



FORE School of Management, New Delhi

**Admission Brochure
2019**



LEARN TO LEAD



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MISSION

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

PRESIDENT'S MESSAGE



Last year the admission response at FORE was overwhelming. In spite of intense competition among the leading B-Schools of India and introduction of our new two-year full-time programme in Financial Management, our institution attracted a large number of applications for all three of its programmes. We take pride in having selected students from a rich pool of applicants.

The admission process at FORE School of Management, New Delhi is highly competitive, rigorous and transparent. All the students were selected purely on the basis of merit, while taking into consideration their scores, work experience, academic performance, and personal interview. The selection process uses feedback from the past years' experience to bring about continuous improvements in the process.

Besides merit, encouragement is given to diversity in terms of gender, academic background and work experience.

We assure our students a fair, objective and impartial selection process.

R. C. Sharma

DIRECTOR'S MESSAGE



For the past three decades FORE has successfully created a position for itself as a leader in Management Education, Research, Consultancy and Training. This year the 28th batch of students for our full-time PGDM programme, the 13th batch of students for the PGDM-International Business programme and the 2nd batch of students for the PGDM-Financial Management programme will be admitted. We lay foremost emphasis on enhancement of students' knowledge base and sharpening of professional skills through various curricular, co-curricular and extra-curricular activities.

At FORE, students are expected to have an enriching and life-turning experience which will enable them to reach new heights in their professional life. The curriculum that FORE offers is constantly upgraded to be in sync with the industry requirements. Members of our faculty are highly qualified and they maintain high standards of teaching which is constantly sharpened with their contributions through research publications, seminars, conferences, etc., at the national and international levels.

Keeping pace with the worldwide trend of digital democratization, FORE has also enhanced its capabilities through increased use of internet, mobile communications, and other technologies for promoting more active student participation in academic administration and curriculum delivery. Wi-fi enabled campus, state-of-the-art classrooms, electronic displays and multi-modal communication of academic matters makes student-life simpler. Use of software applications like SPSS, AMOS, Markstrat, R, R-Studio, Tableau and Capstone Business Simulation have been an integral part of the curriculum at FORE. In addition, terminals of Eikon - a set of financial analysis software by Thomson Reuters are also being used for enriching students' knowledge.

Our key to success has been the opportunity we create for our students to interact closely with the corporates. We enjoy excellent goodwill with the corporate world who generously contribute to our various academic processes. To facilitate all this we have Centers of Excellence to enhance domain specific research and training amongst faculty members and entrepreneurship among students. We have collaboration with various institutions and universities in India and abroad to give our students better academic exposure. FORE provides an environment conducive to learning and personality development. To provide a flavour of global best practices, our students in the recent past have been exposed to a brief but intensive 'International Immersion Programme' at an international location, designed in collaboration with leading universities at these locations.

I thank you for showing your interest in FORE. As a prospective student, you are welcome to explore options that may be available to you in our various academic programmes. Do not hesitate to contact us for additional information. As a parent of a student we assure you of a very enriching and fruitful time that your ward will be spending with us.

Dr. Jitendra K. Das

THE EXECUTIVE BOARD



Mr. R.C. Sharma
President
(Former Director - CBI, Govt. of India)



Dr. G.V.G. Krishnamurty
Chief Patron
(Former Election Commissioner of India)



Dr. B.B.L. Madhukar
Vice President (Finance) & Treasurer
(Former Chairman and
Managing Director - MMTC Ltd.)



Dr. Vinayshil Gautam, FRAS (London)
Member
Chairman, DK International Foundation
(Founder Director, IIM-K; 1st Head,
Management Dept, IIT-D;
1st Hony. Dean, KPMG Academy;
Ex-Sr. Managing Director & Principal
Economic Advisor, Protiviti (I) Member Pvt. Ltd.)



Dr. Yasho V. Verma
Member
(Former Chief Operating Officer &
Director - LG Electronics India Pvt. Ltd.)



Mr. T.C. Venkat Subramanian
Member
(Former Chairman & Managing Director -
EXIM BANK OF INDIA;
Former Chairman of the Board - INDIAN BANK)



Dr. Jitendra K. Das
Director
Ex-Officio Member
(Former Dean (Noida Campus), IIM Lucknow)



Learn To Lead



THE ACADEMIC, ADMINISTRATIVE TEAM & AREA CHAIRPERSONS

THE ACADEMIC TEAM

Director	Dr. Jitendra K. Das
Chair - PGP	Prof. Subir Verma
Executive Chair - Admissions	Prof. Anil Kumar Singh
Chair - Placements	Prof. Rajneesh Chauhan
Chair - Executive Education	Prof. Asif Zameer
Chair - Student Affairs	Prof. Basant Kumar Potnuru
Professor-in-Charge - Academic Services	Prof. Hitesh Arora
Professor-in-Charge - International Relations	Prof. Himanshu Joshi
Professor-in-Charge - FORE Alumni Network	Prof. A. K. Puri
Secretary - Faculty Council	Prof. Alok Kumar

THE ADMINISTRATIVE TEAM

Chief Administrative Officer (CAO)	Air Commodore Mr. S. K. Midha (Retd.)
Advisor - Legal & Administration	Mr. R. K. Joshi
Librarian	Mr. Rajesh Kr. Bhardwaj
General Manager - Executive Education	Mr. Aseem Kumar
Senior Manager - Publications	Ms. Mereena Mathew
Senior Manager - Placements	Mr. Vivek Chakrapani
Senior Manager - Admissions	Mr. Anupam Bhaskar
Manager - Systems	Mr. Uday Kumar
Manager - Academics	Mr. Digamber Parsad
Manager - Academic Services	Mr. Goutam Kumar Patro

AREA CHAIRS

Communication	Prof. Reeta Raina
Economics and Business Policy	Prof. Shallini Taneja
Finance & Accounting	Prof. Piyush Pandey
Information Technology	Prof. Rakhi Tripathi
International Business	Prof. Faisal Ahmed
Marketing	Prof. Payal S. Kapoor
Organizational Behaviour & Human Resource	Prof. Sanghamitra Buddhapriya
Quantitative Techniques & Operations	Prof. Sumeet Kaur
Strategic Management	Prof. Muqbil Burhan

ACCREDITATIONS & LINKAGES

Recognitions & Accreditations

- The PGDM, PGDM (IB) and PGDM (Financial Management) courses at FORE are AICTE (All India Council for Technical Education) approved.
- The PGDM & PGDM (IB) courses at FORE are accredited by National Board of Accreditation (NBA).
- The PGDM and PGDM (IB) courses are recognized as equivalent to MBA. Equivalence permission is granted by Association of Indian Universities (AIU).
- FORE School of Management has also been granted SAQS accreditation for a period of 5 years w.e.f. December 2017.

Awards Received by FORE School of Management, New Delhi

- **'Best Business School with Specialized Curriculum'** Award in the Summit on "The EduMeet 2018 & Education Excellence Awards" organized by ASSOCHAM India on July 12, 2018 at Hyatt Regency, Kolkata.
- **'Certificate of Excellence for Best Excellence in Academic and Corporate Interface'** in the 'FWA Higher Education Summit-2018 cum 9th National Education Leadership Awards-2018' organised jointly by the Business World and the Education Post on February 15, 2018 at Le-Meridian, New Delhi.
- **"BEST B-SCHOOL OF THE YEAR"** Award by ASSOCHAM in an event on 'Transforming Lives through Education & Innovation' & 'Education Excellence Awards, 2017' held on July 25, 2017 at Hyatt Regency, Kolkata. The award was received from Dr. MahendraNath Pandey, Hon'ble Minister of State for HRD (Higher Education), Govt. of India.
- **'Selected Brand - Asia's 100 Greatest Brands & Leaders 2016'** award in the Indo-Singapore Business Congress "Asia's Greatest Brands & Leaders 2016" organised by AsiaOne Magazine & URS Media Consulting Pvt. Ltd. on January 24, 2017 at Marina Bay Sands Hotel, Singapore.
- **'Certificate of Excellence'** and the 'Exemplary Leader in Education in Asia Pacific Award' in the Asia Pacific Education and Technology Summit & Awards (APETA) 2016 organised by ASSOCHAM India and The Education Post on December 15, 2016 at Hotel TajVivanta, Panaji, Goa.
- **'Best Institute Providing Global Exposure' Award** at 9th ASSOCHAM Higher Education Summit 2016-Role of Higher Education in Leveraging Indian Innovation Ecosystem & National Excellence Awards 2016 held on February 17, 2016 at Hotel Le-Meridien, Janpath, New Delhi.
- **'Business School with Best Academic Input (Syllabus) in Human Resources'** award at 23rd Business School Affaire & Dewang Mehta National Education Awards held on November 28, 2015 at Taj Lands Ends, Mumbai.
- **'BEST B-SCHOOL FOR PROMOTING INDUSTRY - Academia Interface'** award in the National Education Excellence Awards 2015 organized by ASSOCHAM India on April 18, 2015 at The TajMahal Hotel, New Delhi. The award was received from the Hon'ble State Minister of HRD, Prof. (Dr.) Ram Shankar Katheria.
- **'Best Global Exposure Award in North India'** and **'Business School Leadership Award in North India'** in the Award Ceremony jointly organized by Royal Brands Pvt. Ltd. and Headlines Today on January 24, 2015 at The Lalit Hotel, New Delhi. The awards were received from Prof. (Dr.) Ram Shankar Katheria, Hon'ble Minister of State for HRD (Higher Education), Govt. of India.
- **'Global League-Indian Institutes'** certificate and award for **'Maintaining Global Standards in Contributing to the Growth of the Indian Education System'** at the Skill Tree Great Place to Study, India Edition 2014-16, organized by Skill Tree Knowledge Consortium on June 24, 2014 at the House of Commons, London, United Kingdom. The award was received by Dr. Jitendra K. Das, Director-FORE from Mr. Bob Blackman, Hon'ble Member of Parliament, Conservative



Party, U.K. FORE School of Management is one of the few Indian leading institutions to receive this Award.

- **'Best Management Institute for Impact Potential in the Country'** award at the Education Excellence Awards 2013 jointly organized by ASSOCHAM and The Education Poston November 24, 2013 at Hotel The Grand Bhagwati, Ahmedabad. The Chief Guest for this occasion was Hon'ble Minister of Education, Shri Bhupendrasinh M. Chudasma, Government of Gujarat.
- **'Best B School-North'** award from the Hon'ble Union Minister for HRD, Dr. M. M. Pallam Raju organized by ASSOCHAM National Education Excellence Awards 2013 on April 9, 2013 at HOTEL IMPERIAL, Janpath.
- **'Business School with Best Academic Input (Syllabus) in International Business'** award at 20th Business School Affaire & Dewang Mehta Business School Award sheld on November 24, 2012 at The TajLands End, Mumbai.

Academic Partners

FORE School has collaborations and tie-ups with some of the leading International Universities and Institutions for student and faculty exchange programmes; conducting seminars and conferences on common interest and for sharing of expertise and resources. Some of the Universities/Institutes are:

- ESC Rennes School of Business, France (<http://www.esc.rennes.fr>)
- ESCE International Business School, Paris, France (<http://www.esce.fr/international>)
- Vietnam National University - HCM- University of Law and Economics, Vietnam (<http://en.uel.edu.vn>)
- Kathmandu University School of Management, Kathmandu, Nepal (<http://www.kusom.edu.np>)
- STI University, Yangon, Myanmar (<http://www.stiedu.net>)
- University of California, Riverside (IEP), USA (<http://www.ucr.edu>)

- University of Economics, Ho Chi Minh City, Vietnam (<http://www.ueh.edu.vn>)
- Nanyang Business School, Nanyang Technological University, Singapore (<http://www.nbs.ntu.edu.sg>)
- School of Business and Economics, Linnaeus University, Sweden. (<http://lnu.se/school-of-business-and-economics?l=en>)
- European Institute for Asian Studies, Luxemburg. (<http://www.ubi.edu>)

Institutional Membership

- India Habitat Centre, New Delhi
- The Indus Entrepreneurs (TiE), Delhi-NCR
- Education Promotion Society for India (EPSI), New Delhi
- Asian Regional Training and Development Organization (ARTDO) International, Philippines
- Association of Indian Management Schools (AIMS), Hyderabad
- National HRD Network (Delhi Chapter), New Delhi
- Association of Management Development Institutions in South Asia (AMDISA)
- Indian Society for Training & Development (ISTD), New Delhi
- All India Management Association (AIMA), New Delhi
- The Associated Chambers of Commerce and Industry of India (ASSOCHAM), New Delhi
- BRICS Chamber of Commerce & Industry, New Delhi
- Developing Library Network (DELNET), New Delhi
- National Institute of Science Communication and Information Resources (NISCAIR), New Delhi
- The American Library, New Delhi
- Management Libraries Network (MANLIBNET)
- The Case Centre (TCC)

Appeared in Renowned Publications

- FSM Features in the Asian Directory produced by the EMD, Amsterdam, the Netherlands



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 27 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 for AY 2016-17. The PGDM and PGDM-IB programmes have been accredited by the National Board of Accreditation till June 2019.

FORE received SAQS (South Asia Quality Systems) accreditation making it among the few business schools in the South Asian region to receive this rigorous international accreditation of quality assurance standards.

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.

STATE-OF-THE-ART INFRASTRUCTURE



- Centrally air-conditioned spacious class rooms with computers on each table and interactive display facilities to enhance learning skills;
- Continuous modernization of existing infrastructure to meet the changing requirement and aspiration of students.
- A well-furnished fully air conditioned auditorium (Virajam) with state of the art audio, video facilities and seating capacity of 300 students;
- Air conditioned conference hall equipped with modern audio and video facility (Pragya Hall);
- Hostel facilities available located at a very short distance from the institute;
- Subsidized cafeteria facilities;
- Reprographics and internet facilities;
- Adequate captive back up and UPS supported power system to ensure uninterrupted electrical supply;
- A healthy, neat, clean and secure environment;
- Provision of clean and filtered cool water with comprehensive Reverse Osmosis (RO) facilities in the entire campus;
- Lush green surroundings;
- Adequate space and seating facilities for students to relax and discuss. Sufficient electrical points for Laptop and mobile charging facilities;
- Adequate indoor facilities for games



FORE Library

The Library of FORE School of Management is the backbone of academic and research activities at FORE School of Management. It is designed to meet the information needs of the FSM fraternity, i.e., students, faculty and staff members. The FSM library is one of the best-managed Library with the collection of about 38,700 volumes focused on business, management, and other allied subject areas. To extend in-depth and exhaustive information focused to research, to support high-quality, and to value addition in teaching and learning, library subscribes the following specialized electronic journals, databases, online software's and Institutional Library Membership. The library has full-text access to over eight thousands of international journals through ABI Infom Proquest, EBSCO and Sage online. The other research-oriented National and International coverage databases on Business and Finance viz. CMIE ProwessIQ, Euro monitor International passport, Thomson Reuters 'Eikon' have been subscribed by the library which enables students and faculty to access complete statistics and reports of national & International companies. The Library also subscribed to the renowned International IT forecasting, research and reports Database 'Gartner'. For ensuring qualitative research, the library has procured NVivo analytics software and for encouraging original research, Urkund an anti-plagiarism or similar content check online tool has been subscribed by the library. The Library has been receiving more than 100 national and international print journals and magazines. For enriching and lively classroom teaching and learning experience, the library has a subscription of "The Case Center", and special arrangements with HBSP, Ivey Publishing, and IIM Ahmadabad, etc. for procurement of Cases and Simulations.

To promote information resource sharing culture with other similar libraries, the library subscribes the institutional membership of American Resource Center (ARC), Developing Library Network (DELNET: a network of 6310 premier institute's libraries) and National Institute of Science Communication and Information Resources (NISCAIR) Library to meet the academic and research requirement. To strengthen the relationship with other professional libraries; FSM library has subscribed institutional membership of Management Libraries Network (MANLIBNET).

The library updates it's users about the latest news on Business Management Education on India on daily basis by email, uploading on the website and maintaining the resource as "Daily news headlines and Archive". A monthly online newsletter of library "Info+Plus" is being published by the library to compile the activities held during past one month about new additions of books/journals and orientations programmes, guest lecturers and events, etc. The FSM library is well equipped with the latest IT tools, technologies, and equipment to collect, store, retrieve, and disseminate information. More than ten computer systems are installed to access the library resources and services. All major functions of the library are computerized by using leading, web-



enabled, multiuser, integrated library management software, which provides single-window search facility to access the information resources available in the library. The users may access their library account and search the OPAC (library catalogue) at their desktop. The library is facilitating networked environment, connectivity through internet, Wi-Fi, and campus wide intranet for smooth access of library resources and services.

