



FORE SCHOOL OF MANAGEMENT, NEW DELHI



ADMISSIONS 2018

**TWO-YEAR FULL-TIME
POST GRADUATE DIPLOMA IN MANAGEMENT
FINANCIAL MANAGEMENT
(PGDM-FM)**

Approved by AICTE



MISSION ---

**'To achieve and sustain Leadership in
Management Education,
Research, Consultancy and Development.'**

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MESSAGE BY AREA CHAIR-FINANCE



FORE is delighted to introduce you to the 2-year PGDM –Financial Management program from this year. Our Institute has been successfully running its two-year PGDM and PGDM-IB programs over the years, and our objective through this program is at building finance professionals for a corporate career in several disciplines - investment management, banking and financial services, equity research and valuations, insurance among others. It is our constant endeavor to enhance the knowledge and skill sets of students so that they are adequately equipped to face the challenges posed by the business environment. The emphasis of this program is to enhance the conceptual and analytical skills of students so that they develop financial decision making abilities. Our curriculum is designed such that students remain abreast with all developments and innovation in the finance industry. Through our exchange programs, Bloomberg terminals, independent projects, and case-based methodology of teaching, this program will be a gateway to excellent career opportunities in finance.

On behalf of FORE, wishing you the very best !!!

Dr. Vandana Gupta

B.Com (Hons.), PGDM (IIM-A), Ph.D. (Finance)

Experience: Over 24 years



ABOUT FORE

Foundation for Organisational Research and Education (FORE) is committed to the advancement of Management Education, Research, Training and Consultancy. Established in 1981 as a non-profit institution, FORE has been working with industry and academia for developing new domains of managerial thought and education and contributing to the process of building leaders in today's global business environment.

FORE has been setting benchmarks in management education for the last 26 years. This is aptly reflected in the top rankings by leading B-Schools' surveys of the country. In a survey conducted by CRISIL – a leading Ratings, Research, Risk and Policy Advisory Company in India, FORE has been awarded A*** grading (the highest rating level) for the Delhi-NCR region. The PGDM and PGDM-IB programmes have been accredited by the National Board of Accreditation till June 2019.

Located in the heart of South Delhi, FORE provides contextual learning and helps in the development of students as thinking professionals, who have the ability to meet the upcoming challenges for tomorrow's corporate leaders. The programmes offered at FORE School of Management, New Delhi aim at developing multiple skills including managerial decision-making, problem-solving, analytical reasoning, communication, creativity and innovation.

The Institute has a Board of Directors with representatives from government, academic institutions and industry. The Institute also has an Academic Council consisting of eminent professionals from industry, government and other academic institutions.

FORE takes pride in its professional and high-quality faculty in the fields of General Management, Strategic Management, Human Resource Management, Finance, Operations, Marketing, Information Technology, Economics and International Business.

The members of faculty are drawn from leading national and international institutions and industries and are engaged in extensive research and consultancy, and possess myriad management skills. Eminent personalities and senior corporate professionals are invited from time to time to share their experiences and discuss real world managerial practices and market opportunities/ challenges with the students.



Two-Year Full-Time Post Graduate Diploma in Management- Financial Management (PGDM-FM)

The two-year full-time Post Graduate Diploma in Financial Management is an AICTE approved Program. It is designed on a unique curriculum structure to cater to the growing requirements of finance professionals in the field of investment management, banking and financial services with leading corporates, banks and financial institutions.

Programme:

This programme builds a student's skills and knowledge in finance, and attempts to develop a holistic approach of management in all disciplines of Finance. The program equips the students to gain a hands on approach to Bloomberg terminals and attempts to bridge the gap between financial theory and practice.

The total number of approved seats available for this Program is 60.

Programme Objectives:

- Familiarizing the students with the financial environment of business, especially the financial markets.
- Equipping students to gain insight into equity research, financial services, and investment banking services.
- Developing conceptual framework for regulatory environment with respect to financial markets and institutions.
- Developing analytical skills and knowledge base of students for risk management and operations and econometrics.

