khan	PTCL
Muhammad Zain Chaudhry	Civil Aviation Authority (CAA)
Nabia Anser	Kohinoor Mills Limited
Nabila Abbas	Institute of Knowledge and Leadership
Nashmia Habib	OCS-UMT
Naveed Riaz	Assort Tech
Noor Allah	Zameen.com
Osama Ahmad	Hopscotch
Raehla Monica	Civil Aviation Authority (CAA)
Rafey Atzal	Shahkarn Industries
Rana Muhammad Bilal	Sui Northern Gas Pipelines Ltd.
Rashid Aziz	Cinepax Cinema
Roheel Ahmad	Iris Communication
Saad Shahid	Civil Aviation Authority (CAA)
Saaim Anjum	Civil Aviation Authority (CAA)
Sahrjeel Rehman	PEPSI, Multan
Saiman Aziz	Institute of Knowledge and Leadership
Samina Kausar	Signature Inn
Sana Ihsan	Civil Aviation Authority (CAA)
Sara Akram	Careem Pakistan
Sarmad Mansoor	Pak Elektron Limited (PEL)
Saud	Al Baraka Bank
Shah Abdul Haseeb	Pakistan Railways
Shahab Uddin Shahjahan	Institute of Knowledge and Leadership
Shahbaz Sajid	Civil Aviation Authority (CAA)
Shahzaib Ahmed	Chevron Lubricants
Shahzaib Ahmed	Thermosole Industries Pvt Ltd
Shahzeb Mehmood	Civil Aviation Authority (CAA)
Shoaib Ali	CureMD Health Care
Sumbal Arshad	METRO
Sundas Hanif	Civil Aviation Authority (CAA)
Syed Hamza Hassan Gardezi	LCC (JAZZ)
Syed Hassan Ali	Civil Aviation Authority (CAA)
Talha Bin Arif	Nishat Mills
Tayyba Naz	ISI Technologies Abu Dhabi
Umair Mehmood	Institute of Knowledge and Leadership
Umer Younas	Nasir & Brothers
Usama Ali Khan	Assort Tech
Usman Anwar Sialvi	Institute of Knowledge and Leadership
Usman Sohail	Al Fatah
Uzair Mehmood	Al Moiz Sugar Mills
Wardah Arshad	General Hospital
Waseem Anwar	PTCL
Yashfa Ashraf	Assort Tech
Zaheer Ud Din Baber	Institute of Knowledge and Leadership
Zain Ul Abidin	Nishat Mills
Zaineb Ashraf	Civil Aviation Authority (CAA)
Zaineb Dilawer	KFC
Zaineb Shahid	Civil Aviation Authority (CAA)
Zaki Ullah Khan	Institute of Knowledge and Leadership
Zohaib Zulfikar	Civil Aviation Authority (CAA)



My experience with UMT has been phenomenal. The teachers I have encountered were brilliant and helpful and the seminars I have attended were inspirational. Overall, I loved joining UMT over any other university. In one seminar, with the help of my professor, I was able to make a great impression in front of one of her already graduated students who delivered the session. He secured me an interview at a game development startup in which I got selected. With that, I started my internship in the task I'm the most passionate about. I learned so many things I could not have otherwise and made connections in the industry. This was an excellent experience for me.

**Arooj Basit Malik - BS CS**  
TechByte Corp



OCS provides awesome platform for fresher. I really appreciate their work force. Thank you OCS! Thank you UMT!

**Muhammad Usman Iqbal - MCom**  
Changhong Ruba Pvt Ltd Co.



# THE ENTREPRENEUR in YOU

## START

Ideating and Defining  
Mission, Vision and Initial  
Strategy.



## PLANNING

Long term Plan,  
Commitment and  
Validation.



## TARGET

Targeted Clients,  
Scaling up and  
Establishing Business



It has been the golden era at UMT since 2014 for me. All departments here are the nurseries for leadership products. It is obvious that an institute without extraordinary departments may not long last for providing the quality services to the society. Here at UMT, among all the academics, OCS is the prominent. Alongside providing good services for the graduates it also promotes a lifetime relationship with the alumni. This is one of the best ever opportunities for me to develop myself for future challenges.

I am so much hopeful that UMT - OCS will help all students and graduates in developing, grooming and polishing themselves, making them market ready graduates.

**Farhad Khan**  
BS IT

I owe a big THANK YOU! to the OCS Team (specially thanks to Sir Aqeel Baloch, Mr. Sannan and Miss Kubra) at high point who did more than wonderful job for preparing someone like me.

The guidance/instruction that OCS Team give on resume writing is Excellent. It was very helpful that they were able to specifically focus on what education majors/experience person needs to include on their resumes. The interview tips also good to hear.

**Ahmad Amjad Khokhar**  
BB IT (H)





# EDUCATIONAL VISITS

OCS-UMT arranged multiple industrial tours for students to different manufacturing as well as services industries. Students were facilitated by UMT in terms of transportation facilities, along with smooth entrance to these industries.



Comfort Knitwears Pvt. Ltd. | April 26

*Cross Stitch*

Cross Stitch | April 28



Bunny's Ltd. | May 09



Samad Apparel | May 5 & 12



NovaMed Pharmaceuticals Pvt. Ltd. | April 13



**PEPSICO**

PepsiCo Snacks (Lays) Plant | April 12



Ghani Automobiles Pvt. Ltd. | May 4



Awan Sports, Sialkot | March 29



Starpak Martial Arts Pvt. Ltd. | April 12

We are thankful to the organizations for providing us the opportunity to orient as well as benefit our participants via real time industry exposure.