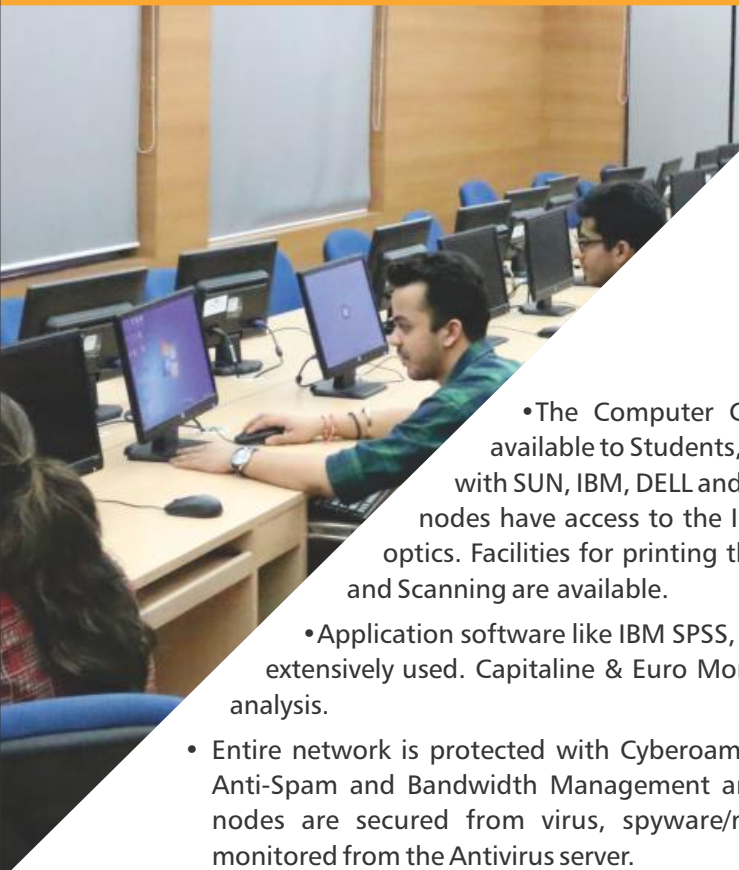
The major library services extended to members are listed as under.

Daily news headlines and Archive	Institutional Digital Repository	Multimedia and digital library
Info+ library monthly newsletter	Convocation photographs	Inter-library loan
Digital resources and databases	Online journals	Document delivery service
Open access library catalogue	User education & book exhibitions	Reference and referral services
Check your library account	DELNET database access	Scanning and digitization
Reservation of books and journals	Reprographic services	Literature search

All users have been issued barcoded library membership card and each library document contains a bar-code label that enables us computerized circulation system. The library has its own webpage on the FSM website, where one can access the detailed information about library resources, services, and facilities, etc.

The library always strives for betterment to deliver the latest and updated information services to its members. To improve the library services and enrich the resources, library has a dynamic feedback system for gathering member's views, complaints, suggestions, and requisitions for procurement of new resources, etc. The feedback from the members is collected through email, phone, physical register, and an online submission form, etc.

COMPUTER CENTRE



•The Computer Centre has state-of-the-art computing facilities that are available to Students, Faculty and Departments. It includes branded Pcs/ Laptops with SUN, IBM, DELL and HP servers connected through Ethernet LAN. All these nodes have access to the Internet through a 90 MBPS dedicated leased line on fiber optics. Facilities for printing through high speed Color/Mono Laser Jet Network printers and Scanning are available.

•Application software like IBM SPSS, AMOS, Minitab, MS SQL Server, Visual Studio, Stata etc. are extensively used. Capitaline & Euro Monitor International are used for Market research and Data analysis.


- Entire network is protected with Cyberoam CR300iNG UTM (10 Port) in combination with Antivirus, Anti-Spam and Bandwidth Management and multiple gateway with Auto Fail-over feature. All the nodes are secured from virus, spyware/malware with Symantec Endpoint Protection, centrally monitored from the Antivirus server.
- Entire campus is fully Wi-Fi enabled with Ruckus wireless consisting of ZoneFlexR610 dual band smart Wi-Fi access points with Zone Director 1200 controlling the Access Points.
- Each student is allotted a mail-id besides Faculty and staff members. The Active Directory and web server are hosted in the computer center itself. Sun storage has been installed for back up purpose. The institute will be implementing its Campus Management System shortly.
- All the students have their mail-ids on fsm.ac.in domain with unlimited storage. FORE offers G Suite for Education (formerly Google Apps for Education) to all faculty members, students, staff and alumni. G Suite for Education includes web-based messaging and collaboration tools that offer enhanced emailing, calendaring, and collaboration tools through Gmail, Google Calendar, Google Drive and other Google applications.
- Faculty-students interaction is done through e-learning/e-working software Caroline and Moodle. Labs are available with all the latest softwares & technology with Multimedia Facilities.
- The modern class rooms in new block, both the theatre style and classic learning centers are furnished with specially designed desks for the comfort of students. About 180 HP thin clients machine which run through CITRIX VDI solution in these class rooms via terminal servers.
- Standalone Language Laboratory at FORE School of Management is well equipped to nurture and facilitate effective language learning. The use of the Interactive English software along with headsets with microphone is very useful for students, learning languages for communication. These interactive tools are designed to enhance not only language teaching but also listening, speaking, reading, writing, class room grading and placement skills learning.



Two-Year Full-Time Post Graduate Diploma in Management Programmes

FULL TIME PROGRAMMES

Title of the Post Graduate Diploma	Duration
Post Graduate Diploma in Management (PGDM)	Two years
Post Graduate Diploma in Management-International Business (PGDM-IB)	Two years
Post Graduate Diploma in Management-Financial Management (PGDM-FM)	Two years



ADMISSION PROCEDURE FOR PGDM, PGDM-IB & PGDM-FM (FULL TIME PROGRAMMES)

The Institute admits students with a proven calibre to perform. Admission to the two year full time Post Graduate Diploma in Management, two year full time Post Graduate Diploma in Management-International Business and our new programme two year full time Post Graduate Diploma in Management-Financial Management is facilitated through a rigorous selection process which requires highly competitive CAT/XAT/ GMAT scores, performances in personal interview and other criteria. The students are handpicked by the experienced faculty along with a professional from the industry. This ensures that the students perform remarkably well in academics during their two year stint at FORE and later go on to achieve great success professionally.

Eligibility

- 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 2019 can also apply subject to furnishing the proof of having passed graduation by Tuesday, October 1, 2019 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-2018) conducted by IIMs, XAT-2019 conducted by XLRI, Jamshedpur or should have a valid GMAT score in a test taken between 1st January 2017 and 20th January 2019.

Selection Criteria

- Short listing will be done on the basis of CAT-2018 percentile/ XAT-2019 percentile/ GMAT Score.
- Final selection is based on CAT/XAT percentile/ GMAT Score, Academic Performance, Work Experience, General Awareness, Written Ability and performance in Personal Interview (PI).

(Some selection criteria may be added/removed as considered appropriate by the Institute)



How to Apply

- Candidates can apply ONLINE ONLY at <http://admissions.fsm.ac.in/login>. For online application submission candidates need to pay either through Credit/Debit Card or Net Banking.
- Applicants need to pay the application fee as mentioned below.

No. of programmes applying for	Base price in INR	18% GST	All-inclusive Application Fee in INR
One programme	1,650	297	1,947
Two programmes	2,500	450	2,950
Three Programmes	3,300	594	3,894

The above amounts are only applicable if you apply for multiple programmes at the same time in the same application form.

In case, you apply for the other one or two programmes at a later stage, the full application fee for one or two programmes as mentioned in the table will apply.

- The Admission Brochure needs to be downloaded from <http://www.fsm.ac.in/Admission/index.htm>
- Candidates can apply either in Self Sponsored Category or Company Sponsored Category. 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. **Change in category, once the form is filled up, is not allowed.**
- Candidates shortlisted for the "Selection Process" review their Application Form compulsorily before appearing for the selection process.



Admission Fees

Programme	Self Sponsored Category	Company Sponsored Category
PGDM	Rs. 14.98 Lakh	Rs. 22.47 Lakh
PGDM-IB	Rs. 14.98 Lakh	Rs. 22.47 Lakh
PGDM-FM	Rs. 14.98 Lakh	Rs. 22.47 Lakh

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 program encompassing the following:

- Our placement activities and compensation offered to our students match the best that the industry offers.
- 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 program.**
- 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.

ACADEMIC PROGRAMMES



FSM offers Two Year Full Time Post Graduate Diploma in Management (PGDM), Two Year Full Time Post Graduate Diploma in Management-International Business (PGDM-IB), and Two Year Full Time Post Graduate Diploma in Management-Financial Management (PGDM-FM).



PGDM (Future Managers' Group)

The Two Year Full Time Post Graduate Diploma in Management which we refer to as Future Managers' Group (FMG) is designed to train and groom the future managers at FORE.

Objectives

- To have comprehensive understanding of the corporate world
- To integrate the theoretical knowledge with the practical aspects of business and their implications on strategic execution
- To acquire conceptual and analytical abilities required for effective decision-making
- To evolve with the dynamic and complex working environment

Thrust

The basic thrust is on understanding the independent nature of Organizational dynamics and its managerial implications. This shall help students acquire conceptual and analytical abilities required for appropriate decision-making and their effective implementation. A number of generic learning outcomes related to the theme of corporate performance are specified, which emphasize on the objectives listed above and link the various functional modules.

Learning Outcomes

The students will have:

- A strategic perspective that understands business in all its dynamics in industry, markets, economies, geographies and cultures;
- Ability to integrate decisions and solutions across disciplines in a complex and volatile and increasingly ambiguous business environment;
- Ability to communicate, persuade, and, above all, to execute;
- Professional presence and the ability to collaborate, to inspire and to lead; and
- Ability, discipline and confidence to act ethically

Pedagogy

The instructional methodology comprises an optimum mix of lectures, classroom discussions, case studies, simulations, role-plays, group discussions, 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 case analysis through written case reports, individual or group presentations.

Curriculum

The curriculum of the PGDM (FMG) at FORE School of Management is an outcome of bench marking against the best in the world, and continuous review by the faculty in concert with practitioners from industry, alumni, and students. The content and design of courses are directed towards developing managers who (i) have holistic and deep knowledge of their functional specialization along with the appreciation of its role in the value proposition of the firm; (ii) are industry-ready due to understanding of concepts, frameworks and models steeped in the context of practice; (iii) and have sustainable employable competencies suffused with learning through cutting-edge courses that are contemporaneous as well as futuristic.

In the two years of the programme, students have to undergo both core and elective courses. These courses are an eclectic mix of foundational, perspective building, tools and techniques oriented, and functional courses. The core courses provide rigorous grounding in the discipline of management and the understanding of business in their proper relief. The core courses are taught in the First year, which is divided into three Terms (a Term is typically of 10 weeks of classes and at most 2 weeks of examinations). Elective courses begin from Term-3 onwards. Thus, while Term-1 and Term-2 have only core courses, Term-3 have both core and elective courses. The elective courses allow students to choose and develop proficiency in their Area of Specialization.

After the first year programme, students are required to undertake 10-12 weeks of Summer Internship in a public or private corporate organization. The successful completion of the Summer Internship Programme (SIP) is a mandatory requirement for the completion of the Post Graduate Diploma Programme. Summer Internship is expected to provide students powerful managerial insights with regard to business problems, understanding of management concepts in the bedrock of industry practices, and refinement of knowledge acquired in the classroom.

The second year of the programme, from Term-4 to Term-6 consists only of elective courses. These electives comprise courses offered by different Areas, courses of independent study, exchange programmes, and mandatory International Immersion Programme (IIP).

The International Immersion Programme is a part of the full time course curriculum that is held after Term-3, for students to have an exposure to international business scenario and global best practices in their respective area of specialization. The immersion involves 15 hours of in-class course in an elective of choice along with industrial and corporate visits at any one of the international partner institutions abroad. The credits earned in the IIP accrue in Term-6.

Programme Structure and Credits

The institute uses the concept of credits to indicate the number of in-class contact hours in a course, and thus to define the weight of a course. One credit equals 10 in-class contact hours. The rule of the thumb is that a 3.0 credit course involves around 100 hours of work-30 hours in the classroom, and the rest for preparation and assignments.

A student at FORE is required to do 103.5 credits (total) for the award of Post Graduate Diploma in Management. Out of the required credits, 97.5 credits come from classroom teaching, and the balance 6.0 credits from Summer Internship. The 97.5 credits of classroom teaching are obtained from 54.0 credits of core courses, and 43.5 credits of electives. It must be noted that the credits earned from Summer Internship are not used for calculation of CGPA.

The Year and Term- wise Credit Course structure in the PGDM programme is as under:

Year and Term Wise Credit Course Structure	
First year	
Term-1	21 credits (core)
Term-2	21 credits (core)
Term-3	18 credits (12 credits from Core courses + 6.0 credits from Electives)
1 week International Immersion Programme of 1.5 credit (will reflect in Term-6)	
8-10 weeks Summer Internship Programme of 6.0 credit	
Second year	
Term-4	18 credits (Electives)
Term-5	9 credits (Electives)
Term-6	10.5 credits (Electives including 1.5 credit earned in IIP)
TOTAL	103.5 credit

Courses and Credits

A student is required to do 60.0 credits of courses in the first year of the programme. Of these, 54.0 credits are earned from core courses and the rest 6.0 credits from electives. Following is the list of Courses, their Area, and the associated Credits offered to the students in the First Year.

S.No.	Name of the Course	Area	Credits
1	Managerial Communication	Communication	3.0
2	Managerial Economics	Economics and Business Policy	3.0
3	Financial Accounting	Finance and Accounting	3.0
4	Marketing Management-I	Marketing	3.0
5	Human Behaviour in Organizations	OB & HR	3.0
6	Introduction to Operations Management	QT & OM	3.0
7	Optimization Model for Decision Making	QT & OM	3.0
Total Credits			21.0

Term-2

1	Written Communication and Analysis	Communication	3.0
2	Legal Aspect of Business	Economics and Business Policy	1.5
3	Corporate Finance	Finance and Accounting	3.0

4	Information Technology and Systems	Information Technology	3.0
5	Marketing Management-II	Marketing	1.5
6	Human Resource Management	OB & HR	1.5
7	Organizational Design and Change	OB & HR	1.5
8	Business Analytics-I	QT & OM	3.0
9	Strategic Management	Strategy	3.0
Total Credits			21.0

Term-3

1	Business Ethics and Corporate Social Responsibility	Economics and Business Policy	3.0
2	Macroeconomics and Policy	Economics and Business Policy	1.5
3	Digital Commerce	Information Technology	1.5
4	Business Research Methods	QT & OM	1.5
5	Project Management	QT & OM	1.5
6	Strategic Entrepreneurship and New Business Model	Strategy	1.5
7	Managerial Skills for Effectiveness	Communication & OB & HR	1.5
8	Elective-1		3.0
9	Elective-2		3.0
Total Credits			18.0

Electives

From Term-3 onwards in the First Year, students will be required to undertake Elective courses. A student enrolled in the PGDM (FMG) programme, is required to complete 43.5 credits from the Elective courses spread over Term-3 in the First year, and Term-4 to Term-6 in the Second year of the Two Year Programme. Out of the above, 1.5 credit will accrue in Term-6 from the IIP held in between Term-3 and Term-4.

FORE School of Management offers dual specialization to all the students enrolled in its programmes. This means that a student may specialize in at the most two Areas. In order to specialize in any Area, a student will need to take 15.0 credits of electives in the chosen Area of specialization. This requirement of 15.0 credits is both minimum and maximum. Students are not permitted to specialize in any third Area, and as such, he/she will not be allowed to opt for more than 9.0 credits out of the balance credit of courses from any one Area.

In order to provide the students opportunities to specialize in their Area of choice, each Sentient Area will offer Elective courses. The Sentient Area may specify certain Elective courses as Specialization Area Pre-requisite (SAPR) courses that must be taken by those students who have chosen that Area to Specialize in.

The Elective courses will be offered by the following Sentient Areas:

- Communication
- Economics and Business Policy
- Finance and Accounting
- International Business
- Information Technology
- Marketing
- Organizational Behaviour and Human Resource
- Quantitative Techniques and Operations Management
- Strategy

Specialization-wise List of Courses

Note: The list of electives, including those specified as SAPR, is indicative and tentative. Students may opt for these courses subject to specialization requirements, availability, eligibility, limitations on class size, etc.

