



# Newsletter

Jan - Jun 2016

Volume 3 Issue 1

## Enter to Learn, Go Forth to Lead!




Website Spotted as #1  
on Google Search

for MTO PROGRAMS 2016

WITH MOST VIEWS, CLICKS & IMPRESSIONS !!



FOR CAREER ASSISTANCE VISIT:  
OFFICE OF CAREER SERVICES UMT

 [WWW.FACEBOOK.COM/OCSUMT](http://WWW.FACEBOOK.COM/OCSUMT)

## Editor's Note

Informed career decisions not only help you navigate through the job search process but also place your career into high gear. This is where the dedicated services of **OCS** play such an important part in the lives of UMT graduates. From helping you craft an outstanding personal branding statement to guiding you through the recruitment process step by step as a result of 360 recruitment consulting, **OCS** makes you stand out from the crowd. Our extensive employer networking benefits them as much as it benefits you so we can say with confidence that the **OCS** led 'wow factor' makes waves. We have an impressive absorption rate of UMT graduates in the market. You can join the next stream of well placed graduates. Just browse through this issue of the **OCS** Newsletter and gauge the high impact made by us.

- OCS Tribe

# Career Counseling or Counseling Career?

Contributed by Sonia Mukhtar - 15001257006 - MS Conselling Psychology

Choosing a career plays a profound role in an individual's life. More often than not, we come across people who are unsuccessful or unhappy in their professional lives despite working hard. It seems that they are not fit somehow for that job and feel that work is a burden. That misery is the root cause of the wrong choice of career. Say, parents wish (medicine or engineering obviously), caught in the wrong foot (never sought counseling), never even knew their area of interest, got enrolled anywhere depending on the marks (low grades perhaps), role model (teacher, peer, television), and above all, the decision depends on the popularity of the subject.

This is 2016 and the nature of employment has changed completely due to the development of the economy, downsizing, re-engineering, global transformation, growth of information technology and globalization. This is where career counseling intervenes as the process by which one can form a career path which is tailored according to individual aptitude, interest, needs and personality. Well so much of career counseling here, ain't it? But from where do these counselors come from? *Engineering or Medicine? ... CA or Finance? ... Advertising or Journalism? ...*

No, these are not the terms on which a potential counselor thinks upon, he/she will think along two poles: *Clinical Psychology or Career Counseling? ...*

Personality plays a crucial role in terms of skills and interests in determining the type of job that people will be attracted to; the higher the match between occupation and one's personality, the more career satisfaction one will have. That allows prediction to be made about a person's choice of occupation, change of jobs, vocational accomplishment, academic and social behavior and personal competence. That is why the pre-requisite for admission in counseling program at UMT is your prospective competence based on the above criteria.

Sadly in Pakistan, we do not have enough career counselors. Because parents and teachers consider themselves as the best counselors a child could ever have, the negative outcome seems fairly evident (wrong decisions and lifelong regrets). In Pakistan, regrettably no educational institution is offering a degree in counseling, let alone in career counseling except UMT. However, some unprofessional career counselors are creating confusion in the students' minds in desolation either in-person or on 'educational websites'.

Academic institutions should commence career counseling departments and initiate Masters Programs in this field. The Office of Career Services (OCS) not only of UMT but across Pakistan's educational institutes could take an initiative in conducting aptitude tests, and establish an awareness program for parents to inform them about the scope of different fields. No good can come without the insight and self-awareness of the students, so launching programs in career counseling and a program on television or radio (UMT's and national network) would provide a complementary motion for the masses. After all, career exists as people pursue them.

# SIX MOST COMMON INTERVIEW BLUNDERS

IF YOU HAVE EVER HAD TO TELL YOURSELF "I CAN'T BELIEVE THEY JUST DID THAT!" YOU'RE NOT ALONE. HERE ARE THE NUMBERS ON THE MOST COMMON MISTAKES AND HOW MANY HR MANAGERS HAVE ENCOUNTERED THEM DURING INTERVIEWS!

