

Request for Quotation (Goods)

Description : Req ID - 2614 - RFQ 882
Date of Issue : 04-Mar-2019 01:44 PM
Date of Submission of Quotation : 07-Mar-2019 12:00 PM
Place of Delivery : IBA, Stores, Campus, University
Road, Karachi.
Contact Person & Telephone : Department, IBA Campus, ,

Sr #	Description	Item Specification	Quantity
1	Hilburt-Davis, Jane, and W G. Dyer. Consulting to Family Businesses: A Practical Guide to Contracting, Assessment, and Implementation. San Francisco (CA: Jossey-Bass/Pfeiffer, 2003. Print. ISBN 9780787962494.		1
2	Nation, Allan. Creating a Family Business: From Contemplation to Maturity. , 2017. Print. ISBN 9780986014741		1
3	Baumoel, Doug, and Blair Trippe. Deconstructing Conflict: Understanding Family Business, Shared Wealth and Power. , 2016. Print. ISBN 9780996425612		1
4	Aronoff, C, J Astrachan, J Ward, and Drew S. Medoza. Developing Family Business Policies: Your Guide to the Future. New York: Palgrave Macmillan US, 2011. Print. ISBN 9780230111097.		1
5	Kets, de V. M. F. R, Randel S. Carlock, and Elizabeth Florent-Treacy. Family Business on the Couch: A Psychological Perspective. West Sussex: John Wiley & Sons, 2017. Print. ISBN 9780470516713.		1
6	Aronoff, Craig E, and John L. Ward. Family Business Governance: Maximizing Family and Business Potential. New		1



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	York, NY: Palgrave Macmillan, 2011. Print. ISBN 9780230111066		
7	Daniell, Mark, and Sara Hamilton. Family Legacy and Leadership: Preserving True Family Wealth in Challenging Times. Hoboken, N.J: Wiley, 2013. Print. ISBN. 9780470825716		1
8	Aronoff, Craig E, and John L. Ward. Family Meetings: How to Build a Stronger Family and a Stronger Business. New York, NY: Palgrave Macmillan, 2011. Print. ISBN. 9780230111011		1
9	Gersick, Kelin E. Generation to Generation: Life Cycles of the Family Business. Boston, Mass: Harvard Business School Press, 2006. Print. ISBN. 9780875845555		1
10	Jaffe, Denis. Governing the Family Enterprise: The Evolution of Family Councils, Assemblies and Constitutions. Milton, MA: Wise Counsel Research, 2017. Print ISBN. 9781544030371		1
11	Green, Mark T. Inside the Multi-Generational Family Business: Nine Symptoms of Generational Stack-Up and How to Cure Them. New York: Palgrave Macmillan, 2011. Print. ISBN. 9780230111844		1
12	Bork, David. The Little Red Book of Family Business. Place of publication not identified: Sampson Press, 2008. Print. ISBN.9780963702814		1
13	Keyt, Andrew. Myths and Mortals: Family Business Leadership and Succession Planning. Hoboken, New		1



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	Jersey: John Wiley & Sons, Inc, 2015. Print. ISBN 9781118928967		
14	LEGLER, STEVE. Shift Your Family Business - Stop Working in Your Family Business and Start Working on Your ... Business Family. Place of publication not identified: FRIESENPRESS, 2014. Print. ISBN 9781460249666		1
15	Carlock, Randel S, and John L. Ward. Strategic Planning for the Family Business: Parallel Planning to Unify the Family and Business. Basingstoke: Palgrave, 2006. Print. ISBN 9780333947319		1
16	Lansberg, Ivan. Succeeding Generations: Realizing the Dream of Families in Business. Boston (Massachusetts: Harvard Business School Press, 2003. Print. ISBN 9780875847429		1
17	Carlock, R. When Family Businesses Are Best: The Parallel Planning Process for Family Harmony and ... Business Success. Place of publication not identified: Palgrave Macmillan, 2014. Print. ISBN. 9781349308187		1
18	Bork, David. Family Business, Risky Business: How to Make It Work. Aspen, CO: Bork Institute for Family Business, 1993. Print. ISBN. 9780963702807		1
19	Hutcheson, Henry. Dirty Little Secrets of Family Business: Ensuring Success from One Generation to the Next. , 2019. Print. ISBN. 9781626346246		1

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Terms & Conditions:

1. Sales tax registration certificate with last month return copy (FBR and / or SRB) must be provided at the time of submission of quotation.
2. Material of this order is subject to final inspection at the time of delivery.
3. We reserve the right to cancel any or all the above items if material is not in accordance with our specification or if the delivery is delayed.
4. Payment will be made through crossed cheque after the receipt of the bill and delivery of the above item.
5. General Sales Tax will be paid on applicable items only.
6. Liquidity damage at the rate of 2% per month on actual will be imposed on delayed delivery.
7. The rate / item cost is final and no change what so ever will be accepted.
8. Government tax(es), levi(es) and charge(s) will be charged at actual as per SRO.
9. Competent Authority reserves the right to change / alter / remove any item or article or reduce / enhance quantity without assigning any reason.
10. Invoice should be submitted to Purchase & Stores Department.
11. Advance Payment subject to Bank Guarantee preferably National Bank of Pakistan.
12. No subletting in any case / item / form will be allowed.
13. All Government taxes (including Income tax and stamp duty), levies and charges will be charged as per applicable rates / denomination of Purchase / Work Order.
14. Stamp duty 0.25% for goods against total value of Purchase Order will be levied accordingly.
15. IBA, also reserve the right to issue Purchase Order for any single items to different lowest responsive bidders or issue Purchase Order for all the items to any lowest responsive bidder.
16. Certificate of genuine / originality will be provided by the supplier.