AREAS OF SPECIALIZATION and COURSES	Credits
COMMUNICATION	
Soft Skills for Career Enhancement	3.0
Effective Leadership Communication through Theatre Techniques	3.0
Enhancing your Personal Brand	1.5
Communication on Digital Platforms	1.5
ECONOMICS and BUSINESS POLICY	
Macro Economics for Business Policy	3.0
Effective Pricing	3.0
Application of Econometrics in Business Analysis	3.0
Social Enterprise and Sustainable Development in Emerging Economies	3.0
Foreign Trade and Exchange Market	3.0
FINANCE	
Business Valuations (SAPR)	3.0
Financial Markets, Institutions and Service (SAPR)	3.0
Advance Corporate Finance (SAPR)	1.5
Management of Commercial Banks	3.0
Security Research and Portfolio Management	3.0
Financial Derivatives and Risk Management	3.0
Investment Banking: Corporate Resource Raising from the Capital Market	3.0
Behavioral Finance and Wealth Management	3.0
Financial Econometrics	3.0
Project Appraisal and Financing	3.0
Management of Financial Services	3.0
Foreign Exchange Risk Management	3.0
Corporate Restructuring	1.5
Enterprise Risk Management	1.5
International Finance and Risk Management	1.5
International Banking Practices	1.5

INFORMATION TECHNOLOGY	
Data Analytics and Artificial Intelligence (SAPR)	1.5
Information Technology: Strategy and Governance	3.0
Cyber Security	1.5
Machine Learning and Analytics	3.0
Managing Business on Cloud	3.0
Business Transformation	3.0
Data Summarization and Visualization	1.5
Big Data and Data Analytics for Managers (Lab based)	3.0
Digital Innovation	3.0
Business Development in IT	3.0
Human Computer Interaction	1.5
Social Media Analytics	3.0
Natural Language Processing (NLP)	1.5
Strategic Business Process Outsourcing	3.0
INTERNATIONAL BUSINESS	
Export-Import Procedures and Documentation (SAPR)	1.5
Trade and Geopolitics (SAPR)	1.5
International Marketing	3.0
International Financial System	3.0
International Trade Logistics	3.0
Export-Import Management: A Starter's Tool Kit	3.0
Business in Asia-Pacific	3.0
International Finance and Forex Management	3.0
Global Financial Risk Management	3.0
International Economic Organisations	3.0
WTO and International Trade Policies	1.5
Commercial Geography	1.5
MARKETING	
Consumer Behavior (SAPR)	3.0
Sales, Distribution and Retail Management	3.0
Marketing Strategy with MARKSTRAT	3.0
Advanced Marketing Research	3.0
Digital Marketing and Analytics	3.0
B2B Marketing	3.0
Advertising and Brand Management	3.0
Services Marketing	3.0
Innovation and Product Management	3.0
Rural Marketing	1.5

HUMAN RESOURCE MANAGEMENT	
Employee Relations: Legislations and Compliances (SAPR)	3.0
Training and Development	3.0
Competency Mapping	3.0
Personal Growth Lab	3.0
Performance and Compensation Management	3.0
Business Human Resource Management	1.5
Psychometric Testing and Application	3.0
Negotiation Skills	3.0
Team Building and Leadership Development	3.0
Power, Politics and Professional Influence	3.0
People Analytics	1.5
Organizational Transformation	1.5
HR Issues in Mergers and Acquisitions	1.5
OPERATIONS MANAGEMENT	
Technology and Operations Management	3.0
Business Analytics-II	3.0
Six Sigma	3.0
Multivariate Data Analysis	3.0
Procurement Manufacturing, Planning and Control	3.0
Advanced Project Management	3.0
Supply Chain Management	3.0
Operations Strategy	3.0
Service Operation Management	3.0
Advanced Decision Analysis	3.0
Decision Modeling with Spread Sheet	3.0
Global Logistics Management	3.0
STRATEGIC MANAGEMENT	
Executing Strategies in Dynamic Market Landscape	3.0
Strategist's Tool Kit and Competitive Intelligence	3.0
Mergers and Acquisitions	3.0
Strategic Alliances	3.0
Capstone Business Simulations	3.0
Advanced Strategic Management	3.0
Strategic Analysis and Globalization	3.0
Competitive Landscape and Sustainability Megatrends	3.0
Strategic Innovation: Building and Sustaining Innovative Organizations	3.0



PGDM-International Business (International Managers' Group)

The Two Year Full Time Post Graduate Diploma in Management-International Business which we refer to as International Managers' Group (IMG), aims at preparing students to take up careers in the corporate, and family businesses engaged in International Business operations.

Objectives

- To develop and train participants for assuming positions of responsibility in corporate houses and family businesses
- To provide a thorough grounding to the participants in the conceptual framework of management theory, in the skills appropriate to managerial practice, as well as in the essential issues in international business operations
- To equip the participants for working in a competitive global environment, enabling them to face confidently the pressures and challenges of the new millennium
- Evolve with the dynamic and complex changes emerging in the global environment

Thrust

The basic thrust is on understanding the independent nature of organizational dynamics and its managerial implications. This shall help students acquire conceptual and analytical abilities required for appropriate decision-making, and their effective implementation. A number of generic learning outcomes are specified which relate to the theme of corporate performance, and link the various functional modules.

Learning Outcomes

The students will be able to:

- Analyse and evaluate the issues that arise out of the greater integration of the Indian economy and businesses with the global environment;
- Identify and describe the implications of trends within international business for Indian corporate houses;
- Identify and respond appropriately to differences in business culture and ethics in the international business arena;
- Use a range of practical tools and techniques for potential opportunities in the global market, and developing and executing strategies in International business situations;
- Demonstrate the skills, knowledge and attitudes necessary to gain employment in the corporate sector or in family businesses globally;



Pedagogy

The instructional methodology comprises an optimum mix of lectures, classroom discussions, case studies, role-plays, group discussions, 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 written case reports, individual or group presentations. Further opportunity is provided through participation of students in various seminars.

Curriculum

The curriculum of the PGDM-IB (IMG) at FORE School of Management is an outcome of bench marking against the best in the world, and continuous review by the faculty in concert with practitioners from industry, alumni, and students. The content and design of courses are directed towards developing managers who (i) have holistic and deep knowledge of their functional specialization along with the appreciation of its role in the value proposition of the firm; (ii) are industry-ready due to understanding of concepts, frameworks and models steeped in the context of practice; (iii) and have sustainable employable competencies suffused with learning through cutting-edge courses that are contemporaneous as well as futuristic.

In the two years of the programme, students have to undergo both core and elective courses. These courses are an eclectic mix of foundational, perspective building, tools and techniques oriented, and functional courses. The core courses provide rigorous grounding in the discipline of management and the understanding of business in their proper relief. The core courses are taught in the First year, which is divided into three Terms (a Term is typically of 10 weeks of classes and at most 2 weeks of examinations). Elective courses begin from Term-3 onwards. Thus, while Term-1 and Term-2 have only core courses, Term-3 has both core and elective courses. The elective courses allow students to choose and develop proficiency in their Area of Specialization.

Following the first year programme, students are required to undertake 10-12 weeks of Summer Internship in a public or private corporate organization. The successful completion of the Summer Internship Programme (SIP) is a mandatory requirement for the completion of the Post Graduate Diploma Programme. Summer Internship is expected to provide students powerful managerial insights with regard to business problems, understanding of management concepts in the bedrock of industry practices, and refinement of knowledge acquired in the classroom.

The second year of the programme, from Term-4 to Term-6 consists only of elective courses. These electives comprise courses offered by different Areas, courses of independent study, exchange programmes, and mandatory International Immersion Programme (IIP).

The International Immersion Programme is a part of the full time course curriculum held after Term-3 for students to have an exposure to international business scenario and global best practices in their respective area of specialization. The immersion involves 15 hours of in-class course in an elective of choice along with industrial and corporate visits at any one of the international partner institutions abroad. The credits earned in the IIP accrue in Term-6.

Programme Structure and Credits

The institute uses the concept of credits to indicate the number of in-class contact hours in a course and thus to define the weight of a course. One credit equals 10 in-class contact hours. The rule of the thumb is that a 3.0 credit course involves around 100 hours of work- 30 hours in the classroom, and the rest for preparation and assignments.

A student at FORE is required to do 103.5 credits (in total) for the award of Post Graduate Diploma in Management. Out of the required credits, 97.5 credits come from classroom teaching and the balance 6.0 credits from Summer Internship. The 97.5 credits of classroom teaching is obtained from 54.0 credits of core courses and 43.5 credits of electives. It must be noted that the credits earned from Summer Internship are not used for calculation of CGPA.

The Year and Term- wise Credit Course structure in the PGDM programme is as under:

Year and Term Wise Credit Course Structure	
First year	
Term-1	21 credits (core)
Term-2	21 credits (core)
Term-3	18 credits (12 credits from Core courses + 6.0 credits from Electives)
1 week International Immersion Programme of 1.5 credit (will reflect in Term-6)	
8-10 weeks Summer Internship Programme of 6.0 credit	
Second year	
Term-4	18 credits (Electives)
Term-5	9 credits (Electives)
Term-6	10.5 credits (Electives including 1.5 credit earned in IIP)
TOTAL	103.5 credit

Courses and Credits

A student is required to do 60.0 credits of courses in the first year of the programme. Of these, 54.0 credits are earned from core courses and the rest 6.0 credits from electives. Following is the list of Courses, their Area and their Credits offered to the students in the First Year.

S.No.	Name of the Course	Area	Credits
1	Managerial Communication	Communication	3.0
2	Managerial Economics	Economics and Business Policy	3.0
3	Financial Accounting	Finance and Accounting	3.0
4	Marketing Management-I	Marketing	3.0
5	Human Behaviour in Organizations	OB & HR	3.0
6	Introduction to Operations Management	QT & OM	3.0
7	Optimization Model for Decision Making	QT & OM	3.0
Total Credits			21.0

Term-2

1	Written Communication and Analysis	Communication	3.0
2	Information Technology and Systems	Information Technology	3.0
3	Global Business Environment	International Business	1.5
4	Corporate Finance	Finance & Accounting	3.0
5	Marketing Management-II	Marketing	1.5
6	Organization Design and Change	OB & HR	1.5
7	Human Resource Management	OB & HR	1.5
8	Business Analytics-I	QT & OM	3.0
9	Strategic Management	Strategy	3.0
Total Credits			21.0

Term-3

1	Business Ethics and Corporate Social Responsibility	Economics and Business Policy	3.0
2	Digital Commerce	Information Technology	1.5
3	International Business Management	International Business	1.5
4	Project Management	QT & OM	1.5
5	Business Research Methods	QT & OM	1.5
6	Strategic Entrepreneurship and New Age Business Model	Strategy	1.5
7	Managerial Skills for Effectiveness	Communication & OB & HR	1.5
8	Electives 1a: Trade and Geopolitics (SAPR)	International Business	1.5
9	Electives 1b: WTO and International Trade Policies (SAPR)	International Business	1.5
10	Electives- 2		3.0
Total Credits			18.0

Electives

From Term-3 onwards in the First Year, students will be required to undertake Electives courses. A student enrolled in the PGDM-IB (IMG) programme is required to complete 43.5 credits from the Elective courses spread over Term-3 in the First year and Term-4 to Term-6 in the Second year of the Two Year Programme. Out of the above, 1.5 credit will accrue in Term-6 from the IIP held in between Term-3 and Term-4.

In addition to the above, students enrolled in the PGDM-IB, will have the option to take one **foreign** language course. FORE School of Management will offer students choice of three languages viz. French, Spanish, and Mandarin. The course will not be allocated any credit; instead, certificates of proficiency will be given.

FORE School of Management offers dual specialization to all the students enrolled in its programme. This means that a student may specialize in at most two Areas. For students enrolled in PGDM-IB (IMG), one of the specializations must be International Business. In order to specialize in any Area of specialization, a student will need to take 15.0 credits of electives in the chosen area of specialization. This requirement of 15.0 credits is both minimum and maximum. Students are not permitted to specialize in any third area, and as such, he/she will not be allowed to opt for more than 9.0 credits out of the balance credit of courses from any one area.

In order to provide the students opportunities to specialize in their area of choice, each Sentient Area will offer Elective courses. The Sentient Area may specify certain Elective courses as Specialization Area Pre-requisite (SAPR) courses that must be taken by those students who have chosen that Area as Specialization-I or Specialization-II.

The following Sentient Areas will offer the Elective courses:

- Communication
- Economics and Business Policy
- Finance and Accounting
- International Business
- Information Technology
- Marketing
- Organizational Behaviour and Human Resources
- Quantitative Techniques and Operations Management
- Strategy

Specialization-wise List of Courses

Note: The list of electives below, including those specified as SAPR, is indicative and tentative. Students may opt for these courses subject to specialization requirements, availability, eligibility, limitations on class size, etc.

AREAS OF SPECIALIZATION and COURSES	Credits
COMMUNICATION	
Soft Skills for Career Enhancement	3.0
Effective Leadership Communication through Theatre Techniques	3.0
Enhancing your Personal Brand	1.5
Communication on Digital Platforms	1.5
ECONOMICS and BUSINESS POLICY	
Macro Economics for Business Policy	3.0
Effective Pricing	3.0
Application of Econometrics in Business Analysis	3.0
Social Enterprise and Sustainable Development in Emerging Economies	3.0
Foreign Trade and Exchange Market	3.0
FINANCE	
Business Valuations (SAPR)	3.0
Financial Markets, Institutions and Service (SAPR)	3.0
Advance Corporate Finance (SAPR)	1.5
Management of Commercial Banks	3.0
Security Research and Portfolio Management	3.0
Financial Derivatives and Risk Management	3.0
Investment Banking: Corporate Resource Raising from the Capital Market	3.0
Behavioral Finance and Wealth Management	3.0
Financial Econometrics	3.0
Project Appraisal and Financing	3.0
Management of Financial Services	3.0
Foreign Exchange Risk Management	3.0
Corporate Restructuring	1.5
Enterprise Risk Management	1.5
International Finance and Risk Management	1.5
International Banking Practices	1.5

INFORMATION TECHNOLOGY	
Data Analytics and Artificial Intelligence (SAPR)	1.5
Information Technology: Strategy and Governance	3.0
Cyber Security	1.5
Machine Learning and Analytics	3.0
Managing Business on Cloud	3.0
Business Transformation	3.0
Data Summarization and Visualization	1.5
Big Data and Data Analytics for Managers (Lab based)	3.0
Digital Innovation	3.0
Business Development in IT	3.0
Human Computer Interaction	1.5
Social Media Analytics	3.0
Natural Language Processing (NLP)	1.5
Strategic Business Process Outsourcing	3.0
INTERNATIONAL BUSINESS	
Export-Import Procedures and Documentation (SAPR)	1.5
Trade and Geopolitics (SAPR)	1.5
International Marketing	3.0
International Financial System	3.0
International Trade Logistics	3.0
Export-Import Management: A Starter's Tool Kit	3.0
Business in Asia-Pacific	3.0
International Finance and Forex Management	3.0
Global Financial Risk Management	3.0
International Economic Organizations	3.0
WTO and International Trade Policies	1.5
Commercial Geography	1.5
MARKETING	
Consumer Behavior (SAPR)	3.0
Sales, Distribution and Retail Management	3.0
Marketing Strategy with MARKSTRAT	3.0
Advanced Marketing Research	3.0
Digital Marketing and Analytics	3.0
B2B Marketing	3.0
Advertising and Brand Management	3.0
Services Marketing	3.0
Innovation and Product Management	3.0
Rural Marketing	1.5

HUMAN RESOURCE MANAGEMENT	
Employee Relations: Legislations and Compliances (SAPR)	3.0
Training and Development	3.0
Competency Mapping	3.0
Personal Growth Lab	3.0
Performance and Compensation Management	3.0
Business Human Resource Management	1.5
Psychometric Testing and Application	3.0
Negotiation Skills	3.0
Team Building and Leadership Development	3.0
Power, Politics and Professional Influence	3.0
People Analytics	1.5
Organizational Transformation	1.5
HR Issues in Mergers and Acquisitions	1.5
OPERATIONS MANAGEMENT	
Technology and Operations Management	3.0
Business Analytics-II	3.0
Six Sigma	3.0
Multivariate Data Analysis	3.0
Procurement Manufacturing, Planning and Control	3.0
Advanced Project Management	3.0
Supply Chain Management	3.0
Operations Strategy	3.0
Service Operation Management	3.0
Advanced Decision Analysis	3.0
Decision Modeling with Spread Sheet	3.0
Global Logistics Management	3.0
STRATEGIC MANAGEMENT	
Executing Strategies in Dynamic Market Landscape	3.0
Strategist's Tool Kit and Competitive Intelligence	3.0
Mergers and Acquisitions	3.0
Strategic Alliances	3.0
Capstone Business Simulations	3.0
Advanced Strategic Management	3.0
Strategic Analysis and Globalization	3.0
Competitive Landscape and Sustainability Megatrends	3.0
Strategic Innovation: Building and Sustaining Innovative Organizations	3.0



PGDM-Financial Management

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

This programme builds students' skills and knowledge in finance, and attempts to develop a holistic approach to management in all disciplines of Finance. The programme equips the students to gain a hands-on approach to business and financial information through the usage of technological platform, and attempts to bridge the gap between financial theory and practice. The total number of approved seats available for this Programme is 60.

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

Pedagogy

The instructional methodology comprises an optimum mix of lectures, classroom discussions, case studies, role-plays, group discussions, 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 written case reports, individual or group presentations. Further opportunity is provided through participation of students in various seminars.

Curriculum

The curriculum of the PGDM (FM) at FORE School of Management is an outcome of bench marking against the best in the world, and continuous review by the faculty in concert with practitioners from industry, alumni and students. The content and design of courses are directed towards developing managers who (i) have holistic and deep knowledge of their functional specialization along with the appreciation of its role in the value proposition of the firm; (ii) are industry-ready due to understanding of concepts, frameworks and models steeped in the context of practice; (iii) and have sustainable employable competencies suffused with learning through cutting-edge courses that are contemporaneous as well as futuristic.

In the two years of the programme, students have to undergo both core and elective courses. These courses are an eclectic mix of foundational, perspective building, tools and techniques oriented, and functional courses. The core courses provide rigorous grounding in the discipline of management and the understanding of business in their proper relief. The core courses are taught in the First year, which is divided into three Terms (a Term is typically of 10 weeks of classes and at most 2 weeks of examinations). Elective courses begin from Term-3 onwards. Thus, while Term-1 and Term-2 have only core courses, Term-3 has both core and elective courses. The elective courses allow students to choose and develop proficiency in their Area of Specialization.