59%



TALKING WHILE CHEWING GUM

63%



DISSING THEIR PREVIOUS JOB

66%



APPEARING ARROGANT

69%



APPEARING DISINTERESTED

69%



WEARING THE WRONG ATTIRE

71%



ANSWERING A PHONE CALL

# Corporate Liaison

## Haier Pakistan



Shahid Alvi, Head of Human Resources at Haier Pakistan, delivered a comprehensive session on its MTO program followed by an employment test.

**March 28, 2016**

## Berger Paints Pakistan

Berger Paints Pakistan conducted an induction session with MBA Marketing students followed by a written test for their MTO program.

**April 1, 2016**



## CARE Foundation Summer Internship Awareness Session

CARE Foundation in collaboration with OCS conducted summer internship 2016 awareness session at UMT Lahore Campus.

**April 20, 2016**





## Emerging Industrial Trends and Challenges for Engineers by Ideya Training Institute



Ideya Training Institute conducted a workshop on 'Emerging Industrial Trends and Challenges for Engineers' at UMT Lahore Campus.

**May 2, 2016**

## Sports Education Session by Pakistan Cricket Board (PCB)

OCS in collaboration with the Pakistan Cricket Board (PCB) organized a session for Sports Marketing and Education (SBE) students at UMT Lahore Campus. The guest speakers were Yahya Ghaznavi (GM Archives - Library & Museum and Game Education) and Mushtaq Ahmad (GM Operations).

**May 4, 2016**



## Basics of Entrepreneur by SMEDA

OCS in collaboration with SMEDA organized a session on 'Want to be an Entrepreneur' at UMT Lahore. The agenda of the session was to provide relevant and useful information to the participants about the services of SMEDA for new startups.

**May 13, 2016**



OCS in collaboration with the Institute of Applied Sciences (Aviation) organized a session on 'Corporate Liaison with Sialkot International Airport Ltd.'



Maj. Gen. Mir Haider Ali Khan (R), Halal-e-Imitiaz (Military), CEO of Sialkot International Airport Ltd. along with high power delegation addressed the participants regarding the scope of aviation management degree in the industry.

March 24, 2016

## Nagina Group Collaboration for Textile Sector

A successful meeting was held between Nagina Group and OCS-UMT. It resulted in developing strong academic-industry ties between the two organizations. Nagina Group is a regular employer in the OCS network.

## UMT inks MoU with Stoneage Jeans Co.

Wednesday, June 01, 2016

OCS invited the top management of Stoneage Jeans Co. to sign an MoU. The objectives of this MoU were to educate and train students with a clear focus in mind for a specific employer, collaborate in research, innovation and entrepreneurship, create a strategic alliance and seamless linkage between both parties.

Stoneage Jeans Co. also agreed to offer discount and loyalty cards to students and staff of UMT along with other activities.



OCS in collaboration with diverse industrial personnel conducted mock interviews at UMT Lahore. The mock interview panelists included Hassan Masood Javaid (HR Generalist, MAN Diesel & Turbo), Sharif Ghani (Chief Consulting Officer, MAXHILLS/ Country Head - Pakistan & Afghanistan - BD, Greatview Aseotic Packaging Europe GmbH), Sumbal Fatima (HR and Admin Manager, Lahore Qalandars), Yasmeen Butt (Organizational Psychologist, Manadus), Kaleem Ahmad (CEO, K Konsultants), Ayub Sardar Khan (International Business Consultant), Rai Yousaf and Ali Butt (MD, Vire Consultant) and Team OCS.



## Market Expectations Feedback to Academia

OCS is aggressively working to unlock the potential of our participants by providing the academia with the expectations of employers, MNCs and multiple industries in the market. This is done in order to groom and equip UMT graduates to create an effective personal brand in line with the demands of industry and to enhance their ability to be selected for the job. In this regard, OCS is passionately working on the designing of two separate powerful books for faculty and students each.



These books will be launched in the future with proper planning and impactful road shows.

# Value of an Unpaid Internship

Contributed by Zareen Khan, Sr. Officer, OCS-UMT

Internship is an investment in your career as it acts as a career foundation for individuals who are looking forward for potential employment. It is essential that you choose to intern where your interest and career prospects lie. Whether you are a fresher or currently enrolled with a killer cover letter, a resume reflecting your true picture, stellar CGPA and favorable recommendations, yet if one important item (internship) is missing from your résumé, good luck trying to get a position at any MNC or leading groups across the country.

