

IMLIe-News

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DEAN OF THE MANAGEMENT SCIENCES DEPARTMENT OF THE BAHRIA UNIVERSITY OF PAKISTAN LECTURES AT IMLI

Dr. Hassan Waqas Rana, Advisor and Dean of the Management Sciences Department of the Bahria University of Pakistan recently visited IMLI in view of exploring the possible ways of future co-operation between the two institutions. Upon his visit he delivered a lecture on “Communication and its Effects on Interpersonal Skills in the Global Environment” with the special focus on the respective effects within the legal profession.



Dr. Hassan Waqas Rana delivering a lecture to the IMLI class 2007 – 2008

The focal point of Dr. Rana’s lecture was his innovative definition of communication as opposed to the conventional one which is traditionally taught worldwide. Namely, Dr. Rana bases his approach to the topic on a critical analysis of the traditional definition of communication according to which communication is “a process of sending and receiving or exchanging information among people”. The key downfalls of the respective definition according to Dr. Rana are the words “exchanging”

and “people”. According to Dr. Rana, the true definition of communication is that “it is a process that facilitates *sharing* between the *interested entities*.” Furthermore, Dr. Rana deduces a definition of interpersonal skill which accordingly is “an ability to generate interest among entities involved in communication”. In his lecture, Dr. Rana also discussed concepts such as the phenomenon of mirror neurons and neuro-linguistic programming, and finally emotional intelligence which as an individual’s capacity and ability is developable and measurable and is the key to interpersonal skills. The entire discussion was placed in the context of the functioning in a global environment, with a special focus on the role and position of lawyers in society.

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