# INDUSTRIAL LIAISON

OCS Team visited various organizations and got the opportunity to meet some of the leading exemplary market mavens to capture the essence of the industry, in order to collaborate and connect with them for liaising needs. OCS visited these professionals for strengthening UMT brand recognition endeavors and for the facilitation of ideas and valuable discussions.



Appricot Studios



Kansai Paints



Panasian Group



Samad Apparel



AC Nielsen



VentureDive



Vaival Technologies



Sika Pakistan



Gamestorm Studios

Industrial visits are imperative in creating a bridge between academia and industry. As industry is evolving rapidly, it is vital to visit market to get insights directly from different employers, reduce the gap between institutions and industry, and create employment for UMT participants.




















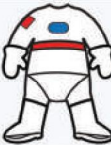


























# ROLL-A-CAREER



Make the face. Save room for the head piece and forehead above the eyes



						
1st Turn Head Piece						
2nd Turn Costume						
3rd Turn Accessory						
4th Turn Shoes						
5th Turn Gadget						
6th Turn Commute						





## LET'S GET SOCIAL!



Your profile is more than an online resume & you can use it to your advantage in order to get a global presence with a geographical reach of 200 countries.



80% of LinkedIn members consider professional networking important to their career success!



## WHATSAPP STATS

Launched in December 2016, WhatsApp group for each School/Institute of UMT was created to update students/alumni about multiple job/internship postings, career related information and advisory notes in a timely and efficient manner.

2016: 13 Groups  
2017: 16 Groups  
2018: 17 Groups

To join the group, simply visit OCS or contact Mr Sannan for information.

QUICK JOB LINKS

NEWS ABOUT EVENTS

## USE QR CODE SCANNER TO:



TWEET & FOLLOW US



LIKE & SHARE

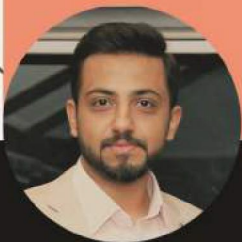


SNAP TO ADD



FOLLOW US TO EXPLORE





The OCS has remained an invaluable source of providing high caliber students from number of years. The caliber of students that we interviewed exceeded expectations and we have had some great addition to our team over the years. The students are eager to develop & learn processes, and have the ability to immerse themselves in challenging real time work situations.

The support provided by the team at OCS throughout the process is second to none and we look forward to grab the same support from them in future.

**Fahad Siddiq**  
Descon Engineering Ltd.



You can easily spot a student who's from UMT. Their energy, their demeanor everything yells professionalism. They are doing a fantastic job in shaping these young individuals.

**Syeda Zoya Zaidi**  
Packages Ltd.



It's been a two years' time, we have been coordinating with Office of Career Services (OCS) UMT for our On-Campus Recruitment Drives, Job Fairs, Knowledge sharing, Job Ads (through OCS Job Portal) and soliciting Internships. During the period of our coordination, we have found OCS UMT the most responsive and agile. The staff of OCS always found with the attitude "Ready to Serve" offering prompt and courteous services.

During the course of selection process, it has been observed that the knowledge, IQ level and general awareness of UMT students are comparatively on higher side and are more confident and energetic. The ILM Fund, a project of ILM Trust, for the deserving students to acquire excellent education, deserves applause.

We appreciate the efforts, made by OCS, for bridging the gap between Academia and Corporate Sector and wish OCS best of luck in its future endeavors!

**Mukkarram Jafri**  
Al Baraka Bank (Pakistan) Ltd.



I got a chance to interview UMT fresh graduates for our Summer Internship Program 2018 and face difficulty to choose one as all are equally groomed, energized and industrialized.

**Ahsan Fayyaz**  
Atlas Copco Pakistan (Pvt.) Ltd.



I have been engaged with UMT since 2013 when I started my MPhil from Institute of Islamic Banking and Finance and found UMT as an organization very professional team builder, scheduled mechanism with robust infrastructure of education, qualified faculty members and purposeful platform which is bridging the gap between supply and demand of market qualified human resource and more importantly apart from it, UMT is inculcating the moral and ethical values among their students. Currently, I am continuing my PhD from Institute of Islamic Banking & Finance and my finest wishes for UMT to endure future prosperity and growth.

**Muhammad Adeel Kamran**  
Bankislami Pakistan Ltd.



I am always impressed by the way UMT adopts to educate the students with high professional skills.

I would like to appreciate team OCS & UMT for taking initiatives for career building of their students. Simply there is no comparison with other universities across the board.

**Zeeshan Saqib**  
DB Global



UMT graduates are hardworking, smart, creative who have the skills necessary to do the jobs they have, and to move beyond them. Their fresh eyes, eagerness to learn and energy add value. We could not have found such great matches without the support of Office of Career Services - OCS.

**Ali Kamran**  
MCB Islamic Bank Limited



I am proud to say that I am graduate from UMT and this prestigious institute enlightened me in so many ways, and opened up employment opportunities and developed desire to work for the suffering humanity.

I have learned a lot from UMT institutional environment how to make people and monetary management and effective utilization of time to produce ensure better results. I am a witness of this worthy institute that made me self-sufficient and capacitated individual to supervise more than 300 individuals with diverse portfolios.

I believe that it's not only a management institute, it's an institute which transform lives of the individual's and enable them to transform society and corporate sector to translate abstract purpose into concrete objectives of life and organizations through visionary leadership learning opportunities.