Following the first year programme, students are required to undertake 10-12 weeks of Summer Internship in a public or private corporate organization. The successful completion of the Summer Internship programme is a mandatory requirement for the completion of the Post Graduate Diploma Programme. Summer Internship is expected to provide students powerful managerial insights with regard to business problems, understanding of management concepts in the bedrock of industry practices, and refinement of knowledge acquired in the classroom.

The second year of the programme, from Term-4 to Term-6 consists only of elective courses. These electives comprise courses offered by different Areas, courses of independent study, exchange programmes, and mandatory International Immersion Programme (IIP).

The International Immersion Programme is a part of the full time course curriculum held after Term-3 for students to have an exposure to international business scenario and global best practices in their respective area of specialization. The immersion involves 15 hours of in-class course in an elective of choice along with industrial and corporate visits at any one of the international partner institutions abroad. The credits earned in the IIP accrue in Term-6.

Programme Structure and Credits

The institute uses the concept of credits to indicate the number of in-class contact hours in a course, and thus to define the weight of a course. One credit equals 10 in-class contact hours. The rule of the thumb is that a 3.0 credit course involves around 100 hours of work- 30 hours in the classroom, and the rest for preparation and assignments.

A student at FORE is required to do 103.5 credits (in total) for the award of Post Graduate Diploma in Management (Financial Management). Out of the required credits, 97.5 credits come from classroom teaching, and the balance 6.0 credits from summer internship. The 97.5 credits of classroom teaching is obtained from 54.0 credits of core courses and 43.5 credits of electives. It must be noted that the credits earned from Summer Internship are not used for calculation of CGPA.

The Year and Term- wise Credit Course structure in the PGDM programme is as under:

Year and Term Wise Credit Course Structure	
First year	
Term-1	21 credits (core)
Term-2	21 credits (core)
Term-3	18 credits (12 credits from Core courses + 6.0 credits from Electives)
1 week International Immersion Programme of 1.5 credit (will reflect in Term-6)	
8-10 weeks Summer Internship Programme of 6.0 credit	
Second year	
Term-4	18 credits (Electives)
Term-5	9 credits (Electives)
Term-6	10.5 credits (Electives including 1.5 credit earned in IIP)
TOTAL	103.5 credit

Courses and Credits

A student is required to do 60.0 credits of courses in the first year of the programme. Of these, 54.0 credits are earned from core courses, and the rest 6.0 credits from electives. Following is the list of Courses, their Area and their Credits offered to the students in the First Year.

S.No.	Name of the Course	Area	Credits
1	Managerial Communication	Communication	3.0
2	Managerial Economics	Economics and Business Policy	3.0
3	Management Accounting-I	Finance and Accounting	3.0
4	Marketing Management-I	Marketing	3.0
5	Human Behaviour in Organizations	OB & HR	3.0
6	Introduction to Operations Management	QT & OM	3.0
7	Optimization Model for Decision Making	QT & OM	3.0
Total Credits			21.0

Term-2

1	Written Communication and Analysis	Communication	3.0
2	Legal Aspect of Business	Economics & Business Policy	1.5
3	Corporate Finance	Finance & Accounting	3.0
4	Marketing Management-II	Marketing	1.5
5	Information Technology and Systems	Information Technology	3.0
6	Organization Design and Change	OB & HR	1.5
7	Human Resource Management	OB & HR	1.5
8	Business Analytics-I	QT & OM	3.0
9	Strategic Management	Strategy	3.0
Total Credits			21.0

Term-3

1	Business Ethics and Corporate Social Responsibility	Economics and Business Policy	3.0
2	Financial Reporting and Analysis	Finance & Accounting	3.0
3	Management Accounting-II	Finance & Accounting	1.5
4	Business Research Methods	QT & OM	1.5
5	Strategic Entrepreneurship and New Age Business Model	Strategy	1.5
6	Managerial Skills for Effectiveness	Communication & OB & HR	1.5
7	Elective-1: Financial Markets, Institutions and Systems (SAPR)	Finance & Accounting	3.0
8	Electives- 2		3.0
Total Credits			18.0

Electives

From Term-3 onwards in the First Year, students will be required to undertake Electives courses. A student enrolled in the PGDM (FM) programme is required to complete 43.5 credits from the Elective courses spread over Term-3 in the First year, and Term-4 to Term-6 in the Second year of the Two Year Programme. Out of the above, 1.5 credit will accrue in Term-6 from the IIP held in between Term-3 and Term-4. Students will also be required to do a 1.5 credit Lab based Independent Project spread over Term-4 and Term-5 of the programme.

FORE School of Management offers dual specialization to all the students enrolled in the Financial Management Programme. This means that a student may specialize in at most two sub-specialization within the Financial Management Programme. In order to specialize in any Area of sub-specialization, a student will need to take 15.0 credits of electives in the chosen Area of sub-specialization. This requirement of 15.0 credits is both minimum and maximum. The balance 12.0 credits maybe selected from the list of electives offered by Sentient Areas in other programmes. It must be noted that students are not permitted to specialize in any third Area, and as such, he/she will not be allowed to opt for more than 9.0 credits out of the balance credit of courses from any one Area.

The sub-specializations on offer are as follows:

- Investment and Risk Management
- Banking and Financial Services

In order to provide the students opportunities to specialize in the programme, the Finance Area may specify certain Elective courses as Specialization Area Pre-requisite (SAPR) courses that must be taken by those students who have chosen sub-specialization-I or sub-specialization-II.

Following is the List of Electives within each of the above-mentioned sub-specialization

Sub- Specialization wise list of Electives

Note: The list of electives below, including those specified as SAPR, is indicative and tentative. Students may opt for these courses subject to specialization requirements, availability, eligibility, limitations on class size, etc.

AREAS OF SPECIALIZATION and COURSES	Credits
INVESTMENT and RISK MANAGEMENT	
Security Research and Portfolio Management	3.0
Financial Derivatives and Risk Management	3.0
Project Appraisal and Financing	3.0
Quantitative Finance	3.0
Multinational Finance and Risk Management	3.0
Alternative Investments	3.0
Corporate Tax Planning	3.0
BANKING and FINANCIAL SERVICES	
Management of Commercial Banks	3.0
Investment Banking: Corporate Resource Raising from the Capital Market	3.0
Behavioral Finance and Wealth Management	3.0
Management of Financial Services	1.5
Structured Products	3.0
Credit Risk Modeling	1.5
Enterprise Risk Management	1.5
Courses Common to Both the Sub-specialization	
Financial Markets, Institutions and Service (SAPR)	3.0
Lab Based Independent Project	1.5



CENTERS OF EXCELLENCE

Centers of Excellence have been established at FORE in the various areas of expertise and knowledge accumulated by its faculty.

Centers of Excellence	Objectives	Head of the Center
Center for Entrepreneurship Development	Aims to promote entrepreneurship by creating a conducive ecosystem for the management students to develop their creative ideas into brilliant business plans such that they are motivated to come up with their start-ups. The centre carries out a calendar full of activities related to entrepreneurship round the year. Besides 'awareness camps & competitions', workshops like 'idea generation to opportunity evaluation' and 'business model & plan' are conducted along with 'seminars on funding to make students aware and capable of developing a 'Business Plan'. These activities for the students foster creativity & innovation and helps them to develop an entrepreneurial mindset.	Prof. Anita Tripathy Lal
Center for Psychometric Testing and Research (CPTR)	CPTR is an intellectual space in psychometric research and testing at FORE. In collaboration with other reputed institutes renowned in the area, CPTR promotes education, research and training in psychometric research. With its in-house trained faculty, the Centre conducts research, workshops, management development programs, consultation, training, etc. Ongoing research has been carried out by the Centre which deals with development of psychometric tests of intrinsic motivation, an important aspect of people management at work. CPTR conducts programs, for students, researchers, faculty members, and for corporate professionals, related to psychometric research, and assessment, and effective application.	Prof. Prachi Bhatt
Center for Sustainable Development	Center for Sustainable Development (CSD) was founded in the year 2012 with a vision to carve out innovative solutions to address the challenges faced by business and society in the area of sustainable development. CSD partners with national and international organizations to document, research, build capacity and penetrate knowledge that have an impact on social, economic & environmental aspects of business, society and public policy.	Prof. Shallini Taneja



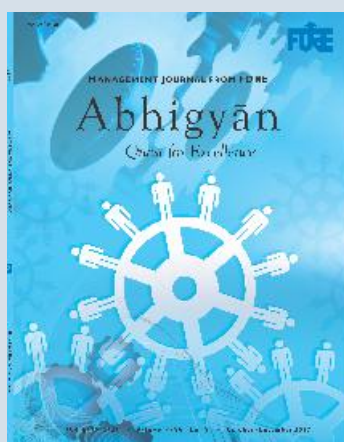
CENTERS OF EXCELLENCE

Center for Customer Management and Analytics	Center for promoting research, consulting and training in the critical areas of customer understanding, attraction, retention and loyalty etc. Focus on Big Data related technologies and AI.	Prof. Ashok Kumar Harnal
Center for Operations and Supply Chain Management	To provide a platform for creating and exchanging knowledge in the area of operations management through research, consultancy and industry interactions. The Key Focal areas are supply chain, transportation, technology, innovation, manufacturing, services across different industry verticals like power, retail, agri and infrastructure. It also explores operations interface with other functional areas like Information Technology, Finance and HR.	Prof. Mohita Gangwar Sharma
Center for Digital Innovation	Serves to leverage intellectual capital across academia, industry, and government. Focuses on the study of emerging digital technologies and the impacts of digital innovations on business functions, firm strategies, and policy across a number of industry verticals. The center's mission is to disseminate scholarly research, to connect research with practice and policy, and to foster experiential learning for students.	Prof. Rakhi Tripathi

PUBLICATIONS OF FORE

Foundation for Organisational Research and Education (FORE) is committed to the advancement of Management Education, Research, Training and Consultancy. Incorporated in 1981 in New Delhi, India as a non-profit institution, FORE has been working with industry and academia for developing new domains of managerial thought and education in the fields of General Management, Human Resource, Finance, Operations, Marketing, Information Technology, Economics and International Business.

Abhigyan



Abhigyan is the quarterly Management Journal of FORE. It was launched in January 1983 as a bi-annual issue. In celebration of its tenth anniversary, it switched to a quarterly publication mode. It has been in print for thirty-six years. The journal follows a two tier blind review. The target group of *Abhigyan* is distinguished academics and the practitioners of management. Having a brand name among its peer group it emphasizes on original ideas. *Abhigyan* continues to be listed/indexed in GALE-Cengage Learning (Farmington Hills, USA), Cabell's Directory of publishing opportunities in management of Cabell Publishing Inc. (Texas, USA), Ulrich's International Periodicals Directory, USA, Indian Citation Index, i-Scholar and J-Gate. *Abhigyan* is listed in the approved list of journals of University Grant Commission (UGC), India.

The journal is currently published under the guidance and editorship of Dr. Vinayshil Gautam.

FOREprints

FOREprints is a newsletter published quarterly with an aim to disseminate information about various happenings at FORE to corporate, alumni, other B-Schools besides to FORE students and faculty. It keeps everyone abreast of the latest happenings at FORE like the *Anubhuti*s, Genesis, seminars and conferences, achievements of students and faculty, etc.

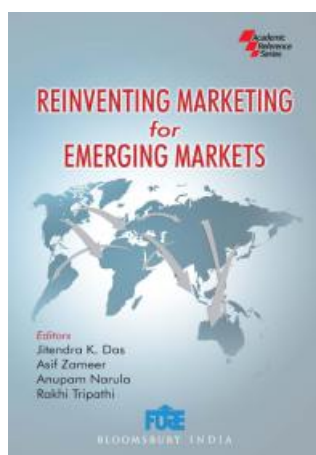
Working Papers

In 2011-12, FORE launched its Working Paper Series an initiative to publish the first outcome of research by the FORE faculty. So far, one hundred and eighty five (185) working papers have been published (the list of working papers is available on FORE website).



Books

FORE has also come out with books, some of which are Longitudinal Thinking-Best of *Abhigyan* (Volume-I, 1983-1997 and Volume-II, 1998-2012), Reflections on Chinese Management Style and Business Ethics; Malaysia: Challenges and Perspectives; Reinventing Marketing for Emerging Markets; Business Sustainability Challenges and Issues; Reviving Italy: Reflections; Emerging Horizons in Finance; Competing through Operations Excellence: Agility, Adaptability & Analytics; Vietnam: The Emerging Asian Star from A War - Stricken Nation ; Riding The New Tides - Navigating the Future through Effective People Management etc.



THE FACULTY

Communication



Prof. Anita Tripathy Lal
Ph.D. (IIT-Kanpur); Certified Mentor (London Business School)
Experience: Over 21 years

Dr. Anita Tripathy Lal is a Professor at FORE School of Management, New Delhi. Her expertise lies in the areas of Business Communication, Leadership & Entrepreneurship. She is a Ph.D. from IIT Kanpur and has about 23 years of work experience in the areas of teaching, training, research and consultancy. She also has the experience of teaching for three years as visiting faculty at IIT Delhi and IIT Kanpur. Besides this she has also taught at IIFT, Delhi and IIM, Ranchi. She has been a part-time consultant for 2 years to NTPC's World Bank funded projects on Environmental Impact Assessment.

Connecting with the corporate is her forte. She has also conducted number of Management Development Programs and workshops in the areas of her expertise Business Communication and Entrepreneurship for corporate professionals from Private & Public Sectors, MNCs & NGOs along with numerous officials from State Trading Corporation, Indian Statistical Service, Indian Forest Service and Indian Administrative Service. She has keen interest in personality development and research related activities. She has national and international research papers to her credit.

In 2011-12, she has received certification on 'Mentor Development Program for Entrepreneurs' jointly from London School of Business and National Entrepreneurship Network. Being a certified mentor she has been successfully mentoring entrepreneurs. Her passion though, remains 'Student Start-ups'. She has been felicitated by TiE New Delhi for her contribution as a Mentor to the TiE Young Entrepreneurs (TYE 2014-15). She has also been on the 'Mentoring Board' of IIT Kanpur Entrepreneurship Cell. Besides teaching the MBA students at FORE, she has taken on key administrative responsibilities such as - Program Director ABN Amro Executive Education, Chair Library, Chair Placements, Area Chair Communication and currently she is the Professor In-Charge of the Centre for Entrepreneurship Development at FORE.



Prof. Reeta Raina
Ph.D. (Thapar University, Patiala); M.Phil. (Eng. Literature), Kashmir University
Experience: Over 31 years

Prof. Reeta Raina has over 31 years of teaching, training and research experience. She has publications majorly in top International refereed journals and she has 30 citations in top referred international journals. She has a research book to her credit titled "The Constitutive role of Communication in Building Effective Organizations" published by LAMBERT - an International publishing company. She has presented papers in various international conferences and has been given the best paper award as well as best presentation award. She is into corporate training as well and her forte lies in experimenting successfully with different pedagogical tools. Presently, she uses theatre based activities that should help future managers build distinctive skills. Her research is interdisciplinary that includes employee engagement, work

engagement, organizational communication; non-verbal communication, Organizational effectiveness, listening skills etc. She is also the recipient of the Best Professor award in HRM by National Education Award sponsored by Headlines Today. Her earlier assignments were with MDI, Gurgaon and Thapar University, Patiala. She has been the visiting faculty at IIFT and IIITM.



Prof. Sriparna Basu
Ph.D. (University of Illinois, at Urbana-Champaign, USA); M.A. (Cultural Studies), University of Illinois, at Urbana-Champaign; M.A. Jadavpur University, Calcutta (Gold medalist)
Experience: Over 17 years

Dr. Basu has been involved in research, teaching and consulting work for over 17 years. She has presented research papers in 16 national and international conferences. She is widely published -- her contributions include research papers, cases, book chapters published in several national and international peer reviewed journals and books. She has also published numerous articles in the national dailies. Her current research contributes to the interdisciplinary scholarship on globalization by examining the multiple forms of globalization and evolving socio-cultural identities exhibited by the emerging market multinational companies. She is also interested in exploring the interaction between cultural theory and organizational communication and the widening of reflexive practices in cross-border mergers and acquisitions. She has won a number of awards at prestigious international case study competitions for her contributions.

Her training interests span the domains of HR and Communication. She has conducted training workshops on change communication, cross-functional team work, appreciative inquiry, change communication, crisis communication, leadership and ethics, cross-cultural communication, and issues of gender in the workplace.

She has been involved in training and consulting activities with a number of public and private sector organizations such as ONGC, NHPC, IFFCO, Indian Oil, Power Grid, Aviation Academy of India, Punjab National Bank, Tata Motors, Food Corporation of India, Indian Institute of Public Administration, British Council, Relaxo, Indian Military Academy Dehra-dun, and also start-up organizations such as Unified Vision Capital and Adventure Private Limited.

She has previously taught at IMI, Delhi, Indian Institute of Foreign Trade, Delhi (Visiting), IIT Kharagpur, and University of Illinois at Urbana-Champaign, USA. She also a visiting faculty with IIM, Sambalpur.

