



# Scope of Entrepreneurship in Pakistan

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# Technical Entrepreneurship

Credit Hours: 3+0

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## QUALIFICATION

**PhD (Enrolled)**

**MS (Engineering Management)**

*National University of Sciences & Technology, NUST*

Department of Engineering Management

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*Thesis Title: Impact of the Investment and Company Barriers on Environmental Performance in Reverse Logistics of Electronics Industry of Pakistan*

**MS (Project Management)**

*SZABIST, Pakistan*

*Course Based*

Faculty of Management Sciences

[Oct 2019-Jul 2020]

**B.Sc. in Mechanical Engineering**

*UET Lahore, Pakistan*

[Nov 2014-Aug 2018]

### Publications

1. Sajjad, Khalid, Munir, **Arshad**, & Waseem. (2022). Analysis of Reverse Logistics in Pakistan's Apparel Industry and the customers' perception towards second-hand garments: A Qualitative Study. *Journal of Innovative Research in Management Sciences*

### *Under Review*

1. Mirza, Memon, Javaid, & **Arshad**. (2022). Adaption and Validation of Zohar's Group-level Safety Climate Scale. *International Journal of Occupational Safety and Ergonomics*. [Impact Factor: 2.665]
1. **Arshad** & Hussain. (2022). Impact of Investment and Company Barriers on Environmental Performance: Mediating role of Enablers. *Journal of Applied Structural Equation Modeling* [Scopus Indexed - HEC Recognized - Y Category]



## Concept of Entrepreneurship

- The process of starting and running one's own business
- This involves a considerable amount of risk.
- Combination of innovation and risk taking.
- High growth rates
- Opportunities

“Entrepreneurship is about an entrepreneur having the ability to find and act on opportunities to translate ideas, inventions or technologies into services or products.”



## Need for Entrepreneurship in Pakistan

- Lack of employment opportunities
- Willing to take risks
- Have a problem-solving approach
- Not being “Nokri oriented”
- Not the best in academics
- Want to utilize academic knowledge



## Historical overview

1970-1990	Less Competition Agricultural driven High Employment
1990-2000	Competition in market as a result of industrialization New Opportunities
2000-Present	Employment Rate went down due to high competition Forcing people to look for the opportunities in business



## Scope of Entrepreneurship in Pakistan

The scope of entrepreneurship in a developing country like Pakistan is vast.

Following are two key drivers of entrepreneurship which determine its importance in Pakistan:

- ❖ **We are heading towards the entrepreneur age**

The barrier to entry has been lowered to a laptop and an internet connection. Today an entrepreneur can access a global market for sales, and a global market for suppliers as well. As companies reshape themselves to compete in the innovation economy, the opportunities for entrepreneurs are exponential.

- ❖ **Preference on self-employment**

We've hit a tipping point, where young professionals are seeing a brighter future working for themselves than working for someone else, which puts a lot more new business owners into the ecosystem and create job opportunities for others.

# Scope Of Entrepreneurship



## Zia Imran

Zia Imran, the co-founder of VahZay Pvt. Limited (a software service company).  
20+ years of experience in IT Industry.

## Taseer Salman

Mr. Taseer, who launched a private wireless telecommunication business, named World-Call, established Pace Shopping Mall located in Lahore and worked in the media industry as well by launching Business and Daily Times.

## Dr. Faisal Khan

Dr. Faisal is a biologist and founder-director of the Institute of Integrative Biosciences.