**Syed Muhammad Kazim Kirmani**  
Muslim Aid UK (Field office Pakistan)

**EMPLOYER  
TESTIMONIALS**





UMT's proactive approach for academia-industry collaboration is impressive and will definitely be beneficial for all stakeholders.

**Muhammad Dilpazeer**  
Agritech Ltd.



UMT has promoted interactive education methodology by keeping the forthcoming dynamics of the world. OCS uniting with corporate sector is opening new prospects of endorsing corporate culture to its students.

**Hassan Masood Javaid**  
Multinational Firm



UMT graduates are professional and well-prepared for professional challenges.

**Ch. Ishtiaq Ahmed**  
CSH Pharma Group



During my visits to UMT I met with graduates who were keen learners with inquisitive minds. I was also pleasantly surprised to find that these young people were very clear about their objectives in life. I think such individuals will add value to any organization that they join.

**K. Kaleem Ahmad**  
Expert Consultant



We do not have any UMT graduate as permanent employee as yet, but the way UMT is professionally grooming their graduates with research methods and modern skills and making strong linkages with industry, I think soon we'll have many UMT graduates as essential part of team at IBEX.

**Abdul Ahad**  
IBEX - Handcrafted With Love



UMT graduates are reliable & resourceful. They have an entrepreneurial spark which enables them uniquely to fit in the dynamic business environment.

**Ruhail Malik**  
PITB, e-Rozgar



To observe as an HR, at the time of interview for staff recruitment; the essential key success factor is how the candidate is flexible & readiness for change in his/her thoughts and exposure. I have found UMT students very profound and professionally groomed to transform and integrate their knowledge with job industry. I strongly believe UMT-Faculty members are well versed with the changing dynamics of job industry as so the UMT students are capable of contributing comprehensively to the growth of our organization.

**Sheikh Usman Ali**  
Alif Industry (SMC-PVT) Ltd.



HASCOL Petroleum has openings for Management Trainees and Trainee Engineers each year as well as Internships at over 15 locations in Pakistan.

We encourage UMT students to apply and would welcome those who clear our selection process and are willing to work in remote locations. HASCOL offers active, participative and meaningful experiences to the young generation, particularly those who wish to develop their careers in the Petroleum and Energy Sectors.

**Shah M Saad Husain**  
HASCOL Petroleum Ltd.



UMT introduced many talented and self-motivated individuals specially in the field of management sciences looking forward to hire good candidates for strengthening relationship & Business between NBPFunds & UMT through Office of Career Services (OCS).

**Muhammad Owais Iqbal**  
NBPFunds



UMT has got a visionary management, qualified and skilled faculty and smart working team to produce competent graduates to bring the gap between academia and industry through their out of box thinking strategies. Their graduates are well equipped and capable to take any business to the next level. I am really impressed with their maturity and out of the box thinking.

**Khuram Shahzad**  
RKB Europe SA



It is superb that UMT is providing a career portal for OCS partners that is equally fruitful for their students for career hunting and for the employers to get groomed candidates for their respective organizations.

**Fariha Yasir**  
Digital Rights Foundation



Luck occurs when preparation meets the opportunity.

**Sajid Ali Sheikh**  
Pakistan Cables



The era of disruptive innovation has significantly changed the playing field. The models used to construct, manage and grow were developed in a different genre where market and human dynamics were hierarchical, multi-tiered and over structured. Disruptive innovations though, are..... disrupting..... everything including the organizational structures.

The disruption faced today is part technological, mostly human. To transform and thrive in today's world of disruptive innovation is heavily dependent on the readiness of the people and organizations. People are connected, informed, empowered, influential and becoming more demanding along the way. This sets the stage for a new era that's more human, purposeful and adaptive.

Transformation and innovation are limited or limitless in possibilities depending upon mindsets and perspectives. Disruptive innovations and emerging technologies are influencing human behaviors, thinking, and values and are creating new challenges. Leaders are paying attention to disruptive trends while they're also increasing investments and efforts to survive digital Darwinism. The challenge is though, that many of today's decisions concerning the future are all too often rooted in the past.

Limited perspective leads to iteration at best—doing the same things better. Innovation, on the other hand, is doing new things that create new value. Only a combination of the two can provoke disruption and transformation, which is doing new things that make the old things obsolete.

To thrive and stay ahead of the competition, all stakeholders need to keep transforming, and for that they need to learn to unlearn, shift from legacy mindsets to modern perspectives to see challenges and opportunities differently. Without doing so, the scope and impact of transformation and innovation is finite.

The winds of change are blowing but leaders are insulated in aerodynamic boardrooms. If we cannot first disrupt ourselves, we cannot disrupt anyone or anything.

The possibilities for change, transformation and progress are seemingly abundant. Transformation is among the most challenging endeavors that one undertakes. To deliver real value, leaders must address the 'why and how' question. But without defining vision or purpose for change, transformation is limited in its impact, relevance and overall competitiveness.