Economics & Business Policy



Prof. Shallini Taneja
FPM (Ph.D.), (Management Development Institute - MDI Gurugram); M.Phil. (Economics), Madurai Kamaraj University; MBA, Vinayak Mission University; M.A. (Economics), Punjab University
Experience: Over 14 years

Prof. Shallini Taneja is having 14 years of experience in teaching, research and industry. She is a fellow from Management Development Institute (MDI), Gurugram. She is the recipient of sponsorships from ISDRS at

Columbia University and The Wharton School, U.S.A. for paper presentation and attending the conferences. She has taken lectures as guest faculty at St. Mount Mary's University, USA and The Indian Institute of Corporate Affairs (IICA) under aegis of The Ministry of Corporate Affairs, GOI on CSR. She is the reviewer and guest editor of various national and international journals for various publishers such as SAGE, Emerald and Springer. She has conducted the International Training Program for EMBA Batch from Sichuan University & the workshops, Management Development Programmes on Corporate Social Responsibility (CSR) for the middle level and senior managers as well as for the Executive Directors for the various companies like NHPC, GAIL, IRCTC, J.K.Cement, EXIM BANK, SBI etc.

Teaching/Research Areas: Corporate Social Responsibility, Business Environment, Corporate Social Performance, Stakeholder Management and Business Ethics.



Prof. Basant K. Potnuru

Ph.D. (JNU, Delhi); M.Phil, JNU; M.A. (Economics), Berhampur University; B.A. (Hons.), Berhampur University
Experience: 14 years

Dr. Basant Potnuru has 14 years of work experience in teaching and research both in the Government and private institutions. He has worked with the India Centre for Migration, a leading Think-tank of the Government of India on International Migration of people. As Head of Projects Division, he had conceived and implemented 2 prominent research and capacity-building projects on India-EU migration. He authored the first-draft of the Common Agenda on Migration and Mobility (Camm), which the Government of India signed with the European Union in 2016. He has authored many policy briefs and published research papers on the economic growth, demonetization, health and International migration of people in the national and international peer-reviewed journals and books.

Finance & Accounting



Prof. Vinay Dutta

M.Com. (University of Delhi); 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. Amrish Gupta

Ph.D., M.Com., FCA, CCIT (IBFD, The Netherlands)

Experience: Over 35 years

Possesses over 35 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 1 scholar from Jamia Hamdard University completed under his supervision. Member of Doctoral Committee, Department of Management, Jamia Hamdard University and Capital Market Committee, PHD Chamber of Commerce and Industry.



Prof. A. K. Puri

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

Experience: 41 years

Dr. A. K. Puri has been Director General of Institute of Technology and Science and Fortune Institute of International Business, New Delhi. He has been Professor at IMT Ghaziabad. He has corporate experience of 14 years in Banking.

He has received ASSOCHAM Education Excellence Award as Best Faculty for Career Development Skills, Best Professor in Financial Management in Asia's Best B-School Awards, DNA & Stars of the Industry Group Innovative B-School Awards for B-School Professors Who Continuously Innovate in Style & Substance for Academic Excellence, Dewang Mehta Business School Award for Best Teacher in Financial Management & Best Management Educator Award by World Management Congress.

Prof. Puri has been teaching PGDM students at premier Business Schools and conducting training for working executives and faculty in Commercial Banking, Management of Financial Services, Forex Management, Risk Management, Financial Derivatives, International Financial Management, Corporate Finance, Security Analysis and Portfolio Management, Entrepreneurship Development and International Business.



Prof. Himanshu Joshi

Ph.D. (CCS University Meerut); MBA (Finance)
Experience: Over 17 years

Himanshu Joshi holds PhD degree with his thesis focusing on Disinvestment, and Financial Performance of Indian Public Sector Enterprises. He has completed Management Teachers' Programs on Strategic Management from IIM Bangalore, and Mergers, Acquisitions & Valuations from IIM Calcutta and certificate courses in International Finance and Financial Technologies from Nanyang Business School, NTU, Singapore. He has more than 17 years of experience in Teaching Corporate Training, and Research. He has published extensively in the areas of Disinvestment and Firm Performance, Integrated Risk

Management and Financial characteristics of Firms, Portfolio Management, International Corporate Finance, Stock Options and Volatility of Underlying Assets, Stock Options and Firm Level Innovations, Foreign Exchange Risk Management, and Cross Listing of Stocks & Firm Performance in peer reviewed reputed national and international journals. He has successfully developed and delivered open Management Development Programs in the areas of Risk Analysis, Enterprise Risk Management, Foreign Exchange Risk Management, and Spreadsheet Modeling for Business Valuation, Financial Modeling, Financial Reporting as per Converged Indian Accounting Standards, and Strategic Finance.



Prof. Piyush Pandey

Ph.D. (Delhi University); 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. 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 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".

Information Technology



Prof. Sunita Daniel

Ph.D. (IIT Kanpur); M.Phil. (Department of Mathematics), University of Madras; M.Sc. (Mathematics), B.Sc. (Mathematics), University of Madras
Experience: Over 21 years

Having been in teaching and research for over 21 years, she is passionate about her subject, and sharing it with others. Extremely versatile in her interests, her research has covered a wide range of topics, from abstract algebra to creating algorithms for designing curves during her PhD, even venturing into disease modelling and epidemiology. She has experience in teaching Statistics and Data Analytics courses for the last five years.

She has presented various research papers at international conferences held at Dubai, Malaysia, Turkey, China and Switzerland, and has also published her research work in reputed international journals. Her current areas of interest include Computer Aided Geometric Design, Mathematical Modelling of Non-Linear Dynamical Systems, Big Data Analytics and Decision Science.



Prof. Ashok Kumar Harnal

M.Phil. (Social Sciences), Punjab University Chandigarh; MA (Economics); Diploma in Project Management, Punjabi University, Patiala; B.Tech, IIT Delhi; Diploma in Project Management, Punjabi University, Patiala
Experience: 31 years

Expert in Big Data and Data Analytics. Extensively taught faculty and students on the subject of big data technology and analytics. Participated in various machine learning competitions with real world data in areas of business, environment, marketing and advertisement. Have

set up fully functional Big-data laboratory. Long experience in working with Opens Source Systems. Have published two books: one Linux Applications and Administration and the other Techniques of Game Programming; both published by Tata McGrawHill. Conceived, planned & implemented in Defence Estates three country-wide information systems: Raksha Bhoomi to computerize land records; Knowledge Management of land-title related files/ maps in all Defence Estates offices; and Setting up of a Disaster Management organization, Archival Unit and Resource Center, at Delhi for safe storage of land-title related records in paper, digital & microfilm forms.



Prof. Rajneesh Chauhan

Ph.D. NLU-IMT Ghaziabad; PGDBM, IMT Ghaziabad; B.Tech (Electrical), National Institute of Technology, Hamirpur
Experience: 23 years

He is a seasoned Industry veteran with 25 years of experience. For the past five years, he is with FORE where he is a Professor. Prior to joining FORE he worked in Infosys Limited, At Infosys, he was the "Operations & Strategy" Head for Enterprise Solutions, a business unit with annual revenues of 1,000 Million USD, ten thousand employees and a CAGR of 33%. He was a part of Infosys Senior Management, was one level below the Infosys Executive Board and reported into the Board Member of Infosys China. With more than two decades in the area of Operations Management, Consulting and Technology, he has worked extensively with Fortune 500 clients across Asia-Pacific, Europe and Americas. His interest areas include IT Management, Consulting, Operations Management, AI/Machine Learning, Outsourcing, Program Management & ERP.



Prof. Shilpi Jain

FPM, MDI-Gurgaon; M.Tech (Information Systems), NSIT, Dwarka; MBA (Marketing) Institute of Management Science & Productivity Research, Delhi
Experience: Over 20 years

Shilpi Jain has been serving as a Professor of Information Technology & Systems for over 20 years with several National and International Institutions. Currently, she is a Professor of Business Administration in the Information Technology Department at FORE School of Management, and the faculty chair of Computer Center Advisory and Purchase Committee. She also serves on the institutions' Research Committee. She is also a co-chair of a funded longitudinal policy research project which aims to evaluate the impact of internet connectivity in rural India and its' influence on the regularization of Rural Telecom ISPs. One of her teaching case studies has won third place in the WDI 25th Anniversary Case Writing Competition and received the third place prize award of \$1,000 USD (2018).

During her stint at Infosys Research Labs, she has designed prototypes for virtual team training platform enabling paired programming, country risk analysis framework, and dynamic resource sharing across geographies. She is a subject matter expert in crafting global learning & development strategy for technical and non-technical working professionals in various IT, Project Management and Analytics domain such as Business Analytics, Business Statistics, Cloud Computing, Project Management, Software Engineering, Enterprise Systems etc.

She has been presenting her research papers in many prestigious International Conferences such as PACIS, AMCIS, ANZAM, ICSE etc. She has published her research work in peer reviewed international journals and case centers of repute like Ivey, Publishing, Team Performance Management, ACRC, ACRJ, AJMC etc. She is a regular author of technology based articles in National Newspapers in India.

She has chaired several in-company, class room based and online executive programs in E-Commerce Strategies, Advanced Excel, Data Analytics & Visualization, Disruptive Technologies, Sales & Distribution Analytics, Summarization, and Business Storytelling with Data.

Besides having interest in academics and research she is a creative individual who likes to design, holds passion for travelling, learning about diverse cultures and their cuisines.



Prof. Rakhi Tripathi
Ph.D. (IIT-Delhi); MS (Computer Science),
Bowling Green State University (University of
Maryland System)
Experience: Over 10 years

Dr. Tripathi is an expert of Digital Innovation and Technologies. Her Ph.D. was on E-government and she worked on prestigious research projects at IIT Delhi. Several research papers have been published in national as well as international reputed journals and books. Currently she is working on international research project from British Academy, UK. She is working with faculties from King's College London and London School of Economics UK.



Prof. Somayya Madakam
Fellow (NITIE), Mumbai; MBA (IT+HR)-
Andhra University; B.Tech (Computer Science
and Systems Engineering)-Andhra University,
Visakhapatnam
Experience: 6 years

Qualified UGC-Junior Research Fellowship and Lectureship. He worked for Tata Institute of Social Sciences (TISS), Mumbai, circa six years as a Systems Analyst-cum-Programmer. Due to keen interest in research and academics, in 2012 he joined in National Institute of Industrial Engineering (NITIE), Mumbai for doing Fellow Program in Management. His thesis titled on "Internet of Things (IoT) Technologies in Smart Cities: An Exploratory Study in India". During his Fellow Program period, he presented his academic research work in both Inter/national conferences including at Bangkok (Thailand), Dubai (UAE), Alicante (Spain), Fairfax (USA) and Porto (Portugal). He also published more than 20 articles together with journals, book chapters and posters. He is upcoming evangelist on "The New Language of Publications".

International Business



Prof. Sudeep S.
Ph.D. (Cochin University of Science and
Technology-CUSAT), Kochi; MIB, SMS, CUSAT-
Kochi; CISA, ISACA, US; ISO 27001 LA, IQMS,
UK
Experience: 15 years

Dr. Sudeep has 15 years of experience in Information Technology & Management training domain. He has more than 7 years of experience in teaching post graduate management students and nearly 8 years in IT industry. His IT industry experience included software development, project management, information systems audit and information security consulting. He is a Certified Information Systems Auditor (CISA) and ISO 27001:2013 Lead Auditor. His current consulting work area involves design, implementation and auditing of Information Security Management Systems for leading companies. He has been part of ISMS implementation or auditing projects of some of the major Financial, Software and other sectors companies. His teaching interest includes courses like international marketing, international logistics management and international economic organizations.

He has published articles on information security related areas in leading journals & has presented papers on National Seminars. He is a member Association for Computing Machinery (ACM, US) & Information Systems Audit and Control Association (ISACA, US). He was a member of ISACA Cochin Chapter and had held many Board positions including the post of Vice President.



Prof. Savita Gautam
Ph.D. (TERI University); PGDIT (IIFT, Delhi)
Experience: Over 18 years

Prof. Savita Gautam, has corporate experience of over 18 years in the area of International Business. She has worked with large conglomerates like M/s Carborundum Universal, Chennai. She has also worked with couple of start-up companies and has successfully spearheaded their business in the international market. Her consultancy interests are on foreign markets, International marketing, export diversification & operations, and post export incentives.

She has teaching and training experience at Chennai University, MMTC training Center, and Jamia Millia Islamia, New Delhi. She has also conducted MDP Programs in Fore School of Management.

She has published work on environmental measures, particularly the health and food safety Regulations She also has publications in ARTNeT UNESCAP, Bangkok. Her areas of interest are WTO, Trade and Environment issues, Foreign Trade Policy & Non-Tariff measures She can be reached at savita@fsm.ac.in.



Prof. Faisal Ahmed
Ph.D. (MLSU, Udaipur); MIBM, AMU, Aligarh;
Executive Certification in Geopolitical
Analysis, Geneva
Experience: 15 years

Prof. Ahmed's research and consulting areas include economic integration, least developed countries, WTO issues, and trade & geopolitics of Indo-Pacific. He held the position of consultant to the United Nations Economic and Social Commission for Western Asia and other organizations, and has also led projects supported by the Ministry of Commerce & Industry, Govt. of India. He has published several research papers, book chapters, and monographs. He is the author of the textbook Business Environment: Indian and Global Perspective published by Prentice-Hall (PHI) publications. Dr. Ahmed's numerous articles have appeared in The Financial Express, Bangkok Post, Business Standard, South China Morning Post (Hong Kong), The Economic Times, and The Straits Times (Singapore). Also, he has appeared as expert and panelist on Times Now TV, Vietnam TV and the BBC.



Prof. Harshita
Ph.D. (Thesis submitted), IIT Delhi; M.Com.
University of Delhi; B.Com. (Hons.), University
of Delhi
Experience: 2 years

Currently working as an Assistant Professor at FORE School of Management, her Alma Maters are IIT Delhi, Shri Ram College of Commerce and Daulat Ram College. Prior to joining academics, she was associated with Tata Power Delhi Distribution Limited and SATAT (NGO). During her doctoral study, she received travel grant from the Research Promotional Fund (IIT Delhi) for paper presentation at the Economics and Finance Conference, held in London. During her masters, she qualified UGC's NET for lectureship and was awarded JRF for pursuing research anywhere in India. She was awarded CBSE Merit Scholarship for her outstanding performance in the XII Board examination. She secured first position at the district level in the

CBSE X Board examination. She has published articles with journals of international repute and has presented papers at prestigious institutes and societies. Her consulting/research/teaching interest areas are International Finance, Asset Pricing, and Security Analysis and Portfolio Management.

Marketing



Prof. Jitendra K. Das (Director)
Ph.D. (University of Toronto); M.Tech. (Management and Systems), IIT Delhi; B.Tech. (Chemical Engg.), IIT Delhi
Experience: Over 37 years

Has a wide ranging experience of Industry including at WIPRO. He has taught courses at Danube Business School, Danube University Krems, Austria; IIMs at Lucknow, Ahmedabad and Kozhikode; and S P Jain Management Center, Singapore. He has to his credit many national and international publications. He has been a consultant to the World Bank, IDRC (Canada), GWB (for GTZ Germany), Coal India Ltd., GlobeCast India (a division of France Telecom), various ministries of the Government of India, etc., and member of a few policy committees of the Government of India.



Prof. Qazi Asif Zameer
Ph.D. (Hamdard University); MBA, Jamia Millia Islamia; B.E (Mechanical), Delhi College of Engineering
Experience: 30 years

He has more than 16 years of rich industry exposure and over 13 years of teaching experience. He started his career as an Engineer at BHEL, and later on worked in responsible positions in Marketing and Business Development functions for diverse organizations like Gillette, Duracell, Heatly & Gresham, Geep Torches and Amkette Computer Peripherals. His teaching and research interests lie in Advanced Marketing Research, Sales and Distribution, Retailing, Marketing Management, B2B Marketing, Mall Management, Supply Chain & Logistics and Consumer Behavior. He has published a number of research papers in reputed international and national journals and presented his work in various national and international forums. He has travelled extensively across the globe. He is the recipient of Best Case Study Author award from Delhi Management Association. He regularly conducts seminars, MDPs, FDPs and Online Executive Education programmes in the areas of his expertise.



Prof. Freda Swaminathan
Ph.D. (Banasthali University); PGDM (IIM-Ahmedabad); MS (Communications) Illinois State University, USA; BA (Honours) (Economics), Lady Shri Ram College, University of Delhi
Experience: Over 35 years

Dr. Freda Swaminathan has a unique mix of 25 years of industry experience and over twelve years of academics. Her corporate experience includes 18 years of working for ad agencies viz. LINTAS, JW Thompson and also profit-center responsibility, as Vice-President of Advertising & Sales Promotion (ASP - a CK Birla group). She was Head Marketing Communications at Goodyear India Ltd. for 3 years, and was also the Senior General Manager-Marketing at DSS Mobile Communications (a Dalmia Company).

She is a faculty in Marketing, Brand Management, Integrated Marketing Communications and Creativity and Innovation in Marketing. Her areas of interest include the study of creativity and culture in brands and advertising. She has published papers and undertaken a number of workshops and seminars.



Prof. Anupam Narula
Ph.D. (Kanpur University); M.A. (Economics) Kanpur University; PGDBM (Marketing)
Experience: Over 20 years

A Silver Medalist in PGDBM (Marketing) & brings with him more than two decades of rich experience in teaching, research and industry. He was Area Chair Marketing at FORE from 2012-2014. He was also Professor-in-Charge Alumni Relations at FORE for 4 years from 2011-2015 and member of Director's Advisory Committee at FORE for 2 years from 2016-2018.

