

# Managing NGOs in Developing Countries

## Volume One: Concepts, Frameworks and Cases

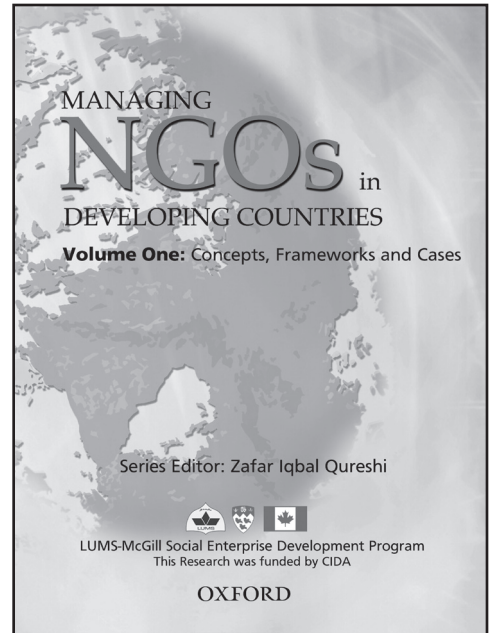
This volume contains well-researched management case studies that are drawn from real life issues in non-government organizations. These have been documented by the faculty of Lahore University of Management Sciences (LUMS) during their consultancy research and by the participants of training programs at the LUMS-McGill Social Enterprise Development Centre (SEDC) through active participation with the NGOs. The case studies are designed to develop professionals to build and enhance the capacity of the social sector.

This volume focuses on concepts and frameworks of major management disciplines: Managing People and Organizations, Marketing, Finance and Control, Operations Management and Managing Change. The Asia/Pakistan specific contents of this teaching material are geared to the needs of NGO personnel, academics, students, consultants, management developers and policy makers in developing countries and donor funding agencies.

**LUMS-McGill Social Enterprise Development Centre (SEDC)** was established in July 2001 by the Lahore University of Management Sciences (LUMS), Pakistan in collaboration with McGill University, Canada, with financial support from the Canadian International Development Agency (CIDA). The SEDC focuses on research, specialized training, capacity-building and consultancy services designed to strengthen civil society organizations and to promote an understanding of their role.

LUMS-McGill Social Enterprise Development Centre provides training and capacity building of trainers, NGO managers, and local government functionaries, in addition to monitoring the performance of local government institutions. Under the Development of Teaching Materials task, the target is to publish over a hundred indigenous NGO management case studies in a series of five volumes, of which this is the first one.

**Zafar Iqbal Qureshi** has a PhD from the University of Pittsburgh and an MBA from the American University of Beirut. He has taught at Punjab University, the University of Pittsburgh, and the Quaid-i-Azam University. His areas of specialization are Policy Analysis and Organizational Behavior. He has also authored several research papers and published articles on organizational behavior and human resource management. Presently, he is the Program Director of LUMS-McGill Social Enterprise Development Centre and a visiting faculty member at LUMS.



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