Ideally, there is no point in ignoring what is readily available in favor of positions that we are ill qualified for. So, what is the matter with getting free training? Or lets say, why should an employer (who may not even be your future employer) have to train you for free?

Unpaid internships are fair to students if the internship offers the student educational value and learning. Classroom culture does not depict the true nature of academic and industrial linkage. The true value of teaching and learning is missing. If you keep applying for jobs and internships and not a single one is achieved, well then the blame is on an ineffective classroom culture and not only limited to your own discrepancies.

There are two types of internship that are found globally; curriculum requirement (where you have to intern at any organization to complete your degree) and a prerequisite (to attain a permanent position at any organization). Both internships can be done either in a paid form or unpaid as long as it enhances learning.

When employers want you to have 10 years of experience before the age of 22.



Paid internship is a blessing in disguise. It might reward you an amount of money you can fill your pocket with, a learning approach that might be fruitful for leading your career path, tells you how to behave in a professional environment, teaches you how to act accordingly but what about not getting trained enough to improve your skill set, not gaining the confidence level that equals to your self-actualization. What if you are spoon-fed by your employer to bring positive outcomes and not willing to innovate, think or produce something better than conventional thoughts? But who cares as long as you are monetarily rewarded!



The opportunity market is highly competitive. In 2012 the Wilson Review into business-university collaboration found that: *"lack of work experience appears as the key barrier to young people, including graduates, in securing employment"*. As a result, interning has become a condition for many graduates looking to access the professions.

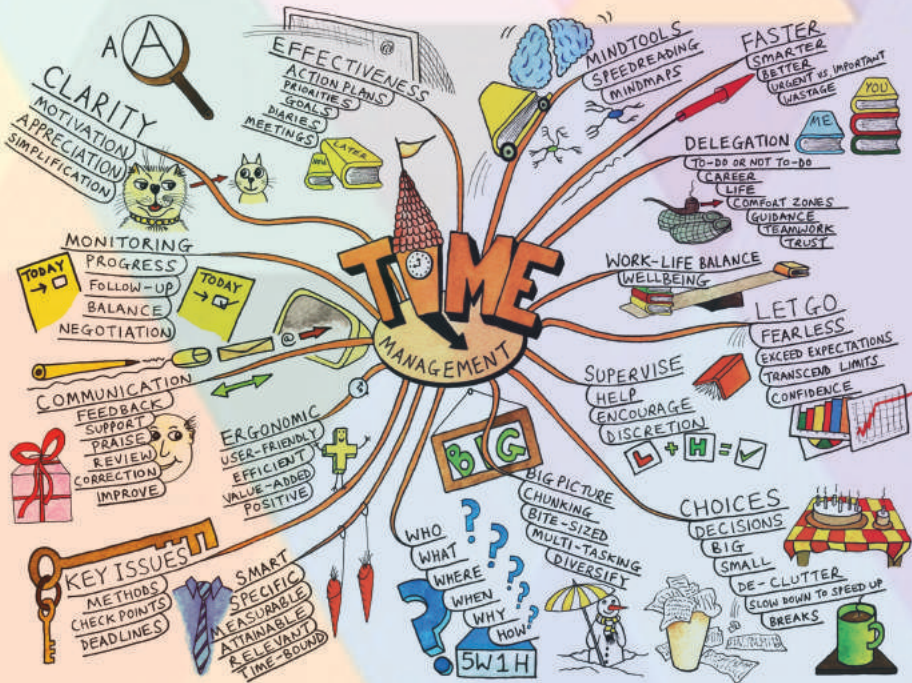
For 'A' graders, there is still hope to qualify in the interviews based on their study knowledge but what about those who are plain green, insecure about themselves, have no idea how corporate environment operates, may have no or less academic knowledge but are open to volunteer, to gain experience, learn and lead? Well this is where unpaid internships act as a stepping stone for all those graduates or currently enrolled participants who are willing to volunteer just to enhance their career, polish skills and bring change in their lifestyle.

Most academic courses lack practical approach, this is where internships come handy. If you have successfully carried out an internship, I repeat, successfully carried out an internship, then you are acquired with all of the necessary skills to do the same for employment. Not only this, you get a great experience, a strong curriculum, network, a test drive to your ultimate career goal, possible monetary or non-monetary rewards (value, trust and certificates), a real world perspective and few a times a ladder to attain a permanent position at the same company.