Eligibility Criteria:

- The candidate must hold a Bachelor's degree with MINIMUM 50% marks in aggregate of all the subjects studied at any of the Universities incorporated by an Act of Central or State Legislature in India or other Educational institutions established by an Act of Parliament or declared to be deemed as a University under Section 3 of UGC Act 1956 or possess an equivalent qualification recognized by the Ministry of HRD, Govt. of India. The Bachelor's degree or equivalent qualification obtained by the candidate must entail or minimum of 3 years of education after completing Higher Secondary Schooling (10+2) equivalent.
- Candidates appearing for the final year degree examination in the year 2017 can also apply subject to furnishing the proof of having passed graduation by Monday, October 1, 2018 and obtaining minimum 50% marks in aggregate total of all the subjects studied failing which the provisional admission will be cancelled and no fee will be refunded in lieu thereof.
- All candidates are required to take the Common Admission Test (CAT-2017) conducted by IIMs, XAT-2018 conducted by XLRI, Jamshedpur or should have a valid GMAT score in a test taken between 1st January 2016 and 10th January 2018.

Selection Criteria

- Short-listing on the basis of CAT/XAT/GMAT Score.
- Written Ability Test (WAT), General Awareness Quiz (GA-Q) and Personal Interview (PI).
- Final selection on the basis of CAT/XAT/GMAT score, performance in the WAT/GA-Q/PI, academic performance and work experience.

How to Apply

Candidates interested in applying are requested to note the following-

- Candidates can apply online <http://admissions.fsm.ac.in/>. For online application submission candidates need to fill the form and “submit”. **No application fee is to be paid at the time of application.** If shortlisted, candidates need to pay **Rs.1947 (Inclusive of 18% GST)** either through net banking or credit/debit card. On successful payment, a system generated e-mail will be sent to the registered e-mail id of the candidate. This completes the application process for the candidate.
- Candidates can apply either in Self Sponsored Category or Company Sponsored Category. Change in category is not allowed.
- Candidates applying under Company Sponsored Category need to download the format from the website and submit the Company Sponsored Certificate in the given format within the stipulated timeframe.
- Candidates shortlisted for the “Selection Process” must review their Application Form compulsorily before appearing for the selection process.

Programme Fees:

The programme fee is detailed below-

Category	Fees	Installments
Self Sponsored Category	Rs.14,90,000 (Rupees FOURTEEN Lakh NINETY Thousand only)	4 equal installments of Rs.3,72,500 each
Company Sponsored Category	Rs.22,35,000 (Rupees TWENTY-TWO Lakh THIRTY-FIVE Thousand only)	4 equal installments of Rs.5,58,750 each

The above fee is inclusive of tuition fee, examination fee, extra and co-curricular activities, library, books and reading material, IT Services etc.

A **one-time Registration Fee** of Rs. 22,000 (Rupees TWENTY-TWO Thousand only) including a) Rs. 5,000 towards Security Deposit (**refundable**), b) Rs. 3,000 towards Library Security (**refundable**), c) Rs. 4,000 towards FORE Alumni charges, d) Rs. 5,000 towards Medical Insurance with Personal Accident Policy for 2 years, e) Rs. 2,000 towards Journal subscription for 2 years, and f) Rs. 3,000 towards Student Activities charges.

We offer an enriched and value added programme encompassing the following:

- We offer scholarships to needy students with excellent academic performance.
- **We provide an opportunity (as per our schedule) to all two year full time students to attend a compulsory International Immersion Programme at a location outside India, the cost of which is included in the fee of the programme.**
- We provide ample opportunities to our students to engage in a variety of co-curricular and extra-curricular activities for their holistic development.
- Besides the well qualified core faculty at FORE, we invite industry leaders to take courses and special sessions for students to discuss the best business practices etc.