# TRANSFORM *and* THRIVE





NOTE BY 10 YEAR OLD GIRL ABOUT FEW OFFICES AT UMT

Sarah

Date 3.1.18

1. No one takes care of the environment! Outside the window no one recycle.

2. Two doors are open and inside it's dark. Even it's windy. Outside the office.

3. No one cleaned the papers all cut. And glasses cap is in the floor.

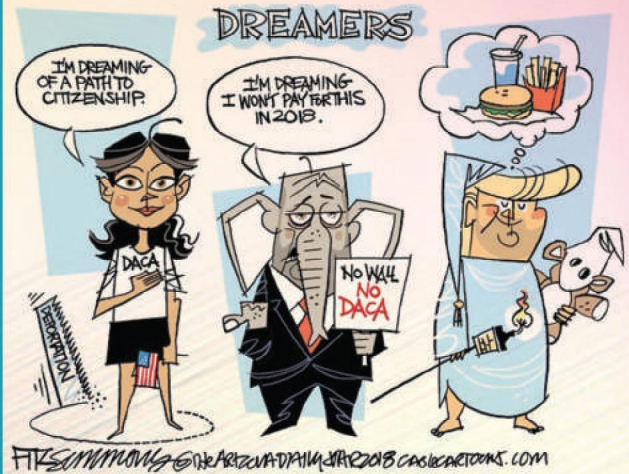
4. People are not working they are talking.

5. Boxes are ripped off.

6. People are not in ~~their~~ their seats.

7. Boxes are open

Dear Boss, Do these things to make our university clean and solve the problem which is in the list please.



**INHALE  
CONFIDENCE  
EXHALE  
DOUBT**





# UMT CAREER FAIR 2018

December 05, 2018



The Office of Career Services (OCS) at the University of Management and Technology (UMT), Lahore, organized UMT Annual Mega Career Fair, under the theme 'Your Career Our Passion'. Abiding by the current scenario of Disruptive Innovation and increasing significance of startups and entrepreneurship, this Mega Annual Career Fair not only brought 100+ organizations comprising of local and MNCs, SMEs, foreign institutes, renowned consultancies, but also some top **Incubation Centers** of Pakistan including, LMKT Spark, National Incubation Center (NIC), Plan9 – PITB, Innovation District 92, UMT Center of Entrepreneurship and Innovation (CENTIN) and FUTURIZM – ORIC; UMT participants were provided with the best of the best platforms to facilitate them in their startups. The event also nurtured entrepreneurship among UMT participants. The list of participating organizations including top notch organizations such as Coca-Cola Beverages Pakistan Ltd (CCI), ABN Overseas Education, Fatima Group, Career Karwan, Shakarganj, Careem, Nawa-I-Waqt, Game Storm Studios, MDS Foods (Hardee's), Stylo, Starlet, FILO, Hira Terry Mills, Wok This Way, Treschic, Cotton Web Ltd., Haier Pakistan, Systems Ltd, Zameen.Com, Hi-Tech Lubricants (ZIC Motor Oil), Abacus Consulting, Wilshire Laboratories, Wilcare, Gloss Me Up, AUJ Group, Small and Medium Enterprises Development Authority (SMEDA), Punjab Skills Development Fund (PSDF), Izhar Monnoo Developers, IBEX, Shaikat Khanum Memorial Cancer Hospital & Research Center, SKIF Enterprises, Miranz Technologies Private LTD, Urbansole, Jawa Group of Companies, UBL Funds Managers, Allied Bank Ltd., Al Baraka Bank, Soneri Bank, HG Markets, Autosoft Dynamics Private LTD., Crewlogix Technologies, TKXEL, Next Pharmaceuticals Private Limited, Yantai Mingdian Machinery Equipment, Ideas By Gul Ahmed, Crescent Bahuman Ltd., Kohinoor Mills Ltd., Ambition Apparel, CCL Pharmaceuticals, Analytics Private Ltd., Center of Economic Research of Pakistan, Joyland Ltd., Fermrock Pvt. Ltd., University of Hertfordshire, Queen Mary University of London, Emirates Supply Chain Services and many more under one roof had set up their recruitment stalls. A swarm of fresh and experienced graduates and students across Lahore flooded the venue, networked and exchanged their data with the recruiters. Some even got interviewed & hired on spot.

About 35+ food and commercial stalls were also exhibited during the event under 'Food & Grand Shopping Gala', where visitors enjoyed fresh bites of traditional and fast food along with other activities. Apart from food items, attendees enjoyed other activities including dart games, quiz games and many more. A lot of prizes and giveaways were distributed.

The objective of Career Fair 2018 was to present an opportunity to seekers also to make them aware of the new disruptions and innovations that are being inculturated daily in the world of work with the arrival of Industry Revolution 4.0 and 5.0. Also, a glimpse of what the corporate sector is looking for was displayed in this event in order to make the future human resource realize the gaps between academia and professional world. Recruiters held talks with the fresh graduates and evaluated their knowledge, skills, and passion to learn in the work environment. Candidates delivered around 5,000 CVs directly to the recruiters.

Zeshan Afzal (Global CEO, Shahid Afridi Foundation) along with Farooq Ajmal Alvi (Chairman & Founder, Brain Telecommunication Ltd), Asif Saeed Haider (Principal Secretary, Office of the Rector - UMT), Khalid Naqi (Director Career Services and Chief Transformation Officer (CTO) - ICDF - A Think Tank - UMT), Saleem Atta (Controller Examination - UMT), Asad Ur Rehman (Director Institutional Linkages (Foreign)- UMT) and other senior faculty and staff members of UMT inaugurated the Career Fair. They also visited all the corporate stalls and lauded OCS efforts to provide job opportunities to the talented job seekers.

Khalid Naqi commenced the event with his opening note. He welcomed the participating organizations and advised UMT participants to showcase their talent with the right attitude and sell their credentials and brand.