Prior to joining FORE, he successfully held various administrative & academic responsibilities as Director, Dean, Officiating HOD and Founder for many new Management Education programs. He has presented papers in various reputed international and national conferences and published research papers in refereed journals, magazines, edited books & newspapers. He has travelled extensively all around the globe as part of his research work and is on the editorial review board of two international and three national refereed journals. He is an IVEY Business school trained faculty in Case teaching and Writing techniques.

His teaching, training and research areas of interest include Consumer Behavior, Service Marketing, and International Marketing.

He has conducted many MDPs for corporate executives in both public and private sector organizations and can be reached at <anupam@fsm.ac.in>.



Prof. Payal S. Kapoor
Ph.D. (IIM-Indore); MBA (Communications), Symbiosis Institute of Business Management, Pune
Experience: Over 10 years

Dr. Payal S. Kapoor has completed her Fellow Programme in Management (Ph.D.) from Indian Institute of Management Indore. She has over 10 years of experience. She has six years' experience in the industry handling various leadership roles in the function of Sales and Marketing and rest in academia. Her last industry assignment was with Entertainment Network India Ltd. (Radio Mirchi, Delhi) as Group Manager (Corporate Vertical). Prior to that she has worked in Bharti Airtel Ltd and ICICI Bank. Her academic experience is over four years where she has taught several foundation as well as elective courses in Marketing. She has taught both post graduate program students as well as executive students. She has successfully completed several Management Development Programs for organizations on Digital Marketing, Social Media Marketing and Social Listening.

Her research interest is understanding consumer online behavior, specially focused on brand-related consumer to consumer communication. Recently she presented her research article titled "Can you handle the truth? A study of the antecedents and post-behavior rationalization of deceptive eWOM" at the prestigious Marketing Management Association's 2018 Spring Conference held at Chicago, United States of America. Prior to this she presented her research article, titled "Impact of Anonymity and Identity Deception on Social Media eWOM", at the 15th IFIP conference the med - Social Media: The Good the Bad and the Ugly, September 2016, Swansea, United Kingdom. Her research thesis is centered around understanding electronic word-of-mouth behaviour on social media. She has presented her research work in prestigious national and international conferences and was presented with the "Best Paper- Entry Research Track" Award at 6th IIMA Doctoral Colloquium, Indian Institute of Management Ahmedabad (2013). She has published her research work in

reputed national journals. She is also the recipient of the esteemed 'The Mike Davidson Shield for Leadership and Focused Approach' by Dr. S. B Majumdar, Dean Symbiosis International Education Centre (2004).

Organisational Behaviour & Human Resource



Prof. Sanghamitra Buddhapriya
Ph.D. (FMS- Delhi University); Post-Doctoral (Mc Master University, Canada)
Experience: Over 22 years

Recipient of prestigious Shastri Indo Canadian fellowship for pursuing her Post-Doctoral research at Mc Master University, Canada. She is also a Gold medalist in M.A in Personnel Management & Labour Welfare.

She has more than twenty two years of experience in teaching, research, training and consulting. She teaches courses at the post graduate level. Her research interest lies in mentoring relationship, diversity management, and gender issues in management, work-life balance, and stress at work. Prof. Sanghamitra conducts wide range of open and in-company management development programmes across level for leading public and private sector organizations like Engineers India Ltd, Powergrid, ONGC, NHPC, MMTC, SAIL, THDC, NBCC, LNG Petronet, Sentiss Pharma, ITD Cementation to name a few. She has authored two books and published many research papers in refereed journals. She has also presented papers in National and International conferences.



Prof. Neeraj Kumar
PG Diploma (Social Welfare), Calcutta University; PGDM, FORE School of Management; B.Sc. (Physics), Delhi University

Neeraj Kumar has more than 35 years' experience, 27 of those in industry and consulting and 10 years in teaching. As AGM (Corporate HR), Neeraj handled functions like

Strategic HRM, Performance Management and Organisation Development. He was actively involved in the design and implementation of initiatives for management of change in the larger organisation and the supporting systems such as Performance Management, Systematic Training etc.

Neeraj Joined FORE School of Management as an Associate Professor in June 2008 and has been teaching subjects like HRM, Organisation Design and Change, Performance and Compensation Management, Training and Development, Employee Relations and Employment Related Law. He has co-authored a book on Employee Relations Management, published by Pearson Education.

Neeraj has designed and delivered a large number of training programmes in leading Indian organisations on topics related to leading, teaming, training, negotiating and HRM.



Prof. Subir Verma
FPM (Ph.D.) IIM Ahmedabad; MA (Gold Medalist) & M.Phil, Delhi University
Experience: 26 years

Prior to joining FORE, Prof. Verma has worked in IIM Ranchi, IMI Delhi, MDI Gurgaon and Delhi University. He has been the Dean, Corporate Relations, Placements & Alumni Affairs at IMI Delhi, Dean Academics at IIM

Ranchi, Chairman, Corporate Relations & Placements and Chairman, PGDM at MDI Gurgaon. He has designed and

conducted MDPs for Top/Senior Management of several organizations such as ONGC, SAIL, IOC, RBI, SBI, Maruti, IPS etc. He has also conducted Negotiation Skills Workshops for several companies such as Aviva, Baxter, Coca Cola, HP, IOC, Intel, NDDDB, Pepsico, Siemens etc. Prof. Verma has consulted with the World Bank, Jharkhand Government, National Geographic Channel, National Insurance, Nestle, Siemens Power, GETIT etc. He has authored 4 books and presented his research papers in International conferences such as AOM, APROS, IHRM, EGOS etc. He is a Principal Member of the Bureau of Indian Standards (MDG-12), NHRDN, AOM and APROS.



Prof. Prachi Bhatt
Ph.D. (MLSU, Udaipur); MHRM, B.Sc. (Env. Sciences), M.L. Sukhadia University, Udaipur
Experience: Over 10 years

Dr. Bhatt is certified in Negotiation Research and Teaching from one of the world's best B-Schools - Kellogg School of Management, Northwestern University, USA. Her corporate association covers projects with Zydus Cadila

Healthcare Ltd., Ahmedabad, GCMMF Ltd., Anand, and Indraprastha Apollo Hospitals, New Delhi. She is an active participant in conferences & seminars and has papers to her credit and has published in National and International refereed journals of repute. Recently, she also won "Best paper" award for her work presented in an international conference in Sydney, 2018. She has also co-authored a book titled "Riding the New Tides: Navigating the Future Through Effective People Management", published by Emerald Publishing (India) in 2017. She also has to her credit book-chapters in the books published by Emerald Publishing (India), Bloomsbury Publishing houses. Her interest (research, teaching, & training) areas are: Negotiation Skills, Individual and Group Behaviour at work, Competency Mapping and Assessment and Application, Intrinsic motivation, Organisational cultural transformation, Conflict Handling, Cross-cultural sensitivity, Psychometric Research, and allied aspects are her primary interests.

She has designed and organized training programs, both in-house and open programs, for corporate executives- across management levels in both public and private sector organizations, to name a few- NHPC, LNG Petronet Ltd., Power Grid Corporation of India, ONGC, ONGC Videsh, OMPL, THDCIL, Idea Cellular, Apollo Tyres, De La Rue Cash Processing Solutions India, PNB, Engineers India Ltd., IFCCO.



Prof. Bishakha Majumdar
FPM, (IIM Indore), UGC-NET (Labour Welfare, Management); M.Sc. (Applied Psychology) & B.Sc. (Psychology), University of Calcutta
Experience: 3.5 years

Prof. Bishakha Majumdar has remained a faculty of Psychology at the University of Calcutta, an UGC Project Fellow, and a Master Trainer for HIV/AIDS counsellors under the

World Bank GFATM Programme. She has several national and international publications in Organizational Behaviour and Psychology. Her works have been recognized with, among others, the William Davidson Institute Best Case Award 2018, IASTEM Excellent Paper Award 2017, Honourable Mention (ISB-Ivey Global Case Competition 2015), the NAOP Best Management Research Award 2013, JIAAP Best Publication Award 2012, and the Young Scientist Award, 2011 (Indian Academy of Applied Psychology). She has conducted MDPs with organizations such as Coal India, Oriental Insurance, NHPC, Relaxo Footwear, and Employment Exchange, on topics such as mentoring, leadership, team building, interpersonal skills, stress and time management, and HR Analytics.

Quantitative Techniques and Operations



Prof. Hitesh Arora
Ph.D. (University of Delhi), NET (JRF)
Experience: Over 18 years

Prof. Hitesh Arora is a Professor in the area of Quantitative Techniques/Operations Management at FORE School of Management, New Delhi. A graduate in Mathematics and a post graduate in Operational Research from University of Delhi, he has earned his Doctorate in Mathematical Programming from Department of Operational Research, University of Delhi. He has qualified National Eligibility Test (NET) conducted jointly by CSIR & UGC for Lectureship with Junior Research Fellowship (JRF) in Mathematical Sciences. He started his teaching career from University of Delhi and taught subjects like Optimization, Queuing Theory, Inventory Management and Statistics besides guiding students in their project work. Prof. Arora has also worked as an Actuarial Consultant with a UK-based MNC. As an actuarial consultant, his work involved Data Modeling and Reserving for Personal and Commercial Lines of different UK-based insurance companies. He has over seventeen years of experience in academics and industry. Prof. Arora has worked immensely in the area of Mathematical Programming and his present areas of research interest are measurement of Productivity, Service Quality and effect of information technology in Indian banking sector. He has to his credit, a number of research papers in national and international journals of repute. He has also conducted various Management Development Programmes (MDPs) in Decision Making Techniques for Managers.



Prof. Kaustav Kundu
Ph.D. (Politecnico di Milano, Italy); M.Tech. (Industrial Engg.), IIT Delhi; B. E. (Production Engg.), Jadavpur University
Experience: 4.4 years

Prof. Kaustav Kundu has worked for 4.4 years in GENPACT (a subsidiary company of GE) in Supply Chain Analytics. He was selected by the European Commission to carry out Ph.D. in Management Engineering in Italy. During his doctoral programme, he had the privilege to present his research papers in many prestigious international conferences like POMS, IEEE, etc. During his Ph.D., he went to another university, University of Groningen, the Netherlands, for 6 months. He has published his research work in peer reviewed journals of international repute.

He is also actively involved in corporate consulting having consulted projects for small and medium scale industries using Lean Six Sigma tools. At FORE School of Management, he is involved in teaching "Introduction to Operations Management", "Global Supply Chain Management", etc.



Prof. Vinaytosh Mishra
Ph.D. (Thesis Submitted), IIT (BHU); MBA, MNU; PG Diploma (Statistics & Computing), ISC-BHU B.Tech (ECE), IIT (BHU);
Experience: 10 years

Prof. Mishra has more than ten years of experience in industries like Manufacturing, Financial Services, Software and IT and have worked with reputed companies like FIITJEE Edusoft, Religare, Rosenthal India and Jindal ISPAT. He has worked as founding team member for start-ups in healthcare, pharmaceuticals and IT. He has also been a visiting faculty at IMT-

Ghaziabad, IMI-Delhi and CIMP-Patna for courses in Marketing and Operation Management.

His research interest areas include Healthcare Operation Management, Supply Chain Management, TQM, Multi Criteria Decision Analysis, e-Commerce, Digital Marketing and Web Analytics.



Prof. Mohita Gangwar Sharma
FPM (IIM-Lucknow); MPIB (IIFT-New Delhi)
B.Tech. (Electrical) IIT-BHU, Varanasi
Experience: Over 21 years

Prof. Sharma has more than 21 years of experience in the Industry and Academics. She is the recipient of the coveted Chevening Rolls-Royce Science and Innovation Scholarship at SAID Business School, University of Oxford and N.T.S.E scholarship. She has worked in BHEL (Transformers), Indian Airlines (Materials Management Deptt.). She has published widely in Reputed International Journals and case studies. She brings the rich experience of the industry and tough academic rigor to her research. Her current areas of research include Innovation, Technology Management, Service Operations, Operations Strategy, Product Service Systems, Humanitarian Supply Chain and Sustainable Operations.



Prof. Sumeet Kaur
Ph.D. (Saurashtra University); M.Phil (Statistics); M.Sc Gold Medalist (Statistics), Gujarat University
Experience: Over 13 years

Associate Professor has over 13 years' research and teaching experience. She has organized workshops on Decision Sciences and its management applications like business research methods, advanced excel techniques for managers of public and private sector organizations. She has also conducted Management Development Programs on topics like applications of qualitative techniques in competence mapping, simulation techniques and Data management using Excel. She has conducted Faculty Development Program on Analyzing Multivariate Data using SPSS, SPSS and Research Methodology. She has also been involved in case development and her cases are published in European Case Clearing House. She has coauthored a book and also authored chapters in the book. She has research and consulting interests in Reliability and Life testing, Business Forecasting, Managerial Decision Making, Quantitative Techniques in Advanced Marketing Research, Multistage Sampling Methods, etc.



Prof. Alok Kumar
Ph.D. (University of Delhi); M.A. (Operational Research), University of Delhi; B.A. (Hons.) (Mathematics), University of Delhi;
Experience: Over 5 years

Prof. Alok Kumar's area of research interest is developing mathematical models in the field of inventory management and has published numerous research papers in refereed journals of national and international repute in the field of developing models for integration of innovation diffusion theory with Inventory Management. He has several years of teaching and research experience. Prior to FORE he has taught many papers in the area of business management such as Business Statistics, Operations Research, Business Research Methods and Operations Management in different management colleges. There are 15 articles which have been published (accepted for publication) in international Journals of high repute, several articles are published in conference proceedings, numerous articles are published as book chapters,

three articles are published as working papers and few articles have been communicated in different international journals of high repute. Dr. Kumar has also conducted MDP in the area of decision making through quantitative techniques and FDP on Machine Learning & Data Analytics.

Strategy Management



Prof. Anil Kumar Singh

Ph.D. (University of Lucknow); UGC-NET; PGDBM (Marketing); MBA (Finance); M.Phil. (Labour Studies), LL.B. (General), Kanpur University
Experience: 24 years

Experience of around 24 years is a PhD from University of Lucknow. His 7 years were spent in industry and from December 1999 got full time involved in teaching at master's level. Has attended eight management teachers programme (MTPs) under the aegis of Strategic Management Forum (SMF) from various IIMs. He has also successfully completed six months course on Small Industrial Enterprise Management course from IIT Kanpur and is also a certified assessor from Joint Accreditation system of Australia and New Zealand. With two edited books he has more than 15 publications in National and International Journals.

Area of interest- Strategic Change, CI, Strategist Toolkit.



Prof. Muqbil Burhan

Ph.D. (IIT Delhi); MSc., M.B.A. (I.B.), NET (UGC-CSIR)
Experience: Industry (20 months); Teaching & Academic Research:- 5years

He has a rich industrial experience as Intellectual Property Rights (IPR) expert. Worked on several projects in public and private sector and conducted various Management Development Programs for senior and middle level

managers of various organizations like ONGC. He also worked with Chair Networking Industries at EPFL Switzerland on digitalization of postal sector. He has several National and International academic publications to his credit. Co-edited a book "Postal Services in the Digital Age", sponsored by United Nation's Universal Postal Union. He teaches Strategy Management, International Business Strategy, Mergers & Acquisitions, and Strategic Alliances. His research interest areas are Strategy Management; Technology Management; Intellectual Property Rights and Technology Innovations. His consulting interest areas include Technology Management; Intellectual Property Rights and Innovations; competitiveness in SME; Strategic Change.



Prof. Mukul Joshi

Ph.D. IIT Kanpur; MBA, IIT Kanpur; B.Tech. (Mechanical Engg.), NIT Jalandhar
Experience: 7 Months

He has a PhD in the area of Entrepreneurship and Innovation where he studied the context of innovative new venture creation. His research aims to develop insights about innovative new ventures in a variety of contexts through the narratives by practitioners and share these insights with the budding entrepreneurs, innovators, and students in the classroom. He has presented his work at reputed international conferences organized by Strategic Management Society (SMS) and Australian Centre for Entrepreneurship Exchange (ACERE). He has been awarded Junior Research Fellowship (JRF) by the University Grants Commission (UGC). Prior to his PhD, he was an associate consultant with Infosys Limited.

Research Interest Areas: Innovative New Ventures, Entrepreneurship, Alternate Paradigms of Inquiry, Qualitative Research Methodology.

Consulting Interest Areas: New Venture Creation, Strategic Innovation Management, Qualitative Research





Beyond The Classroom

Student Council Activities

Student activities form an integral part of the curriculum at FORE. Students are encouraged to enhance their innovative managerial and leadership skills through organizing independently a series of events throughout the year. This gives them real-time experience of interacting with corporates, working in teams, planning and coordinating budgets, managing time, making critical decisions, etc. Some of the diverse activities organized by different committees of the Student Council are:

ANTAR

ANTAR is a Social Committee of the FORE School of Management. Team *Antar* was established in February 2009 with a vision to bring smiles on thousands of faces. The mission of the *ANTAR* is to be the catalyst to drive those who are socially aware and be a medium of awareness for the incognizant. Being managers who would be molding the world for future generations, we understand and imbibe in them the concepts of giving back to society through the various activities that team *ANTAR* undertakes. Over 9 years, team *ANTAR* has established tie ups and linkages with various NGOs and reputed non-profit organizations in pursuance of its social objective.

