



FORE SCHOOL OF MANAGEMENT, NEW DELHI

ADMISSIONS 2014




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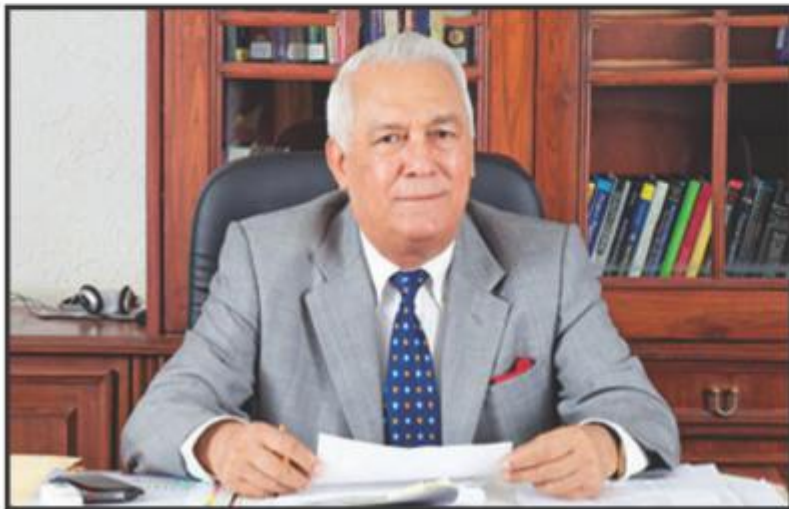


**'To achieve and sustain Leadership in
Management Education,
Research, Consultancy and Development.'**





PRESIDENT'S MESSAGE



Last year the admission response at FORE School of Management, New Delhi was overwhelming. In spite of intense competition among the leading B Schools of India, our institution attracted a large number of applications for its two-year full-time programmes, in fact, one of the highest among private business schools. We take pride in having selected 240 students from a rich pool of applicants. A majority of students so selected reinforced faith in their choice by deciding to continue with their admission to the course.

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 CAT percentile, work experience, academic performance, group discussion and personal interview. Besides merit, encouragement is given to diversity in terms of gender, academic background and work experience. Candidates from North Eastern areas with high percentile in CAT were also given due consideration.

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 23rd batch of students for our full-time and part-time PGDM programmes and the 8th batch of students for the PGDM-International Business programme will be given admission. We lay foremost emphasis on enhancement of student's knowledge base and sharpening of professional skills through various curricular, co-curricular and extra-curricular activities.

At FORE School of Management, New Delhi students are expected to have an enriching and life-turning experience which will enable them to reach new heights in their life. The curriculum that we offer are constantly upgraded to be in sync with the industry requirements. Our faculty members 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. Use of software applications like SAP, Advanced Business Intelligence and Statistical Software SAS, Capstone Business Simulation, Industrat Simulation, Music2Go Marketing Simulation Software and Microsoft Dynamics CRM have been an integral part of the curriculum at FORE. Our key to success has been the opportunity we create for our students to interact closely with the corporate. 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 a conducive environment for learning and personality growth. To provide a flavor of global best practices, our students are exposed to a brief but intensive 'International Immersion Programme' at an international location, designed in collaboration with leading universities at these locations.

I wish to thank you for showing your interest in FORE School of Management, New Delhi. As a prospective student, you are welcome to explore options that may be available to you in our various academic programmes and 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



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



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



Dr. B.B.L. Madhukar
Vice President (Finance)
& Treasurer
(Former CMD - MMTC)



Col. (Dr.) S.P. Wahi
Member
(Former Chairman -
Oil & Natural
Gas Corporation (ONGC))



Dr. Vinayshil Gautam
Member
(Founder Director:
IIM-K; First Head,
Management Department IIT-D)
Chairman - DK International Foundation)



Dr. Yasho V. Verma
Member
(Chief Executive
Officer - Onida)



Mr. T.C. Venkat Subramanian
Member
(Former Chairman &
Managing Director -
EXIM Bank of India)



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



T HE ACADEMIC COUNCIL



Mr. R.C. Sharma

Chairman
(President - FORE
Former Director - CBI, Govt. of India)

Dr. B.B.L. Madhukar

Member
(Vice President (Finance) & Treasurer - FORE
Former CMD - MMTC)

Dr. Vinayshil Gautam

Member
(Founder Director: IIM-K; First Head, Management
Department IIT-D) Chairman - DK International Foundation)

Prof. Abad Ahmad

Member
(Former Pro Vice Chancellor
Delhi University)

Dr. Yasho V. Verma

Member
(Chief Executive Officer
Onida, Mumbai)

Mr. P. Dwarakanath

Member
(Director - Group, Human Capital
Max India Ltd., New Delhi)

Prof. Archana Shukla

Member
(Dean (Noida Campus), IIM Lucknow, Noida)

Mr. Amit Puri

Member
(General Manager - Business Analytics and Optimization
IBM India Pvt. Ltd., Gurgaon)

Ms. Devika Tandon

Member
(Associate Vice President - Human Resources
Religare Enterprises Ltd., Noida)