Zeshan Afzal, who holds several senior positions in the corporate sector, said that such events should be organized by all public and private sector universities in order to make the future generation aware of upcoming trends and demands of the future world of work. He advised UMT participants to align their goals and dreams and not to look for shortcuts but rather to work hard and keep moving forward because only then dreams will be accomplished. He advised the graduates to stay in contact with their mentors despite leaving the university because they are the ones who will guide them in making the right decisions.

Dr. Ali Jawa (Medical Director, Wilcare) addressed the audience and redefined the usual perception of health which is not only the absence of disease but an overall state of well-being – psychologically, mentally and physically. He emphasized that a regular checkup is not only a duty of old people but it is everyone's responsibility to take care of their own well-being and health. He mentioned that diabetes, hypertension and heart diseases are increasing in young and mid-aged people, for which we all need to pay regular visits to our doctor to stay fit and healthy.



## SPONSORS



Social Media Partner



Creative Partner



Travel Partner



Beverage Partner



Food Partner



Brand Walk Partner



Media Partner







Talented students from the UMT Disability Resource Center participated in the event and presented a special performance on the National Anthem of Pakistan which was encouraged and thoroughly enjoyed by the attendees.

UMT participants marked their standout presence in the event by participating in the Brand Walk conducted by OCS. Student showcased their sheer confidence and positive attitude and gave a shout-out that they are ready to take up to any challenge that comes their way. Adding to that, UMT participants from Dramatics Club presented a pragmatic yet fascinating skit, followed with a guitar performance, presenting the dilemma of job search and grey areas where students lack due to which they cannot find their dream jobs. Their performance gripped the audience and allured them till the end.

During the Career Fair, OCS launched its massive platform, **Innovation Capital Development Forum (ICDF) – A Think Tank: A C - Suite Exclusive Forum**, which aims to connect and bridge the academia with the industry, boost innovation within the industry and academia, and start a staunch alliance between the two that stops the economic meltdown of Pakistan by stabilizing it with the production of human resource, which is not only innovative but is also capable enough to boost economic progress of Pakistan by competing with other multinational economies across the globe. A cake cutting ceremony was held for the launch of the forum in the presence of Zeshan Afzal, Farooq Amjad Alvi, Raheel Iqbal, Tughral Ali, Shayan Zaem, Ahsen Imran, Guests of Honor and OCS staff members.

Khalid Naqi – Chief Transformation Officer (CTO) – ICDF – A Think Tank, Director Career Services (UMT and C-Suite Executives from the Industry including Zeshan Afzal – Global CEO, Shahid Afridi Foundation, Ajmad Farooq Alvi – Chairman & Founder, Brain Telecommunication Ltd, Ahsen Imran – CEO, Millat Equipment Limited, Raheel Iqbal – CEO, The Game Storm Studios (Pvt) Limited, Shayan Zaem – Co-Founder & CPO, Fizz Inc – USA, Tughral Ali – Head of Branchless Banking, FINCA Microfinance Bank Ltd, Qashif Effendi – CEO, Reem Rice Mills, Adeel Anwar – Head, Talent Acquisition and Learning- Coca Cola Icecek and Arshia Saqib – Head of HR, Commercial - Coca Cola Icecek actively participated in the panel discussion on “Developing Passionate Productivity Partners for the Future World of Work”. The panel discussion was moderated by Saira Iqbal Khan – Chief Disruption Officer - ICDF, in which industry players shared their valuable insights and seeded academia with the right inputs in developing and raising students with the right attitude and conceptual clarity with ability to contribute positively in the business world. Strong collaboration with industry was considered extremely essential to groom the students on the emerging skill set requirements of Industrial Revolution 4.0.

Concluding the panel discussion, Amjad Farooq Alvi expressed his affection for forums like ICDF. He shared that we all want to be successful in life and make success our final goal of life. For that, we need to be good human beings. However, what is missing is the ability to think as required to apply our minds and learn, unlearn and learn again to enhance our creativity and keep progressing in this evolving industry. He said, “*Passionate Productivity Partners is a two way thing and for every investment a return is required.*”

Expressing their views, some of the students said that the Career Fair was an exciting opportunity to interact with the companies of their choice. They said that the event had given them opportunities to learn from the exposure and helped in buffing up skills that are required for securing jobs in a competitive environment.

At the end, Raheel Iqbal (CEO, The Game Storm Studios (Pvt) Limited), Khalid Naqi (Director Career Services – UMT) and Zareen Khan (Lead Core Ops – UMT OCS), thanked the participating organizations. They distributed certificates and souvenirs as token of gratitude for their contribution towards the economy at large by exhibiting their recruitment activities and help in the elimination of unemployment. In their concluding remarks, OCS team, Ushers, Marshals and all the university management offices were praised for their support which led to the success of the event. This was followed by group photographs.

## FEEDBACK

Coming to UMT Career Fair has always been a great experience and this year was no different. It's always refreshing to see the ambition and zeal of the fresh blood and we look forward to bring opportunities for them at our organization.  
**CF Sponsor - Stylo Group**

We have observed that mostly BSCS students took part in career fair, although your business school is very good.

We expected more graduates from there (SBE).  
**HR Department - Purelogics**

I'm an Alumni of UMT. I was unemployed for the last 3-4 months, but with the grace of ALLAH and the efforts of MY UMT & OCS team, I got appointed in URBANSOLE via Carer Fair 2018.

Thanks to UMT and OCS for making amazing efforts for organizing career fair each year. It gives opportunity to freshers to interact with different companies under one roof, and to get their desired job. I'm glad to be a part of such a great institute.  
**Alumni UMT - SBE**

We Thank OCS for providing Career Karwan an opportunity to become part of the amazing Career Fair 2018. We appreciate the management of OCS and UMT for their timely response and cooperation.