Unpaid work is not unvalued work or unappreciated work. The work that you do for a company is important for the company and is educational for a candidate's future career and employment perspective.

## Obituary

OCS shares the grief of parents, relatives, and friends of **Moin Manzoor** (BBIS student) who passed away recently. May Allah rest his soul in eternal peace and place him in the highest ranks of heavens. OCS prays to give courage to the bereaved family to withstand the irreparable loss.



## Industrial Visit

OCS coordinated with the faculty members of School of Engineering at UMT and arranged two trips to WAPDA Grid Station 220 KV Lahore for skill development.

## Rozee.pk Visits

OCS Team visited Rozee.pk job fair across Pakistan in 8 major cities including Lahore, Islamabad, Peshawar, Multan, Gujranwala, Sialkot, Karachi and Faisalabad. This was an opportunity to meet new employers and network as well as collaborate with them for future human capital needs across Pakistan.



## OCS Website

OCS works 360 degrees on its improvements and developments. The career portal is revamped which now signifies all important activities and events held by OCS including multiple job and internship opportunities for UMT participants and graduates. The website comes with a built-in portal where UMT participants and graduates can register themselves and apply on open vacancies across Pakistan and the Middle East via Bayt.com. Plans are underway for employers to give access to the portal where they can advertise jobs or internships required by their organizations free of cost.

## Focal Person Meeting

A meeting was successfully carried out with the focal persons of UMT nominated by the School Deans for OCS. The agenda of the meeting was to fill the gaps between industry and academics by nurturing the participants and preparing them as employable candidates. The focal persons will assist OCS in providing the human resources from respective schools/institutes to bridge skills gap.

## Exhibition of Job Centers at Convocation April 2016

In line with the spirit of innovation, OCS exhibited corporate stalls at the Convocation 2016 held in April by inviting organizations from diverse industries including Haier Pakistan, MAN Diesel & Turbo, Wateen Telecom, Master Molyfoam, Lahore Qalandars, Vire HR Solutions, Origins, Ideya Training Institute, Ausco and Sky Led.

OCS got few students placed at above organizations through this activity.



Your personal brand is what differentiates you from others



Build your USP through YOUR Personal Brand Manager

100s of people are applying for every job. Even if you have all the required skill sets, the recruiter may ignore you.

## WHY?

Because you did not brand and market yourself well.

So, BUILD your USP (Unique Selling Proposition) and be CLEAR & CONFIDENT.

Come & SET AN APPOINTMENT with YOUR Personal Brand Manager (OCS) TODAY!

Pro Tip: Always start your day by visiting career.ums.edu.pk

## Office of Career Services

2nd Floor, Admin Block, UMT. Tel: +92 42 111 300 200 Ext: 3722-23

# OCS Awareness Campaigns

## Career Clinics

The Career Clinics (Informative Career Desk) were placed in SEN Building and North and Center Block of the Main Campus. The main objective of the campaign was to spread awareness among participants about the role of OCS in their 'Personal Brand Management.'

Such stalls are also placed at the Orientation and Convocation events of UMT Lahore Campus bi-annually.

## Suggestion Boxes & Survey

A total of six (6) suggestion boxes were installed in the UMT Campus for participants' ease to convey their messages through it. The feedback and response from participants has really been positive as they actively participated in the OCS survey and filled registration forms for future correspondence. Team OCS also went live at 98.2 UMT Radio to talk about the same.

## Classroom and Hostel Sessions

OCS regularly organizes several comprehensive hostel workshops/classroom sessions as a part of normal practice on Interview Skills, Personal Grooming, Enhancing Morale and Motivation, Resume Writing and a wide range of other topics on the real time practices of the industry as required by the students/faculty with individuals and groups.