Merit-cum-Means Scholarships

FORE School of Management, New Delhi offers scholarships to meritorious students for PGDM and PGDM-IB Program. The Merit-cum-Means Scholarship is provided on the basis of academic performance and economic condition of the students. This scholarship provides for 100 per cent tuition fees waiver (Category-I), 50 per cent tuition fees waiver (Category-II) or 25 per cent tuition fees waiver (Category – III) to students selected for this scholarship as per the rules of the institute.

Note: In case of a dispute, the jurisdiction would be Delhi only.



PGDM (Financial Management) Batch of 2018-20

Academic Calendar

First Year	Term - 1, 2, 3 June – March	Orientation Courses Core Courses International Immersion Programme (IIP)
	April - June	Summer Internship
Second Year	Term - 4, 5, 6 June - March	Core & Elective Courses

Instructional Methodology and Pedagogy

The instructional methodology comprises of an optimum mix of lectures, classroom discussions, case studies, role-plays, group discussions, quizzes, special sessions from professionals from industry and trade, management games, sensitivity training, management films, industrial visits and industry interaction. Students are encouraged to present their cases through individual or group presentations. Further opportunity is provided through participation of students in various seminars and workshops.

Orientation Programme

The objectives of the orientation programme are as follows:

- To introduce students coming from diverse streams to management courses like accounts, finance, mathematics and statistics.
- Enhance their general awareness and understanding with regard to politics, economy, environment, values, personality development and overall wellbeing.
- Create a sense of belonging with the Institute and connect them to faculty, staff and with one another.
- Provide them with adequate information about the resources available at the Institute which will enable them to go about their academic career in an effective manner.

Therefore, it is mandatory for all students to attend the classes dedicated to the 'orientation programme', which will be held during June 20 – 30, 2018. The students

Therefore, it is mandatory for all students to attend the classes dedicated to the 'orientation programme', which will be held during June 20 – 30, 2018. The students must take note that if they fail to attend a minimum of 80 percent of the classes, appropriate action will be taken.

Courses in First Three trimesters

All courses in first three trimesters are core courses. One Credit is equal to 30 hours of teaching /class room sessions and half credit is equal to 15 hours of teaching/class room interaction

Note: This is an indicative and tentative list of elective courses floated. Students may opt for these courses subject to Specialization requirements, availability, eligibility, limitations on class size, etc.

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Term-I			
S.No.	Term	Subject	Credits
1	1	Managerial Communication	1
2	1	Economics and Market	1
3	1	Financial Accounting	1
4	1	Marketing Management	1
5	1	Human Behaviour in Organization	1
6	1	Optimization model for Decision Making	1
7	1	Introduction to Operations Management	0.5
8	1	International Business Management	0.5
		Total Credits	7
S.No.	Term-2		Credits
1	2	Written Communication & Analysis	1
2	2	Business Ethics and Corporate Governance	0.5
3	2	Corporate Finance	1
4	2	Information Technology & Systems	1
5	2	Business Analytics	1
6	2	Strategic Management	1
7	2	Organization Design & Change	0.5
8	2	Human Resource Management	0.5
9	2	Business Research Methods	0.5
		Total Credits	7
S.No.	Term-3		Credits
1	3	Business Valuations	1
2	3	Financial Reporting & Analysis	1
3	3	Financial Market & Institutions	0.5
4	3	International Economics	1
5	3	Sales and Distribution Management	1
6	3	Independent Project (using Bloomberg)	1
7	3	Entrepreneurship and New Ventures	1
8	3	Corporate Restructuring	0.5
		Total Credits	7

- From Term-4 onwards in the Second Year, students enrolled in PGDM (Financial Management i.e. FM) course will be required to undertake courses from the two baskets. The students enrolled in the PGDM (FM) are required to complete 21.5 credits from the courses spread over Term-3 in the First year and Term-4 to Term-6 in the Second year of the Two Year Programme. It must be noted that students will be required to earn 1.5 credits (accrued in Term-3 to Term 4) from the independent project (using Bloomberg)

The Courses will be offered by the following sentient Areas:

- Investment & Risk Management
- Banking & Financial Services
- Complimentary Courses
- A student enrolled in PGDM (FM) may specialize in at most two Areas.
- For Specialization-I, students must register for a minimum of 6 credit courses. For Specialization-II, students must register for a minimum of 5 credit courses. International Immersion Programme (IIP) is a 0.5 credit course.