We also hope to continue working with Office of Career Services and UMT in coming days as well.  
**Social Media Sponsor CF - Career Karwan**





# Interaction with the Corporate World



## Retail Management by Institute of Retail Studies (IRS) Nov 16

OCS organized a session on Retail Management for business students. **Omer Farooq**, CEO - Institute of Retail Studies, was invited as a guest speaker for this session. He has a diverse background of pharmaceutical, services, hospitality, and retail industry. He was part of the team that launched Pakistan's first organized retail brand. He shared his experience related to retail management and gave insights to the participants regarding this domain which were valuable for the participants' future.

## Career Management by PTCL Nov 08

OCS organized a session on Career Development for Engineering and Business students/graduates. **Ahmed Tahir**, Senior Manager HR - PTCL, was invited to share his experience and industry's best practices with participants. This session helped the audience groom and prepare them professionally for the world of work.



## Breakthrough77 – Session by Systems Ltd Oct 25

Breakthrough77 session was conducted for CS/SE/IT students and graduates at UMT. Breakthrough77 is an innovative technology education initiative newly launched by Systems Ltd. Three main courses were revealed in this session for UMT students/graduates including Introduction to ERP Development in Microsoft Dynamics 365 for Finance and Operations, Developing Microsoft Azure Solutions and Design Thinking.

This session was organized to give students, fresh graduates, budding & experienced professionals an introduction to access high-quality, innovative and in-demand technical courses. These courses aim to cultivate the skills of proactive learners by giving them opportunities to prove their mettle.



OCS organized an informal session with SBE students to orient them about the importance of personal brand and the emerging requirements of the future world of work. In addition to the OCS Team, **Mr Rizwan** as Guest Speaker from the industry, interacted with the students. Furthermore, an edutainment based skit was also presented on the subject which was thoroughly enjoyed and understood by the students.



## Team Building Session - Stewart Pakistan (FKA CTO 24/7) Oct 19

A session was organized by OCS on Team Building exclusively for business students. **Afsheen Iftikhar**, Head HR - Stewart Pakistan Pvt. Ltd., was invited for the session as the guest speaker. Through different techniques, participants were able to understand how they can become strong team members and lead it efficiently through effective communication, building trust, and leadership skills. Participants learned valuable insights in this session.



## Career Development by The Idea Trainings Oct 12

OCS organized a session on Career Management exclusively for Engineering students and invited **Khurram Shahzad**, Master Trainer and Consultant of The Idea Trainings Institute. He engaged students in different activities and shared his experience with them to make them understand on preparing themselves for winning job interviews and effectively search and choose a career via their respective domains.





# E-ROZGAAR SESSION

OCT 18

Innovation Champions Boot Camp and Club (ICBCC) in collaboration with e-Rozgar, PITB, organized a session on 'Freelancing' for the students interested in earning from their homes.

Students were made aware about the eligibility criteria, registration process, benefits of freelancing and available streams/opportunities in freelancing under the initiative of e-Rozgar, PITB. Few renowned freelancers were also brought by e-Rozgar team to interact with the students and share their success stories with them. Around 80+ students from School of Systems and Technology (SST) participated and found the session very useful.



# HUAWEI - ICT SKILL COMPETITION

ORIENTATION SESSION - SEPT 27

UMT-OCS, in collaboration with Huawei, organized a Huawei ICT Skill Competition 2018 at UMT. This event engaged over 50 campuses across Pakistan, targeting 7000+ students who participated in this competition.

An orientation session was conducted jointly by UMT-OCS and Huawei in which 50+ participants took part and were briefed about this competition and its rounds.



## OCS Team Motto - Never Stop Learning

### Effective Communication Skills (Written)

by Sadia Asif (Director UMT-CTL) - Mar 02



### YLDP | Fast University

Aug 01 - 14



### Critical Thinking and Problem Solving Skills

by Fakhar Imam (Teacher, Trainer and Philanthropist) - Jul 19



### Self Exploration and Understanding

by Sohail Ejaz (Sr Manager Planning - UMT) - Sep 19



### Change Management

by Sohail Ejaz (Sr Manager Planning - UMT) - Oct 18

### Effective Communication (Listening & Reading Skills)

by Sadia Asif (Director UMT-CTL) - Jun 27



### Self Management & Database Management

by Asif Saeed Haider (Principal Secretary - UMT-ORC) - Oct 06







## Outsmarting employer's expectations by enriching academic journey in VUCA times

The evolving reality, we are living in VUCA times and in gig economy which got created during the financial crises of 2009. Its impact disrupted global markets, organizations and institutions. The impact was so great that it disrupted the conventions, norms and mindsets, and living was made by juggling or working several part-time jobs to survive.

The current BUZZ word is 'Disruption'. The conventional practices and economic cycles are also disrupted due to the surge in 'Techno and Market' related factors resulting in a strong need to foster skill development programs as part of academic road maps to satisfy the skills in demand and enhance employability.

The quick route to glory is also fancied by incubating unicorns which needs strong focus on outcome based education. This requires conceptual clarity of domain and good understanding of trends, challenges and emerging gaps in the market. In addition, scalability and need for multidisciplinary collaboration to create sellable ideas for venture capitalists are also required. To inculcate the culture of new startups, the final year projects need a disruptive approach where the supervision is made by adding an industry expert so that the potential of the project can be converted into a product. It may even give 360 degree understanding of the world of work to participants.