# Your Personal Brand Matters

## (Step up to Stand Out)

Contributed by Saira Iqbal Khan, Students Counsellor, OCS-UMT

In today's highly competitive job market, where on average 600 applicants apply against a certain position, it has become imperative for graduates to understand the importance of personal branding to stand out in the marketplace. WHY? Because recruiters don't pay for more than three (3) seconds to screen a resume. Gone are the days of outdated resume format in which candidates used to begin their resume with a formal objective statement to express their professional goals. Now the trend has changed; it has shifted from objective statement to unique, authentic and eye catching branding statement. Candidates/graduates should begin their resume with a powerful and succinct branding statement to differentiate themselves by hundreds/thousands of other candidates by offering their Unique Selling Proposition (USP).

A branding statement is your "Calling Card"- with a brief, exciting and a proactive statement containing your passions, talents, expertise and strength to demonstrate WHO YOU ARE, TO WHAT YOU DO AND HOW YOU DO IT. It will help you to create a good and memorable impression in the minds of your recruiter because in today's volatile economy with skyrocketing unemployment rates, good grades and achievements will not be sufficient; nor will they guarantee that you would receive a call for interview or be shortlisted. The secret to standing out is to deliver your personal brand clearly and constantly-in person, on paper or online which can open the doors to new opportunities.



# Placements

	Student	Degree	Position	Company
1	Muhammad Ahsan Hassan	BS Electrical Engineering	ITC Engineer	Volvo Pakistan (Panatien Group)
2	Asif Saleem	MBA	MTD - Supply Chain	Berger Paints Pakistan
3	Hira Sajjad	MBA	Senior Officer	Haier Pakistan
4	Shaher Malik	MS Supply Chain Mgt.	Executive	Haier Pakistan
5	Muhammad Salfar	Masters in Supply Chain Mgt.	Intern - SC	MAN Diesel & Turbo
6	Omer Malik	MBA	Relationship Manager - Investment Advisor	MCB Arif Habib Investment
7	Asjad Saleemi	MBA	Marketing and Brand Executive	Lahore Qalandars
8	Hasnain	Masters in Human Resource Mgt.	Store Manager	Stylo Pvt. Ltd.
9	Abdul Majid	Masters in Supply Chain Mgt.	Supply Chain Executive	Stylo Pvt. Ltd.
10	Mohammad Salman	MBA	MTD	Stylo Pvt. Ltd.
11	Muniba Ata	MS Strategic Human Resource Mgt.	Business Process Analyst	Stylo Pvt. Ltd.
12	Salee Sudat	Masters in Supply Chain Mgt.	MTD	Stylo Pvt. Ltd.
13	Ahmad Kamal	MBA	MTD	Stylo Pvt. Ltd.
14	Hamza Shaikat	MBA	Branch Manager	Stylo Pvt. Ltd.
15	Amna Mushtaq	MBA	MTD Supply Chain Executive	Stylo Pvt. Ltd.
16	Taliba Saeed	MBA	MTD-Marketing	US Denim Mills
17	Haider Ali	B.Com	Intern	State Bank of Pakistan
18	Fatima Jamil	BS Economics	Intern	State Bank of Pakistan
19	Asif Saleem	MBA	MTD - Supply Chain	Berger Paints Pakistan
20	Muhammad Bilal	BBA	Intern - Summer Internship Program	Cakes and Bakes
21	Hamza Tahir	BBA	Intern - Summer Internship Program	Cakes and Bakes
22	Hafiz Tahir bin Ishaq	BBA	Intern - Summer Internship Program	Cakes and Bakes
23	Nida Liaqat	BBA	Intern - Summer Internship Program	Cakes and Bakes
24	Faiza Mahmood Salfi	BS Aviation Management	Intern - Summer Internship Program	Cakes and Bakes
25	Anam Zahra	BBA	Intern - Summer Internship Program	Cakes and Bakes
26	Rana Muhammad Zain Sabir	MBA	Sales Executive	Trade Ally International
27	Aqeel Babar	BS Computer Science	Intern - Web Developer	Trade Ally International
28	Irfan Tariq	BS Software Engineering	Intern - IT Leading to job	Trade Ally International
29	Abdul Basit	BS Software Engineering	Intern - IT Leading to job	Trade Ally International
30	Asim Hussain	BS Software Engineering	Intern - IT Leading to job	Trade Ally International
31	Shanawar Ali	BBA	Trainee Floor Manager	Gul Ahmad
32	Rimsha mahmood	BBA	Trainee Floor Manager	Gul Ahmad
33	Sehar Qadeer	Mcom	Accounts Associate	Finca Microfinance
34	Ahsan Anees Khan	B.Com	Intern - Investment Advisor	UBI Fund Managers
35	Buthra Shahid	BS Software Engineering	Intern - IT (Leading to job)	Wilshire
36	Syed Shahid Hussain	Masters in Supply Chain Mgt.	Distribution Manager	Wilshire
37	Zubair Ali	Masters in Computer Science	Technical Graphic Designer	Ausco
38	Aizad Raza	BS Aviation Management	Data Entry Operator	BDS Law Firm
39	Muhammad Azeem Ashraf	BS Industrial Engineering	Case Handler	BDS Law Firm
40	Ammad Siddique	MS Phil. Media and Communication	Case Handler	BDS Law Firm
41	Aqsa Abdul Khaliq	MS. Clinical Psychology	Case Handler	BDS Law Firm
42	Muhammad Furgan	M.Com	Asst. Accountant	Chawla Group
43	Abdul Mannan	BS Computer Science	Jr Software Engineer	Enghouse Interactive
44	M.Lugman Afzal	BS Computer Science	Jr QA Engineer	Enghouse Interactive
45	M. Bilal Ch	BS Computer Science	Jr Software Engineer	Enghouse Interactive
46	Hannan Sohail	MBA	Marketing Officer	ILM Group of Colleges
47	Imran ul hassan	BBA	Intern - HR	LoopTex
48	Raza Saghir Barlas	BS Computer Science	Web Developer	MILLS
49	Zeeshan Ali	BS Computer Science	PHP Developer	Octapult
50	Syed Ali Ahmad	MBA	Management Trainee Officer	Quality Management Systems 9000
51	Tehreem Jallil Khan	MBA	AM Marketing	Shah Textel Ltd.
52	Nimra Najeeb Gull	Masters in School Management	Academic Coordinator	Shajar School (project by Stylo Pvt. Ltd.)
53	Maryam Rikhar	MS Management	Intern	OCS-UMT
54	Mubashir Nawaz	BS Aviation Management	Intern	OCS-UMT
55	Manal Bajwa	MS Economics & Finance	Intern	OCS-UMT
56	Tanyab Sohail	BS Software Engineering	Intern	OCS-UMT
57	Sumbul Saleem	BS Media and Communication	Intern	OCS-UMT
58	Khawaja Farman	BS Software Engineering	Intern	OCS-UMT
59	Saeed Ahmad	BS Media and Communication	Intern	OCS-UMT