Tentative List of Elective Courses to be offered in AY 2019-2020

Investment & Risk Management		
S.No.	Subject	Credits
1	Security Research and Portfolio Management	1
2	Financial Derivatives and Risk Management	1
3	Project Appraisal and Financing	1
4	Quantitative Finance	1
5	Multinational Finance & Risk Management	1
6	Alternative Investments	1
7	Corporate Tax Planning	1
Banking & Financial Services		
S.No.	Subject	Credits
1	Management of Commercial Banks	1
2	Investment Banking: Corporate Resource Raising from the Capital Market	1
3	Behavioral Finance and Wealth Management	1
4	Management of Financial Services	0.5
5	Structured Products	1
6	Credit Risk Modelling	0.5
7	Enterprise Risk Management	0.5
Complimentary Courses		
S.No.	Subject	Credits
1	Big Data and Data Analytics for Managers (Lab based)	1
2	Services Marketing	1
3	Negotiation skills	1
4	Strategist's Tool kit and Competitive Intelligence	1

THE FACULTY

FINANCE & ACCOUNTING



Prof. Vinay Dutta

M.Com., CAIIB, PG Diploma in IRPM
Experience: Over 30 years

Prof. Dutta is a banker turned academician and an alumni of Shri Ram College of Commerce. He has over three decades of experience in Banking, Corporate Sector, Teaching and Training. He is the recipient of Dewang Mehta Business School Award for Best Teacher in Financial Management. He has co-authored a book "Commercial Bank Management" published by McGraw Hill Education (India) Private Limited. Prof Dutta is regularly invited by PHDCCI and other professional forums for special sessions. Prof Dutta has been associated with Punjab National Bank and Allahabad Bank as external expert in the Interview Committee for promotion to senior executive levels. He is member of the academic council of the Global Risk Management Institute, Gurgaon. He regularly contributes articles to academic and business journals. He has interest in consulting and research. He has been associated with over 300 MDPs conducted for senior and middle level public and private sector executives, including open and in-company programmes on Enterprise Risk Management for Creating Intelligent Organisation. Prior to joining FORE, he worked with Bank of India, Corporation Bank, IndusInd Bank, International Travel House (An ITC Group Company) and National Institute of Banking and Corporate Studies. He teaches courses on Behavioural Finance and Personal Wealth Management, Management of Commercial Banks and Management of Financial Services.



Prof. Ambrish Gupta

M.Com., Ph.D., FCA, CCIT (IBFD, The Netherlands)
Experience: Over 34 years

Possesses over 34 years of top level experience (Board Director, Country Head) in investment banking, primary capital market, management teaching, research and academic administration. Recipient of 'Distinguished Management Teacher' and 'Rashtriya Gaurav' awards. Authored three books: 1. Financial Accounting for Management: An Analytical Perspective (Pearson Education), 2. Project Appraisal and Financing (PHI) 3. Inflation Accounting: The Indian Context. Edited 1 book: Gaagar Main Saagar-Self Realization towards Fulfillment. Published 28 papers in leading journals/other publications of repute, 4 case studies with The Case Centre UK/USA, 12 working papers under the aegis of FORE, 4 papers in the proceedings of international conferences in Germany, Macau (China), Thailand and India, 6 chapters in edited books. Presented 4 papers in international conferences. Member of the editorial board of 3 refereed international and 5

refereed national journals. Ph.D. degree of I scholar from JamiaHamdard University completed under his supervision. Member of Doctoral Committee, Department of Management, JamiaHamdard University and Capital Market Committee, PHD Chamber of Commerce and Industry.