Various events organized by *ANTAR* are as follows:

Rakhdaan (Blood Donation)

The basic motto of RAKHTDAAN is - "YOU DON'T NEED TO BE A DOCTOR TO SAVE LIVES". Team *ANTAR* in association

with FORE Sports and Cultural Division and ROTARY CLUB, Civil Lines, New Delhi organize Rakhtdaan. One hundred fifteen students, faculty and staff members donated blood on 6th September 2018.

Abhiwadan

Abhiwadan is a flagship event organized by Team *ANTAR* in association with Help-age India. It is a cultural event wherein senior citizens from various old age homes are invited & various fun activities are being organized for them. Last year, the team could grace the presence of 60 senior citizens from old age homes like Nirmal Chhaya, Sandhya, Aradhna and KartarBridhGhar. Students performed dance, skit and singing, etc. to entertain guests. Our guests participated with utmost zeal and enthusiasm. They sang, tapped their foot and shared their experiences with all the students. The smiling face of guests gave a wonderful sense of feeling and satisfaction to "TEAM *ANTAR*" knowing that their little efforts have paid off.

Prerna

Prerna is held every year during the annual management fest GENESIS of FORE School of Management. *Prerna* is a case study competition based on a social issue prevalent in the society. Many students from colleges across Delhi register for the event. A case study with a social problem is provided to students based on which the teams submit their planned solutions to the problem. The shortlisted teams are asked to make a presentation of the same before a jury. It is an initiative to impart sense of responsibility and concern for social cause.



Sanrakshan (Plantation Drive)

Students visit the offices and institutes located close to the FORE School of Management and plant saplings such as Guava, Roses and Lavender, etc.

Vastrasamman



The team organizes "Vastrasamman" in association with NGO-Goonj. Under this, campaign, faculty, students and staff of FORE are encouraged to donate their old/new

clothes, utensils, foot wear, dry ration, sewing machine, umbrellas, newspapers, magazines, stationary, woolens, etc. The event is extended to 2 months period usually from September to November of every year. More than 400kgs of material is collected every year and handed over to Goonj that further transports it to small villages for distribution.

Rice Bucket Challenge

Rice Bucket Challenge is organized to collect rice, pulses and other food items and hand it over to an NGO, New Delhi in order to distribute it to the areas affected by natural disasters like floods, storms, etc.

Aashayein

Aashayein is an event organized in association with Salaam Baalak Trust where the students visit to DMRC Shelter home, near Tis Hazari metro station, New Delhi, every year and make that day special for inmate children by playing games with them, perform skit, etc. This is intended to create awareness about education among these children and motivate them to go to school.

Jagrukta

Jagrukta is organized during GENESIS - the annual management fest at FORE School of Management. It is a NUKKAD NATAK event through which the performers express their emotions by portraying various characters. It is a very popular event and participated by institutes and colleges across Delhi. The event creates awareness about widespread social ills and issues within the country.





Corporate Interaction Division (CID)

The Corporate Interaction Division (CID) is intended to bridge the gap between the academia and the corporate world. The team organizes interactive sessions called as "Anubhuti" wherein senior corporate professionals and leaders are invited to share their practical business experiences with students so as to impart experiential learning to students.

The Marketing, Finance, HR and Operations Conclaves held throughout the academic calendar not only helps students enhance multi-disciplinary management domains but also gives them an insight into the plethora of opportunities and challenges that the Corporate has to offer to them.

"Kuruksheetra -The Management Battlefield" is being organised every year in the annual management-cultural fest - Genesis. B-schools across the country are invited to participate in it.

FORE Sports and Cultural Division (FSCD)

The FORE Sports & Cultural Division (FSCD) aims at re-energizing students during their stressful academic life at campus by organizing various sports and cultural events throughout the year. Various intra-college events like cricket, LAN gaming, Chess, Carrom, Table tennis, Badminton etc. are conducted for 'energizing FORE-ians'. A wide array of inter and intra-college events are held at our annual B-fest "Genesis" which brings participation from various reputed B-Schools throughout the country. FSCD collaborates with SPIC-MACAY to organize cultural shows reflecting various facets of our rich Indian heritage. The team also keeps up with the various sports meet of other B-schools and participates actively.



NEXUS

NEXUS, as the name suggests, is the hub to which every student is bonded. The students get an opportunity to showcase their administrative ingenuity by managing a host of cultural events spread throughout the year. The committee hosts events like: Fresher's welcome party, Farewell party, Independence Day eve celebration, Republic Day eve celebration, Teacher's day celebration, and the FORE Flagship cultural event - GENESIS. The celebration of all these cultural festivals are intended to provide a platform to students to understand and nurture culturally their socializing skills needed in the business fraternity later.

FORETech

The team FORE Technical Division (FORETech) provides a podium for interaction and networking among students in

execution of various events. Apart from this, the FORETech team organizes various online events such as, IT awareness seminars, movie making, Quizzomania, etc. The team is also responsible for designing, developing and submitting ready to display contents on LCD at FORE.

Think-tank

Think-tank is one of the core student committees at FORE that enriches learning through its creative gamut of inter and intra-college events in all domains of management. It's a team of grey matter enthusiasts that brings together, by their passion, business problem solving, knowledge, experience and fun.

Think Tank aims to provide a platform for students to use classroom learning and seek innovative and practical solutions to solve today's business problems. The key events organized by Team Think Tank during the academic year are:

Addict - An event to welcome the new batch of FORE in the world of a B-School. It tests the knowledge of the participants about the advertising world and gives them a platform to showcase their creative zing in Marketing products and services.

Tathagat - A case-based event that gives you a chance to put on your strategic hat and gauge the current market scenario of a particular industry, analyze trends, identify problems and give solutions.



The Amazing Race - The Amazing Race is the highlight of the Annual Fest of FORE, Genesis. An event packed with fun, creativity, intellect and strategy.

Corporate Buddha - Another major event of Genesis, Corporate Buddha tests the acquired skills across various domains- from logical thinking to business ethics, and the ability to analyze economic, financial and market scenarios to find new opportunities and take them to new heights.

Finish Line - A competition to gauge the financial knowledge, management acumen and decision making ability of students through multiple rounds involving Financial Concepts and Investment Scenarios.

Quizzark - The battle of all Sections of FORE! Quizzark is a combination of Challenging Quizzes and fun activities. All students of the first-year compete as Class Teams to win the prestigious Trophy of the Best Section of FORE.

Genesis

Genesis is the Annual Management-cum-cultural Festival of FORE School of Management, New Delhi. It is an endeavor to promote the true spirit of management through a plethora of brain stimulating activities and competitions which attract the best of students from across the country. It serves as a platform to students by providing space for mental activity ranging from the expected to the eccentric. It provides a platform for the students of FORE to interact with other B Schools students



across the country who are invited to participate in various competitive events. Various eminent personalities from the corporate world are also

invited to groom the upcoming managers and entrepreneurs, through various events in GENESIS. The events at Genesis include Step-Up, Concoct, Ba-Czar, Twisting Minutes, Backflush 5.0, The wolf of Comic street, Vyamaham, Fore VIDEOSIS, Mujhmehai RJ, Tasveer'16, Gamers' Asylum (LAN Gaming), Rangoli and Poster making competition, Kurukshetra, Corporate Buddha, Jagrukta, Prerna, Pratibimb, The Amazing Race, Deal or No Deal, Traders' Cockpit, a star night, etc.



Personality Enhancement Cell

Personality Enhancement Cell (PEC) at FORE is a student-driven Committee aims at grooming the students better for the placement season. The Committee organizes Group Discussions every week. Students are encouraged to participate on a first-come-first-serve basis. Feedback is provided immediately after GDs by the Committee members. The topics for GD are selected based on the kind of topics allotted by companies during the placement process.

PEC also organizes weekly Newsroom sessions, which are informal news-sharing and discussions. Team PEC acts as a

facilitator to provide a platform to all the students to discuss latest issues in business, politics, economy, world affairs, etc., and helps them develop a viewpoint on every topic through discussion and debate. Certain topics discussed during the session include Greek crisis, China currency devaluation, Volkswagen fiasco, GST, Payment banks, One rank one pension, Syrian refugee crisis, Beef ban, Vodafone transfer pricing, to name a few. The Committee also conducts mock interviews for the first year students, wherein the placed second year students provide a platform for them to work on their resumes and answers to frequently asked questions in interviews.

TEDxFORESchool

TED is an annual event that brings together the world's leading thinkers and does to share ideas in the areas of technology, entertainment, design, science, humanities, business development, etc. The talks at the conference, known as "TED Talks", are made available to watch online on the TEDx official channel.

Participation of FORE students in the co-curricular & extra-curricular activities outside FORE

FORE students are encouraged and incentivized to participate in the B' School competitions, other co-curricular and extra-curricular activities organized by other reputed Indian B' schools. As many as 63 FORE students have participated in the co-curricular and extra-curricular events organized by other institutes and colleges within the country in the academic year 2017-18. 40 of them have secured positions. The host institutions where our students participated include IIT, Kanpur; IIFT, Kolkata; IMT, Nagpur; GIM, Goa; SDMIMD, Mysore; University of Delhi; MDI, IMI; and IIMs of Indore, Udaipur, Raipur, Ranchi, Shillong and Kashipur.



FORE Career Division (FCD)

FCD coordinates and manages the placement drive at FORE. FCD entitles students to have a corporate exposure. The committee aims towards identifying the employee needs of the Corporate and matching them with the credentials of the students at FORE, through a series of planned processes, communications and activities.

FORE Alumni Network



FORE Alumni Network (FAN) acts as the linking bridge between alumni and current students of FORE, endeavoring to build a better future. It helps in connecting a community of 5000+ strong FORE alumni present globally that has earned a reputation for excellence in the field of management.

FAN is responsible for facilitating alumni connectivity to current batches of students so that they can learn, imbibe the qualities and be inspired from distinguished alumni who have made a mark for themselves in the business world. Alumni too have the opportunity to network with other alumni for professional and social purposes with a

sense of well-being for their alma mater.

FAN organizes events and activities including the annual dinner - Jubilate and Chapter Meets. Alumni are also invited for interactive sessions to share their experience with students and provide first-hand information on challenges of the corporate world. Alumni help groom students for their learning and career prospects in multiple ways.

FORE Word

FOREWord is the student editorial board of FORE School of Management. They have to keep a track of all the events happening at FORE. FORE Word team handle the publication of the quarterly newsletter - FOREprints by facilitating the write-up of the events. It also organizes various literary events like vocabulary quizzes, debates, article-writing competitions, extempore etc. It aims at bringing out the literary genius in every student through various literary events. FORE Word team also organizes events like "Twisting Minutes", "The Argumentative Indian", "Dumb and Dumber" etc. during the annual management fest-Genesis.

FORE Connect

It is a forum which has been conceived with an aim of developing a mutually beneficial relationship with the students at FORE and also with others including the prospective students. With the core mission of connecting FORE with the outside world, FORE Connect utilizes important social media like Facebook, Twitter, YouTube and other online media/communities.



Special Interest Groups (SIGs)

Special Interests Group have been created at FORE School of Management to help individuals take the classroom learning to the next level. SIGs help individuals to explore the depth of a particular subject and provides a common knowledge sharing platform where students at FORE can share, analyze & apply their valuable thoughts and get updated on various current business happenings so that they become capable of effectively facing the competitive business world.

Besides organizing weekly discussion meet, it also organizes various activities such as presentations, Online Games (FUN-DA-MENTAL), quizzes, Debates (D-BAIT), stream specific events like Backflush for operations, Tradeathon for Finance, Sector/industry analysis and GDs.

At present FORE has SIGs for Finance, Marketing, HR and Operations.

Anti-Ragging

FORE School of Management strictly adheres to the guidelines given by AICTE for prevention and prohibition of ragging. Ragging is totally banned in FORE School of Management and anyone found guilty of ragging and/or abetting ragging is liable to be punished.

For the purpose of monitoring any cases of ragging, FORE has constituted an Anti-Ragging Committee as well as an Anti-Ragging Squad.





Executive Education/Management Development Programmes

FORE School of Management has been designing, developing and conducting innovative Executive Education and Management Development Programmes (MDPs) for working executives in India for over 37 years. The globalized business environment demands that managers leverage the most advanced approaches to perform better and contribute effectively to organizational objectives. Hence, it becomes essential for managers to continuously update themselves about changing business paradigms and innovative business practices to stay ahead of competition. To meet this growing need of training and development for corporate executives, FORE has been consistently imparting training on topical issues in various functional areas of management for business managers at all levels through open Management Development Programmes, Online Executive Education Programmes and customized In-company programmes. The programmes are designed to provide innovative and practical solutions to critical management challenges.

We specialize in providing

- Customised In-Company Training
- Online Executive Education Programmes
- Corporate Seminars & Workshops
- Outbound Training Programmes
- Consultancy Services

Customized In-Company Training Programmes

FORE conducts customized In-Company training

programmes for a large number of organizations for their executives at different levels, and offers unique programmes to suit the business and developmental needs of client organizations. Standard Modules from regular MDPs are also combined and adapted, wherever necessary, to suit the requirements of client organizations. We focus on providing clients with solutions beyond the model of conventional training. By identifying the skills, knowledge and behaviors needed for optimum performance, we assemble our training solutions completely around the expected outcomes. Our proven framework for analyzing the business and training needs allows us to get to the core of organization development requirements. All of our training solutions have a profound impact when implemented in practice.

We also provide a wide range of short duration and long duration Executive Education programmes to help working professionals acquire the latest knowledge and skills and maximize their potential.

Our team of highly skilled and experienced trainers and practitioners have all had distinguished careers in senior management roles and bring with them a wealth of practical experience to each course.

Online Executive Education Programmes

FORE has tied up with Tech Mahindra to offer online Executive Education Programmes using their Virtual Interactive Learning Platform (VIL) and has established within its Campus a state-of-the-art Executive Education Studio. We have successfully launched and conducted online Executive Programmes on Big Data & Data

Analytics in collaboration with University of California Riverside, USA and unique programmes on Business Storytelling and Tableau & Data Visualization.

We are also conducting a customized blended- a combination of Online and physical contact classes, Executive Management Programme (EMP) for Collabera, an MNC in the area of Technical Recruiting.

We have also launched an 11 months Online Professional Certificate in Big Data Analytics and Applied Data Science for final year Engineering/MBA students and young working professionals to prepare them to take challenging assignments in this dynamic field of Data Analytics, Deep Learning and Data Science.

Our programmes can be delivered when and where you need them!

Area wise List of our Management Development Programmes

Communication

- Business Etiquette
- Communication Strategies for Today's Managerial Leaders
- Communications and Presentation Skills
- Crisis Communication
- Developing Communication Competency
- Effective Communication Skills
- Effective Communication through Theatre Technique
- Report Writing and Presentation Skills

Finance

- Enterprise Risk Management
- Finance for Non Finance Executives
- Finance for HR Professionals
- Foreign Exchange Risk Management
- Letter of Credit for Effective Business
- Risk Management in Import-Export Business
- Spreadsheet Modeling for Business Analysis
- Superannuation Planning

General Management

- Advanced Management Programme for Senior Executives
- Certificate Programme in Business Management
- Corporate Governance
- Corporate Social Responsibility
- Developing Entrepreneurship Acumen
- General Management Programme for Middle Executives

- Knowledge Management
- Managing Change for Senior Executives
- Strategic Management

Information Technology

- Big Data Analytics for Business and Management
- Introduction to IT
- Introduction to E Commerce
- Software Project Management
- IT Governance & Contracting
- IT Business Case Preparation
- Introduction to SAS Analytics

International Business

- Data Analytics for Expanding Markets
- Legal Aspects of International Trade
- Procedure & Practices in International Trade

OB/HR

- Achievement Motivation Training
- Aligning Team with Organizational Goal
- Assertiveness through self-development
- Being an Effective Team Player
- Building Competencies for Leadership Roles
- Building High Performing Teams
- Competency Mapping
- Contract Labour & Labour Issues
- Developing Emotional Intelligence
- Developing Gender Sensitivity at Workplace
- Developing Leadership Capabilities for Business Success
- Disciplinary Proceedings & Domestic Enquiry
- Enabling Women professionals for Leadership Roles
- Emerging Trends in HR
- Enhancing Assertiveness & Positive Attitude
- Enhancing Managerial Skills
- Excellence through Creativity and Innovation
- HR for Line Managers
- HR Analytics
- Improving Interpersonal Skills
- Improving Negotiation Skills
- Individual Excellence for Organizational Effectiveness
- Interviewing Skills
- Labour Laws and Statutory Compliances
- Managerial Leadership and Team Building



- Managing Resources, Process & Performance
- Mentoring and Coaching
- Organization Culture and Ethics
- Problem Solving and Decision Making
- Psychometric Testing & Applications
- Strategic Human Resource Management
- Strategic Leadership and Change Management
- Stress Management
- Team Building & Conflict Management
- Time & Task Management
- Training of Trainers
- Work Ethics & Culture
- Work Life Balance for Women Executives

Operations

- Advanced Excel Training
- Effective Purchasing Skills and Strategic Sourcing
- Effective Spares Management
- Inventory Management
- Logistics of Air Freight and Warehousing
- Project Management

- Quality Analytics
- Supply Chain Management
- Total Quality Management
- Warehouse Management

Sales & Marketing

- Accelerated Sales Force Performance
- Applied Market Research
- Brand Management
- Concept Selling
- Customer Focused Marketing Strategies
- Customer Relationship Management
- Digital Marketing
- Enhancing Business Development Capabilities
- Enhancing Sales Team Performance
- Integrated Marketing Communications
- Marketing Innovations
- Marketing Strategy in Competitive Environment
- Opportunities and Challenges in Contemporary Marketing
- Putting Customer First
- Social Media Marketing





STUDENTS' PLACEMENT

Placements @ FORE is perhaps one of the most important activity from the students perspective. The Institute engages the Industry by inviting them to the campus for guest lectures, seminars, MDP's, live projects, mentoring sessions etc. This provides opportunities to students to get first-hand information from the professionals about their expectations and requirements. This also helps the students in showcasing their talents and sharpening their pitches to the Industry during the placement processes, thereby increasing their recruitment possibilities.