Mr. Ajay Tandon

Member
(Director - CVCI Private Equity
Citi Venture Capital International, Gurgaon)

Ms. Haneet Vohra

Member
(Director - Marketing
KSB Designs, New Delhi)

Dr. Jitendra K. Das

Member
(Director - FORE
Founder Dean - Noida Campus, IIM Lucknow)

Dr. Ravikesh Srivastava

Chairman (PGP)
(FORE School of Management, New Delhi)



THE ACADEMIC, ADMINISTRATIVE TEAM & AREA CHAIRPERSONS

THE ACADEMIC TEAM	
Director	Dr. Jitendra K. Das
Chairman-PGP	Prof. Ravikesh Srivastava
Executive Chairman - Admissions	Prof. Neeraj Kumar
Chairperson - Placements	Prof. Anita Tripathy Lal
Chairman - MDP	Prof. Qazi Asif Zameer
Chairman- Student Affairs	Prof. Himanshu Joshi
Chairman – Doctoral Programme	Prof. Hitesh Arora
Professor-in-Charge - Recruitment, Ranking & Regulations	Prof. Kanhaiya Singh
Professor-in-Charge – International Relations	Prof. Mohit Anand
Professor-in-Charge – FORE Alumni Network	Prof. Anupam Narula
Professor-in-Charge – Publications	Prof. Mathew Joseph
Secretary - Faculty Council	Prof. Neeti Shikha
THE ADMINISTRATIVE TEAM	
Chief Administrative Officer (CAO) & SO (Accounts)	(Retd. Air Comm.) Mr S.K. Midha
Advisor – Legal & Administration	Mr. R.K. Joshi
Librarian	Mr. Rajesh Kr. Bhardwaj
Manager-Systems	Mr. Aurabinda Biswas
Manager - Publications	Ms. Mareena Mathew
Manager - Academics	Mr. Rakesh Sharma
Manager – Admissions	Mr. Dilip Gopalkrishnan
Manager - RRR & Establishment	Mr. Manish Pathak
Manager - Placements	Mr. Anil Kumar
Senior Manager - MDP	Mr. Sat Prakash
Manager - Programs & Public Relations Officer	Mr. Goutam Kumar Patro
AREA CHAIRPERSONS	
Communication	Prof. Anita Tripathy Lal
Economics and Business Policy	Prof. K. L. Chawla
Finance & Accounting	Prof. Vinay Dutta
Information Technology	Prof. Raman Sethi
International Business	Prof. Ravikesh Srivastava
Marketing	Prof. Anupam Narula
Organizational Behaviour & Human Resource	Prof. Sanghamitra Buddhapriya
Quantitative Techniques & Operations	Prof. Hitesh Arora
Strategic Management	Prof. Vinay Asthana

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CCREDITATIONS & LINKAGES



Recognitions & Accreditations

- The PGDM courses at FORE are AICTE approved (All India Council for Technical Education);
- FORE is rated as A*** by CRISIL in Delhi-NCR region and A** on national level.
- FORE has received the ASSOCHAM's Best B-School - North award on 9th April, 2013

International Collaboration

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
- Asian Institute of Technology (AIT), Thailand
- Savannah State University, Georgia, USA
- University of New Brunswick, Canada

Institutional Membership

- All India Management Association (AIMA), New Delhi

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



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 23 years. This is aptly reflected in the top rankings by leading B-Schools' surveys of the country. In a recent 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 Level**. FORE has also received the ASSOCHAM's Best B School – North award this year on 9th April, 2013.

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 has also 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 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.