Prof. Vandana Gupta

B. Com (Hons.), PGDM (IIM-A), Ph.D. (Finance)

Experience: Over 24 years

She topped the college in all 3 years and is also rank holder from Delhi University in B. Com (Hons). She has done her MBA in Finance from IIM-Ahmedabad and is a Ph.D. in finance (credit rating). Her industry experience spans 13 years with leading Corporates like ICRA, Infosys, Religare and Telstra. She was heading equity research division for Religare Securities in Delhi. She has published research papers in National and International journals.



Prof. Himanshu Joshi

MBA (Finance), Ph.D.

Experience: Over 16 years

Has been into teaching, training and research for more than 16 years. Has published and presented research papers in refereed journals and national & international conferences. Developed and conducted various open and in company management development programmes (MDPs) for companies like Bharti, MMTC, AstraZeneca, Autometers, and Directorate of Resettlement, Indian Army. His areas of specialization include Fixed Income Securities, Financial Modeling, Foreign Exchange Risk Management, and Valuation.



Prof. Piyush Pandey

Ph.D (Finance), Dept. of Financial Studies, Delhi University (Thesis Submitted); Masters of Finance & Control (MFC), Delhi University; B.Tech. (Computer Engineering), Guru Gobind Singh IP University, New Delhi

Experience: 6 years

Piyush Pandey has worked for 2 years in UBS ISC (now acquired by Cognizant Technology Solutions) in Equity Research and Fixed Income Structuring roles. He had qualified the UGC NET exam and was awarded JRF in management to pursue doctoral research. During his doctoral programme, he had the privilege to present his research papers in many prestigious international

and domestic finance conferences. He has published his research work in peer reviewed economics and finance journals of international repute (affiliated to Springer, Elsevier, Emerald etc.) while few others are under review. He was also actively involved in corporate consulting having consulted JLLSFG on a real estate finance project and a wealth management firm on profitable investment strategies. He has conducted trainings and workshops on various IT tools used for empirical finance research for undergraduate and postgraduate students of University of Delhi. He worked as a Senior Research Fellow on an ICSSR, Govt. of India, sponsored major research project entitled "Financial Integration in the South Asian region- An Empirical Study".



Prof. A K Puri

M.Sc., C.A.I.I.B., Dip. Co Laws, M.B.A. (FMS, Delhi University), Ph.D. (FMS, Delhi University)

Experience: 41 years

Dr. A K Puri is Senior Professor in Finance and Accounting area. He has been Director General at Institute of Technology and

Science, and at Fortune Institute of International Business, New Delhi. He has been Professor at IMT Ghaziabad.

With over 27 years of academic experience at premier Management Institutes he has corporate experience of 14 years in Banking.

He has been conferred with several awards like ASSOCHAM Education Excellence Award 2015 as Best Faculty for Career Development Skills, "Best Professor in Financial Management" by CMO Asia as part of Asia's Best B-School Awards held in Singapore in July 2010, DNA & Stars of the Industry Group Innovative B-School Awards 2010 for 'B-School Professors Who Continuously Innovate in Style & Substance for Academic Excellence', Dewang Mehta Business School Awards for 'Best Teacher in Financial Management' in 2009 & 'Best Management Educator Award' by World Management Congress in 2010.

Prof. Puri has academic expertise of teaching courses to PGDM students at premium B schools and conducting MDP's for working executives in Commercial Banking, Management of Financial Services, Forex Management, Risk Management, Financial Derivatives, International Financial Management, Corporate Financial Management, Security Analysis and Portfolio Management, Entrepreneurship Development and Strategic International Business.

*Please check the Admission Brochure-2018 for detailed information about the institute & profiles of our other esteemed faculty members.



FORE



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