# Evolution of Entrepreneurship in Pakistan



SAIGAL GROUP

Tariq , Naseem and  
Tufeeq



HABIB FAMILY

Rafiq Habib and  
Rashid Habib



HASHWANI FAMILY

Saddaruddin Haswani



DEWAN FAMILY

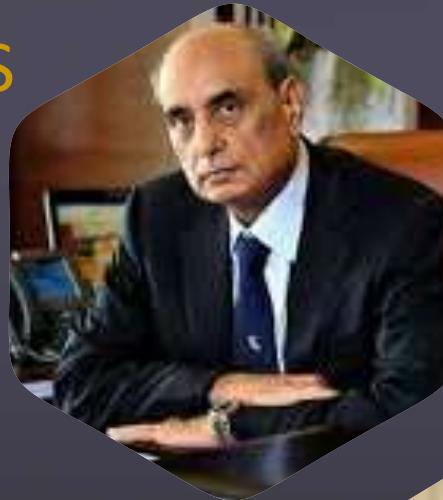
Dewan  
Mushtaq,Dewan  
Farooqi ,  
Dewan Salman

# FAMOUS ENTREPRENEURS

## Entrepreneurship

The entrepreneur ,an innovator - a designer of new ideas and business processes

**Entrepreneurship** refers to the **concept** of developing and managing a business venture in order to gain profit by taking several risks in the corporate world. Simply **entrepreneurship** is the willingness to start a new business.



### MIAN MUHAMMAD MANSHA YAHA

Worth: \$2.5 billion (1.25billion)

Mansha has around 40 companies on board

Nishat textile,Nishat power,MCB bank,D.G Khan cement,Adamjee insurance

Nishat group was country's 15<sup>th</sup> richest family in 1970, 6<sup>th</sup> in 1990 and number 1 in 1997.He gave the bid for UBL.

He also offered a bid for PSO .

THE GOVT. of Pakistan has Awarded Sitara-e-Imtiaz (The Honor of Distinction) to Mansha



### ANWAR PERVAIZ

Worth : \$1.5 billion ( 750 million)

The Bestway Group started in 1976 with its first Bestway cash and carry warehouse opened in London.

Bestway Group ventured into Pakistan's huge cement business in 1995 and set up cement manufacturing plant in Pakistan at a cost of \$120 million.



### RAFIQUE HABIB

owned over 90 companies.

Successful subsidiary in Banking and Finance division.

Indus Motors are assembling Corolla cars and many dozens of units in sectors such as minerals, oil, computers, paper, glass, constructions and so on.

# Trends Of Entrepreneurship In Pakistan



## Enhance one's innovation

9-5 jobs are really exhausting and may not pay you the deserving amount. If you want to be your own boss, then all you need is a unique idea that doesn't require your kidney to start



## Academic Courses

The universities and colleges of Pakistan are emphasizing on teaching the tricks and techniques to be successful entrepreneurs to the students studying business.



## Country's Economic Policies

"World is using internet. The increasing trend of online buying and selling and social media marketing has brought home different ideas of entrepreneurship



## CIPE

Report suggest that by taking some actions like raising the local entrepreneur leaders, changing the policy environment, increasing the range of supportive organization.

# STATS RELATED ENTREPRENEURSHIP IN PAKISTAN



## STATS

### Business

- According to **GEM**, in 2012, total early-stage entrepreneurial activities are 11.6%, which is relatively better than other countries but still lower.
- As per the latest wave of **Labor force data**, only 57% of individuals in Pakistan are paid **employees**. It means that a decent 43% are either employers, self-employed persons, or contributing family workers, all of which by standard definition fall under the category of entrepreneurs.
- According to the **GEM REPORT**, 80% of the **fresh graduates** aim to get a highly paid job. And only 20% of graduates think out of the box by launching their own services.
- **Startup** Pakistan Community initiated PM's Youth Program, entitled to develop a national startup ecosystem in which youth will be trained for entrepreneurship and to launch 10,000 startups in the next five years by 2023.

# CONCLUSION

## ENTREPRENEURSHIP

### Passion and Determination

**Entrepreneurship** is the creation or extraction of value.

Keeping in view the plethora of opportunities Pakistan offers, we can always strive to become a developed nation. Unfortunately, because of internal and external threats and mismanagement of available resources, it seems to be complicated. Every individual is responsible for promoting a positive image of Pakistan. As far as the government is concerned, it needs to devise pragmatic policies so that the resources can be easily explored and utilized efficiently and effectively to promote entrepreneurial activities in the country.





THANKYOU