# Placement Feedback

I found OCS very effective and helpful in job hunting. OCS not only provides job opportunities but also tells that how to compete in the market. They also help preparing for the job test and interview. After connecting with OCS I found several job opportunities through portal, via email, job fair and from Facebook page. I applied through OCS portal as well as job fair during April Convocation 2016 at UMT and through providence got job offers from both and selected the one which was suitable for me. I really appreciate OCS for their efforts.



## **Zubair Ali (MCS)**

Technical Graphic Designer  
AUSCO

I am thankful to OCS which help students to improve themselves in every aspect of their lives and to become professionals. I really appreciate what OCS team is doing because I have been placed by one of the recruitment drives through OCS. I pray that what OCS is doing will improve more as days passes on. Ameen.



## **M Hamza Shafqat (MBA -P)**

Branch Manager  
Stylo Pvt. Ltd.

I have got the MCB offer through OCS. I am now designated at MCB Arif Habib Investments as Relationship Manager-Corporate Sales & Investment Advisor. I am highly obliged for OCS and their kind support.



## **Omer Malik (MBA -P)**

Manager-Corporate Sales & Investment Advisor  
MCB Arif Habib Investments

I am overwhelmed that I am hired at a reputable firm through OCS. I registered for the recruitment drive and appeared for the test at UMT through OCS. By the grace of divine power, I qualified the test and received the interview call within 2 weeks. I am glad that we have OCS at UMT that works for the career design of the graduates.