Due to unanticipated potential disruptions in VUCA times, the longevity of organizations has come under pressure resulting in less tiered organograms with need for better understanding of cross functional knowledge and strong soft skills for thorough engagement with the stakeholders, clients, colleagues, etc.

The shock absorber to manage the bumps of VUCA times requires higher talent creation which requires "subject matter conceptual clarity with ability to interact with multi-disciplinary professionals and to architect and communicate solutions in English language with good pleasing personality while staying focused on resolving pain points of humanity.



# TECH 2.0 SUMMIT PROJECT TO PRODUCT

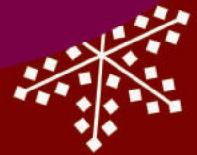
OCT 09



OCS in collaboration with Assort Tech Pvt. Ltd. and School of Systems and Tehnology (SST), organized Tech Summit 2.0 – Project to Product (demonstration session) at UMT Lahore Campus. The session focused on providing CS/SE students of UMT a forum to practice their passion and make their final year projects into executable products and build up their own startups.



The session also probed current software opportunities market and how students can explore them. The session further led to practical trainings associated with Assort Tech Pvt. Ltd.



## Participation in 3<sup>rd</sup> International Business Conference and Exhibition (IBCE) 2018 - October 24-25

UMT\_OCS in collaboration with School of Commerce and Accountancy (SCA) faculty, arranged the visit of participants to 3<sup>rd</sup> IBCE 2018. Over 100+ participants visited various booths in the exhibition.

The main purpose of this visit was to provide an opportunity to SCA participants to have direct conversation with the leading professionals, architects and industrialists so as to share their experience. The emphasis of the conference and exhibition was on Building and Construction, Home Appliances and Renewable Energy.



## Tripple EM (Pvt) Ltd.

Industrial Visit - October 10

Forty Five Plus (45+) students, faculty members and OCS official visited the production unit.

Students visited the production hall and were explained in detail about the production process of few products by Tripple M including: Potato Chips, Corn Extruded, Nimko Mix and Nuts and Pellet.

Students were briefed about destoning and peeling, slicing, color treatment, frying and salting, cooling, sorting and packaging.



SCA CAMPUS

## Ittehad Chemicals Ltd.

Industrial Visit - October 17

An educational visit was arranged to one of the largest manufacturers of industrial chemicals in Sheikhpura, Pakistan.

Participants took keen interest in the presentation made by the chemical engineers, followed by the round of the chemical plant.

Such educational visits are essential to increase the exposure of students with regard to industry.



## Production Operations Planning

Guest Speaker Session - November 23

The production line of Toyota Cars in North American Production Plant from sheet forming to the finished product was shown to attendees through a short film.

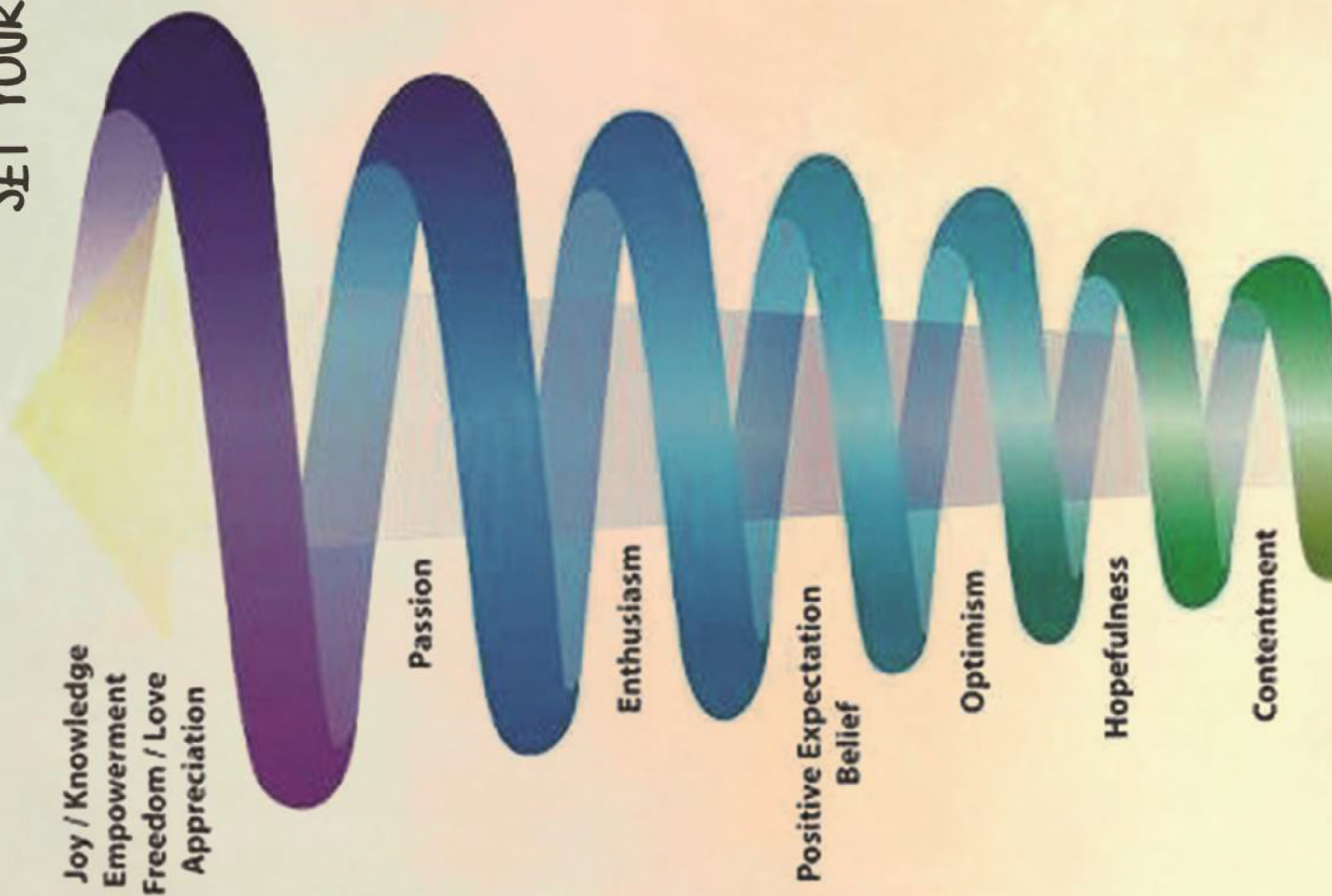
The speaker explained that in the North American Production Plant, a single unit of Toyota Camry Car is produced in one (1) minute. In Pakistan, Toyota GLI is produced in five (5) minutes whereas Honda Motorcycle is produced in twenty seven (27) seconds in Pakistan. He said that in production, cost, quality and time are the critical factors. Students asked intelligent questions from the guest speaker and found it a valuable interactive session.