To drive placements, FORE has a very capable student placement committee called as FORE Career Division (FCD) and a full time Placement Office. FORE Career Division has representation from both the first and second year students.

Final Placements for batch **2018** were both faster and better. Better was manifested in a higher median CTC, better quality of Companies and multiple job offers for students. The highest domestic offer this year was of **CTC Rs. 21 Lacs**.

This is the third consecutive year, FSM followed a mantra of '*The first offer need not be the best offer*'. Students who got an offer of less than Rs. 7 Lacs per annum were allowed to sit for subsequent companies so that the students could improve their placements. Consequentially, both the average and median CTC this year are close to touching **Rs. 10.4 Lacs per annum**, and **Rs 10.1 Lacs per annum respectively** a substantial improvement over last year.

Apart from higher salary packages, there has been an improvement in diversity of recruiters as well, Automobiles, Banking, Consulting, E-Commerce, FMCG, FSI, IT/ITES, Logistics, MR, Telecom etc. are the few names who recruited from FORE.

In terms of roles, Consulting offers represented 13% of the total, Marketing 65% and Finance 12%

KPMG, Deloitte US, Deloitte India, E&Y from the consulting domain have all hired from FORE this year.

McKinsey Knowledge Center, Verity Knowledge Solutions, Crisil, Citi Corp, Cians Analytics, ICICI, YES Bank, Darashaw, are a few of the companies that have recruited for Finance and related profiles. The hiring traction from traditional recruiters also remains strong. **FMCG, Automobiles, Banking and IT/ ITES have returned year after year to recruit from FORE.**

KPMG, ICICI Bank, Deloitte US, Asian Paints, Hector Beverages, MarutiUdyog and many others, like every year visited the campus and hired students.

In fact, encouraged by the performance in SIP of FORE students received multiple PPO offers from various organizations, to name a few, Explorars, Deloitte, Gartner, HDFC Bank, and Darashaw.

SUMMER INTERNSHIP PROGRAM (SIP) - Summer Internship Program at FORE is a great mechanism for the students to learn from the various companies. This also gives students an opportunity to apply their learning's in the real life corporate world. Summer Internship is a part of the course curriculum for the students. The Internship has a duration of 8 to 10 weeks and usually extends from the 1st week of April to the 1st week of June. After the completion of the Summer Internship the students are required to submit the Internship report along with the company feedback. Thereafter, the students are evaluated on the quality of Summer Internship Program undergone by them. Some of the students are able to translate the Summer Internship Program into a Pre Placement Offer (PPO) as well, and 2018 was no exception.

Top Recruiters At Fore

- Abbot
- Absolutdata
- Accenture Technology
- Adeeco
- Aditya Birla Fashion & Retail Ltd. (Pantaloon)
- Aditya Infotech Ltd.- CP PLUS
- Aircel
- Akzo Nobel
- Amazon
- Apollo International Ltd.
- Asahi Glass
- Asian Paints
- Axis Bank
- Bacardi
- Bain & Co.
- Bajaj Allianz Life Insurance
- Bajaj Electricals Ltd.
- Bajaj Finserv
- BalmerLawrie & Co.
- Bank of America
- BCG
- Bharti Airtel
- British Telecom
- Business Octane
- Byjus
- Capgemini
- CB Richards Ellis
- Cians Analytics
- Citi Corp
- Citibank
- Coffee Day Beverages
- Cognizant
- Continental Tyre
- Cremica
- CRISIL
- Daikin
- Darashaw
- Decathlon
- DELL
- Deloitte India
- Deloitte US
- DHL Supply Chain
- Dun & Bradstreet
- EbizonNetinfo Pvt. Ltd
- Ernst & Young
- Euromonitor International
- Evalueserve
- EXL Services
- Expedia
- Explorars
- EY LLP

- EYGDS
- Federal Bank
- Feed Back Consulting
- Fino Payment Bank
- Fiserv
- Flourish PureFoods
- Franchise India Brands Limited
- Franke Faber India Pvt. Ltd.
- Franklin Templeton Inv.
- Future First
- Gall Up
- Gartner
- Genpact
- Gfk Mode
- GMR Group
- Google
- Grail Research
- Grindwell Norton Ltd. - Saint-Gobain Group
- HCL Technologies
- HDFC Bank
- HDFC Life
- HDFC Limited
- Hector Beverages
- Hero Moto Corp
- Hewlett Packard
- Hilti India Pvt. Limited
- Hindustan Unilever
- Housing.com
- HSBC
- Huhtamaki-PPL
- ICICI Bank
- ICICI Securities
- IFFCO
- IMRB International
- Indo Simon Electric
- IndusInd Bank
- Infosys
- Inspireone
- ITC
- ITC Hotels
- ITC Limited
- J.K. Paper
- Jindal Steel
- JK Tyre
- Jones Lang LaSalle
- JP Morgan
- Kantar
- Ken Research
- KhimjiRamdas
- Kotak Mahindra Bank
- Kotak Securities
- KPMG GDS
- L & T

- Lava International
- LG Electronics
- Logitech
- Macmillan Publishers
- Magma Fincorp
- Mahindra and Mahindra Ltd.
- Mahindra Truck and Bus Division
- MakeMyTrip
- Manpower Consultancy
- Maruti Suzuki
- Maruti Suzuki India Limited
- Maveric Systems
- McKinsey Knowledge Center
- Medlife.Com
- Mercer
- Michael Page
- Millward Brown
- Moody's Analytics Knowledge Services
- Moolchand
- Mynd Solutions
- Newgen Software Technologies
- Nielsen
- NIIT Technologies
- Novartis
- Oberoi Hotels
- Ogilvy & Mather
- Orient Electric
- Oriflame
- Ozone Pharmaceuticals Ltd.
- PernodRicard
- Pitney Bowes
- Power Grid Corp.
- PropTiger
- Prospecta Software
- Prospecta Software Pvt Ltd.
- Prudential Financial
- Pure Media Imagination
- PwC
- Qvuikr
- RadicoKhaitan
- RattanIndia Finance
- RBL Bank
- Reckitt Benckiser
- Reliance General Insurance
- Reliance Industries
- Religare Health Insurance

- Right Management
- Royal Bank of Scotland
- Royal Datamatics
- Sand Martin
- SandMartin Consultants Pvt. Ltd.
- Sapient
- SBI Life Insurance
- Secure Now
- Shiksha.Com
- SITI Networks
- SpandanaSphoort Financial Limited
- Spark Minda
- SRF
- State Bank of India
- State Trading Corporation
- Swedish Trade Council
- Tata Communications
- Tata Consultancy Services
- Tata Motors
- TATA Power
- TATA Steel
- Tata Teleservices Ltd.
- TCS
- The Smart Cube
- Thought Focus Technologies
- Times Internet
- TNS Global
- Total Oil India Private Limited
- Trafigura
- Treks 'n' Rapids
- TresVista Finance
- Trident
- Unicharm
- United Biscuits
- Usha International
- Varun Beverages
- VeneKlasen Associates
- Verity Knowledge Solutions
- Vikram Solar
- VLCC
- Whirlpool
- Wipro
- Wipro Infotech
- YES Bank
- Zee Entertainment
- Zomato
- ZS Associates
- Zycus

DISTINGUISHED ALUMNI

Details of some of the Top Distinguished Alumni of FORE:

Sl. No.	Name	Batch	Designation	Company	Details
1	Anjali Joneja Amar	FMG 3	Sales Director, Telecom and Media	Microsoft	Director-Engagement Practices - TV and Media Business <ul style="list-style-type: none"> Worked earlier with IBM India (as General Manager, Telecom: Country Manager M&E & Acct. Manager Telecom) Computer Associates Compaq Computer India QuantM Systems Pvt. Ltd. IT&T Enterprises Pvt. Ltd.
2	Rahul Raizada	FMG 12	Director	PWC	Joined PwC from FORE <ul style="list-style-type: none"> Has significant experience of working in renewable energy sector on policy advisory, bidding framework, commercial due diligence and strategy. Experience in advising the Regulatory Commissions on electricity pricing, regulation and reform road map.
3	Sajith Sivanandan	FMG 2	Managing Director - Malaysia, Vietnam, Philippines and New Emerging Markets	Google	8 years at Google. <ul style="list-style-type: none"> On the Board of Malaysian Global Innovation & Creativity Center. Worked earlier with Affle UK Ltd., The Gallup Organization.
4	Sandeep Arora	FMG 6	Director, Service Provider	CISCO	Leads Major Telco & SP-Video business for Cisco in Service Provider Vertical Cisco Systems.
5	Sanjay Sarma	WMG 1	Co-founder and CEO of Design Worldwide	CEO	Co-founder and CEO of India's first equity funded multi discipline strategic brand design firm, with a focus on the outsourcing industry. Adman turned entrepreneur offers integrated multi- discipline strategic designs and creative services.
6	Shaaista Quettawala	WMG 9	Head, HR	Bain & Co.	Worked earlier with Boston Consulting Group, KPMG Advisory Service, Hewitt Associates, Evalueserve.
7	Shailesh Dash	FMG 1	Founder & CEO	Al Masah Capital Ltd.	Former Head of Alternative Investment business at Global Investment House (GIH).
8	Tanoj Sarna	FMG 1	Director	Flaberry.com	Senior General Manager, Marubeni Itochu Steel India <ul style="list-style-type: none"> Started the biggest steel trade business between Japan & India for importing auto grade steel to make cars in India, since 1996. Started the JV with a leading Real Estate group for Itochu and made a five star hotel project in New Delhi.
9	Vandana Sharma	FMG 5	General Manager-Business Services & Support	Rio Tinto	Strategy, Transformation, and Shared Services Leader, Mondelez International Ltd. <ul style="list-style-type: none"> 17 years of experience in the Financial services industry focused on transformation and change management, process re-engineering and international marketing strategies. Worked earlier with American Express, ABN AMRO bank, Reliance Industries Limited.
10	Vikram Gill	FMG 3	Vice President	Dell	<ul style="list-style-type: none"> Specialist in Online Marketing, Social Media and Communities, Online lead Gen and pipeline creation, SEO, SEM, Canada, APJ region, China, India & Talent development and building highly effective teams. Worked earlier with SBI Cards (GE Capital-SBICPSL).
11	Ashwinder Raj Singh	FMG 4	Chief Executive Officer	ANAROCK Property Consultants and JLL India	CEO-Residential Services,JLL <ul style="list-style-type: none"> Country Head and EVP-Sales & Distribution. EVP & Business Head - Network & KPO
12	Sumita (Bhatia) Vijh	FMG 2	Country Retail Head	Hewlett-Packard India	Country Category Manager, HP <ul style="list-style-type: none"> Consumer Marketing Head, Printing Group, HP DGM Marketing, Reliance Communications Head of Marketing, Delhi Circle, Tata Teleservices Limited
13	Vishal Tuhan	FMG 9	Private Equity Fund Accounting	Thought Focus	Worked earlier with JP Morgan as Vice president and with Cognizant as Deputy General Manager
14	Arti Aggarwal	FMG 14	Head Human Resources	Essar Group	Manage Business Partner role for Essar Corporate, Central entities & International Locations (UK, North Americas, China, Mauritius & UAE). For International locations - single point of contact for key stakeholder management, formulating policies and processes, practice of BSC-imbedded for business reviews, compliance as per local laws, provide comprehensive compensation and benefits coverage for the overseas employees and ensure retention of key critical talent.

Sl. No.	Name	Batch	Designation	Company	Details
15	Poonam Gupta	FMG 8	CEO	PG Paper Company Limited	Awarded the prestigious "Officer of the British empire" OBE by the Queen of England for her outstanding achievements in the field of Commerce and Charity.
16	Sandeep Puri	FMG 1	Head - International Business	Escorts Limited	Experienced Head Of Global Marketing & Business Development with an experience of working in the Engineering and currently in Automotive industry
17	Anamika Priyadarshi	FMG 2	Head - Marketing & Corporate Communications	Danube Group	<p>Launch and Introductions of new Multinational Brands/Premium Product Lines (SMEG Home Appliances, Siemens Luxury Kitchens etc.)</p> <ul style="list-style-type: none"> • Winner of Retail City Award - UAE in 2008 • Received various awards and appreciations from various principals (for ex. Best Distributor Award in MEA by Gigaset 2011, Best Distributor award in ME and Indian Subcontinent in 2010 by Siemens-BSH group.etc.) • CSR Program Management for Easa Saleh Al Gurg group on Breast Cancer Awareness organized through Dubai Chamber • Successful product bundling and other innovative Marketing Strategies for both retail and trade groups. • Helped the Easa Saleh Al Gurg Group to set up an in-house training academy for the entire group. • Created a Business Plan for setting up a World Class Service Center using the Best Practices being followed by the Industry leaders
18	Haneet Vohra	FMG 2	Marketing Director	KSB designs	Member of FORE School of Management - Academic Council
19	Prashant Dhar	FMG 2	Global Digital Marketing Head	Ariston Thermo Group, Milan, Italy	<p>Featured in Most Talented CMOs of India 2015, 4th edition book released by CMO Asia.</p> <p>Most Talented Marketing Professional award 2014 by World Marketing Congress</p> <p>Honored as top 50 most talented CMOs 2013 by CMO council of World Brand Congress</p>
20	Sukhvinder Ahuja	FMG 5	Director - Business Group (CRM & ERP - Dynamics 365)	Microsoft	Business Leader with over 22+ year's of experience in the IT industry spanning across multiple functions with an accomplished track record for delivering and sustaining revenue and business goals .
21	Anuj Deepak	FMG 13	Director	AZ Atheneum, Singapore	An experienced Financial Services industry sales professional with 11+ years of experience.
22	Kriti Jain	FMG 13	Director Group Financial Crime Compliance	Standard Chartered Bank, Singapore	Product management specialist with subject matter expertise in financial services - financial crime compliance, transaction banking, risk management, payments, credit cards, project management, program management and retail banking.
23	Aditya Kaul	FMG 12	Associate Director, NRI Business	Citibank, Singapore	Previous worked with BNP Paribas as AVP
24	Charu Singh	FMG 4	General Manager	Tourism Finance Corporation of India	She is currently working as the General Manager of Tourism and Finance corporation of India
25	Ashish Mahindra	WMG 8	Director	American Express	Sr. Director, Head of Operations Excellence - Banking, Financial Services, Insurance & Healthcare BU, WNS Global Services Head - Project Management Office (Mortgage & Insurance) Bank of America Continuum India (Pvt.) Ltd.
26	Aseem Agrawal	FMG 13	Senior Director	Yes Bank	Product Manager - Global Markets Group - Forex and Interest Rate Derivatives for North India Company NameIndusInd Bank
27	Arsh Maini	FMG 3	Chief Executive	Candela Labs (AWPL Reborn)	Partner, Head of Strategic Services Group, KPMG Director, Corporate and Strategic Planning Serco Director, Deloitte Consulting
28	Sachin Goel	FMG 6	Chief Information Officer	HCL	Chief Information Officer, KPMG India Head Technology - Investment Management, Sales Automation, Web & Mobile platforms ICICI Prudential
29	Vinita Rustagi	FMG 4	Vice President	JP Morgan Chase	She has previously worked with companies like GE Capital international services and HP
30	Arun Kumar Singh	FMG 4	Director - Sales & Marketing	Mosaic India Pvt. Ltd.	He was working as a Director-National Accounts with Mosaic India and as a Head of Marketing and Business Development with Reliance InfraTel .
31	Swati Rangachari	FMG 5	Chief Marketing Officer and Chief Corporate Affairs	Sterlite Technologies Limited	<ol style="list-style-type: none"> 1. Executive Council Member 2. Corporate Affairs Governance Framework 3. Strategy, planning and budgetary growth 4. Shape Digital Policy initiatives 5. Government, industry, analyst engagements 6. Engagement around Digital India, Smart Cities, BharatNet, etc 7. Building a mature result driven team 8. Support business goals 9. Enhance Sterlite's sustainability and responsible business leadership

ADMISSIONS CALENDAR

PGDM, PGDM-IB & PGDM-FM (Full Time)

Activity	Period
Sale of Application Forms	October - December 2018
Shortlisting for Selection Process	February 2019
Personal Interview Session	February - March 2019
Declaration of Result	April 2019
Commencement of Programme	June 2019



**For Details please Log on to:
www.fsm.ac.in**

**Send your queries to:
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