## **Asif Saleem (MBA-P)**

MTO - Marketing  
Berger Paints Pakistan

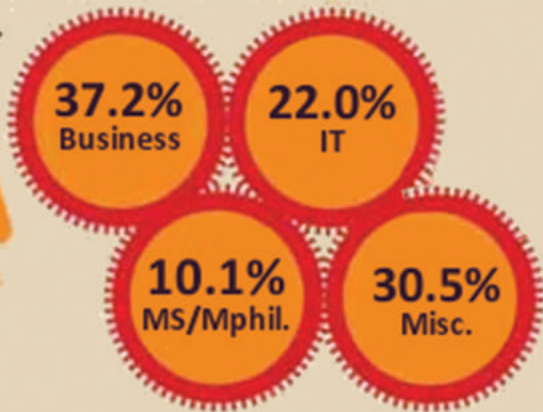
During my work at Stylo, I feel enthusiastic and sensed that there is broader scope of learning in this role. OCS has satisfied me fully because I got this great opportunity with the help of OCS. Good effort OCS team, keep it up!



## **Muniba Atta (MS-SHRM)**

Business Process Analyst  
Stylo Pvt. Ltd.

# Placement Statistics







# Recruitment Drives

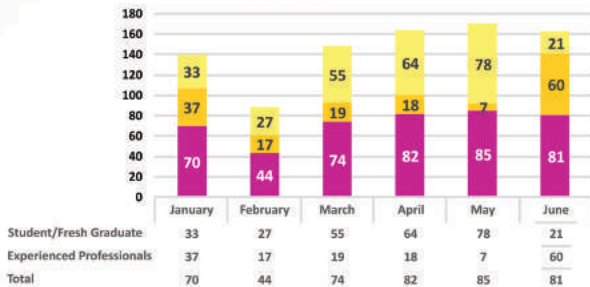
January to June 2016

Company	Position	Students Placed
Lahore Qalandars	Marketing and Brand Executive	01
BDS Law Firm	Case Handler/Data Entry Operator	04
Cakes and Bakes	Intern – Sales and Marketing	07
UBL Fund Managers	Investment Advisors	01
Stylo Pvt. Ltd.	Multiple Positions	08
SJS International Pakistan	Multiple Positions	02
Haier Pakistan	Multiple Positions	02
Berger Paints Pakistan	MTO – Supply Chain	01
City 42	Multiple Positions	In Progress
Dunya Group	Trainee Anchors/Reporters	In Progress
Nishat Chunian Group	Assistant Manager Marketing	In Progress
International Petrochemicals Chemicals Ltd.	Interns and MTO	In Progress



## Graphical Representation of Total Number of Opportunities Advertised

Jan-Jun 2016



# Career Portal



# OCS Surveys

OCS conducted this survey to strengthen Student - Management Relationships, Student Satisfaction, Morale and Motivation for departmental improvements at UMT. The first 100 respondents were delivered a surprise gift.

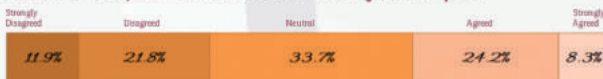
1. Have you ever received phonecalls or emails from the OCS?



2. OCS has worked alot on my career design and still welcomes when i am in need of career or placement query.



3. Because of OCS, i am able to streamline my career path



4. I have received phonecalls from different organizations after my resume was sent by OCS in the shape of application or Graduate Directory.



5. OCS team is always available for guidance and assistance related to career or placement query.



6. I have sent my resume to OCS.





7. OCS team always respond to my email/call whenever i face issues regarding job portal or career queries.



8. OCS team informs me about current labour market open opportunities regularly.



9. The information available at the OCS job portal is upto date.



10. Should there be 1 Credit hour mandatory training on Personality Development for your degree completion?



# Comedy Corner



Employee:  
Dear sir, I will be unable to come to work due to heavy rain.

Boss Reply:  
In your job application you have mentioned swimming as your hobby. See you at Branch @ 8:45 AM :) p



# Shock and Awe For a Counselor



Here comes a counselor who counsels the class on essential ingredients in the supply chain systems including international documentation and international banking requirements. Oh What! Letter of credit becomes the villain. The counselor focuses on the letter of credit as key ingredient and a final gourmet recipe of international supply chain soup.

Few chefs refuse to accept the top ingredient of international supply chain where goods move against payment terms mutually agreed and to be paid through banking channels. The documents required as per the legal banking system are the top ingredients to develop gourmet supply chain soup that flows through the system as a lubricant and lubricates the whole system of international supply chain.