SET YOUR DIRECTION

WHERE  
ARE YOU?

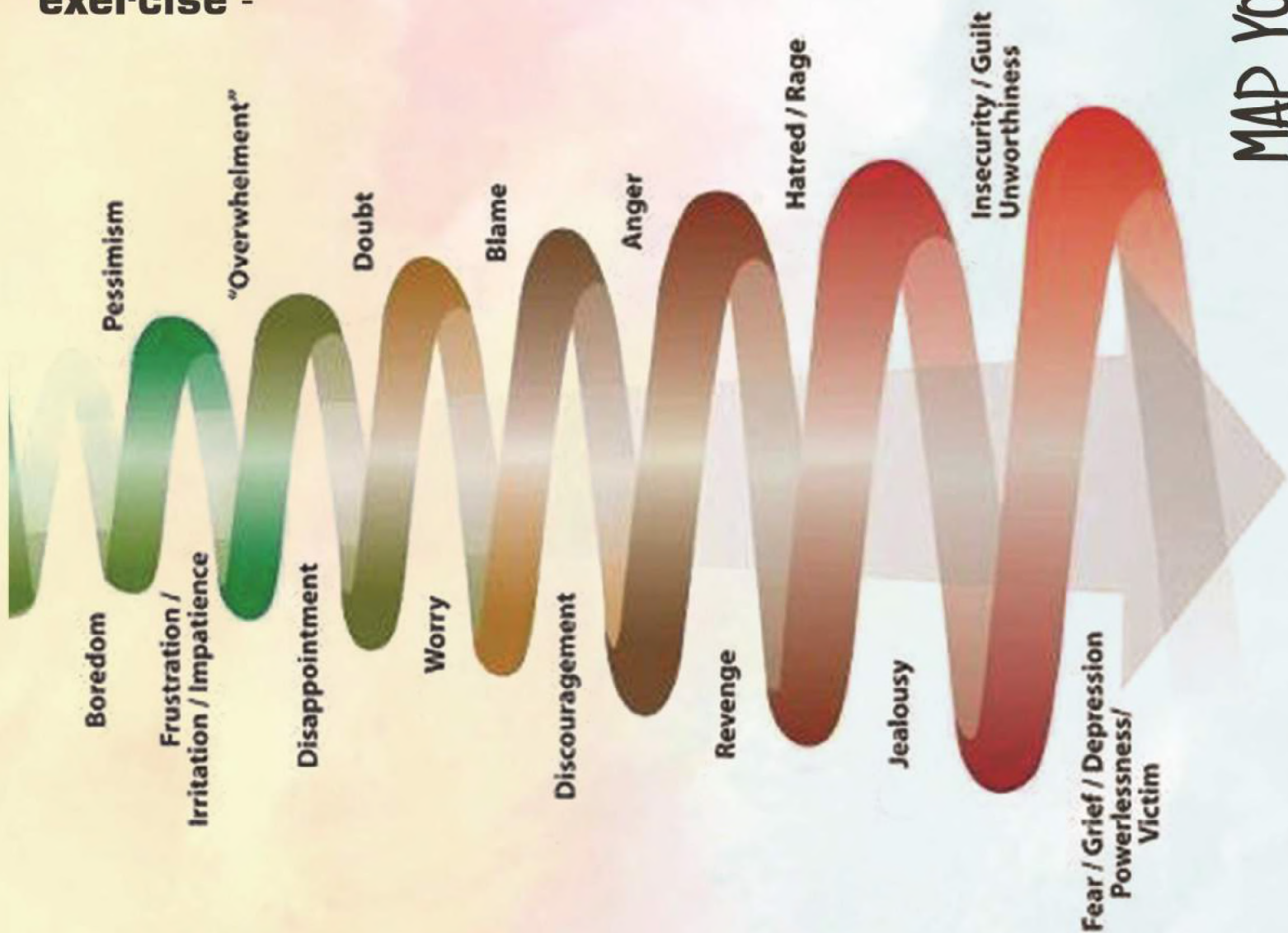


Set the direction of life getting to Blue Color and  
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