## The key ingredient was left unattended and declared a villain

The counselor hits the wall with his head as this helps him ease the pain. May be the class walls were not considered as villain but friendly as compared to the chef's resistance.

Few chefs denied the argument as they were professional employees working on only domestic supply chain features resulting in a feeling of threat to their capability as top supply chain Gurus. The moral of the shock and awe time for the counselor so he decides to leave the topic with an iconic statement.

پڑھنا ہے تو پڑھو اور نہیں پڑھنا تو نہ پڑھو

Based on this class discussion, this line has been added to the Supply Chain syllabus and an upgrade is underway.

The shock and awe state reminds us that ignorance of ignorance is death of knowledge or may be ignorance is bliss for self styled Gurus. On the other hand, market demands 360 degree knowledge of the subject with full command and there should be no villain in learning. So let's all stand up like champions and fight ignorance and give ignorance and complacency shock and awe through our knowledge and learning Come one come all let's fight the world on basis of learning and merits!!

## HEY UMT

OCS is working on launching an extensive and informative program on radio with the name of HEY UMT! It will be an interactive program, full of counseling sessions, interviews, rapid fire, funny skits, informative and healthy discussions on Globalization and Global Mega Trends to create awareness among UMT participants about the industry expectations and emerging trends to help them stay abreast of academic and industrial trends and challenges. Through this platform, OCS will work along with participants to develop their unique personal brand whereby it will also make them mindful of how to market themselves by developing their unique selling proposition (USP).

## Toolkit

OCS is vigorously engaged to upload a comprehensive program and up to date toolkit of video tutorials which will consist of a wide range of teasers to help UMT graduates polish themselves and make informed career decisions. The toolkit will be available on the OCS portal ([career.umat.edu.pk](http://career.umat.edu.pk)) and will cover the following topics:

- Personal Branding
- Communication & Presentation Skills
- Management Skills
- Assertiveness & Procrastination
- Conflict Management
- Globalization
- Global Mega Trends
- Career Planning & Design
- “I” versus “T” Skills
- Resume / CV Management
- Navigating the success
- Interview Skills

The students will be able to seek guidance any time they need even after the completion of office hours, from their Personal Brand Manager (OCS Team) through these online video tutorials, in building their Personal Brand ready to offer their skills and services in the job market.

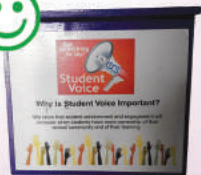


# کلام باکس شریف

Here I am,  
Oh Hear! Oh See!  
I am so saddened,  
By the Students Of UMT.  
They do not see me as the way I am,

Learn, far off is the value of me.  
I am for you not for me (fallacy).

For knowing your ambitions,  
to harbor on future expeditions,  
none of that matters except one thing;  
you.  
Your goals and ambitions/expectations,  
Oh my beloved students,  
this is for you to see.



باقم خولپه فرمان

S2016065076

BS-SE

# OCS Tribe

## Advocacy, Advisory and Placement

### Director's Desk

In view of market requirements and trends, designing, developing and directing annual plans, policies and procedures. Assign tasks for swift implementation of envisaged plans aligned with the vision of UMT.



### Manager's Desk

- Managing, Controlling and Planning
- Corporate Liaison
- Connect with UMT Stakeholders



### Faraz's Desk

- Market Research
- Employer Networking
- Organizing Guest Speakers



### Saira's Desk

- Counseling
- Radio Sessions
- Capacity Building Workshops



### Zareen's Desk

- Project Handling
- Portal Administration
- Graduate Placement
- Graduate Directory



### Maria's Desk

- Branding
- Job Posting and CV Extraction
- Departmental Coordination
- Job Leads



### Intern's Desk

- Clearance
- Market Research Database
- Content Writing
- CV Database







Organized by



Upcoming

# Career Fair 2016

Campus to Corporate

November 16, 2016  
UMT Greens

Open For All

- 100+ organizations with multiple positions
- Great opportunity for corporate liaison
- Build professional network
- Expand your learning horizons
- Experience real life work place environment

**Office of Career Services**  
**University of Management and Technology**

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