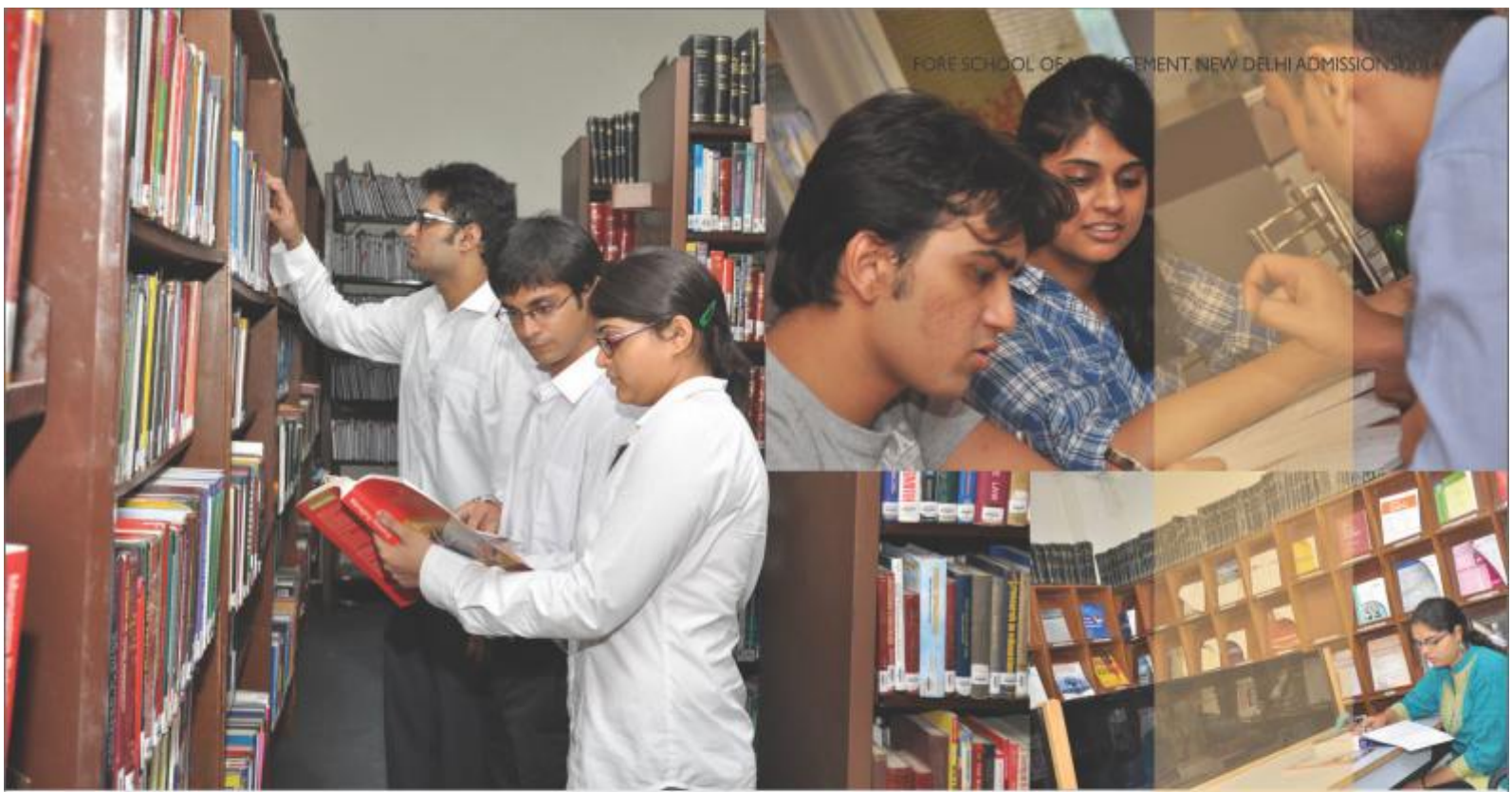




STATE-OF-THE-ART INFRASTRUCTURE

- (a) Fully Air-conditioned, dust free, well furnished classrooms with state of the art audio visual facilities to provide superior learning and teaching experience.
- (b) Construction of new class rooms in theatre style for better view and attention.
- (c) A highly modernized IT infrastructure in the institute with each student table equipped with independent computer system fully networked
- (d) Air-conditioned Auditorium (Virajam) with seating capacity of 300 persons.
- (e) A well furnished and very spacious fully air-conditioned Conference Hall (Pragya) with state of the art audio, video facilities with a capacity to accommodate more than 100 participant.
- (f) Leased hostel facility.
- (g) Subsidized cafeteria facilities
- (h) Reprographics, Fax, STD/ISD and internet facilities





- FSM Library is one of the best managed library with the collection of more than 24000 documents (books, back volumes of journals, reports, government publications and other non-book material) on all areas of knowledge focused on business, management and other allied subjects. Library has been receiving 15 national and international newspapers, more than 100 national and international print journals and magazines.
- FSM Library is centrally air-conditioned, fully computerized and facilitates networked environment, internet connectivity through Wi-Fi and campus wide intranet.
- The library is well equipped with latest IT tools and equipments to collect, store, retrieve and disseminate information. A number of computer systems are installed to access the library resources and services. All major functions of the library are computerized by using a web-enabled, multiuser, integrated library management software, which provides single-window search facility to access the information resources available in library. The users may access their library account and search the OPAC (library catalogue) at their desktop 24X7.
- Our Library subscribes to EBSCO online Database, ABI/INFORM Proquest Complete, Sage Journals Online, which includes 6500 full text foreign journals on Management and related topics. Apart from this library subscribes to financial, company and statistical database, e.g., CMIE Prowess, Capitaline Plus, Indiatat.com, etc.
- We are subscribing to an online database of newspapers & magazines called Pressdisplay which covers 1880 publishers from 95 countries and an anti plagiarism online software called Ephorus which helps faculty members to ensure the originality in research papers and project reports, etc.
- FORE is a member of DELNET, (a network of more than 4000 libraries) through which our library exchanges information resources, e.g., books and articles, etc., with member libraries.
- We subscribe to regular Institutional Library Membership of British Council Library, American Center Library, NISCAIR Library, and Professional Membership of Management Libraries Network (MANLIBNET).



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 14 Mbps dedicated leased line on Fibre optics with redundant bandwidth from TATA Communications. Facilities for printing through high speed Color/Mono Laser Jet Network printers and Scanning are available.

Application softwares like SPSS Minitab, Rational Suite Enterprise, MS-Project, Crystal Ball, Oracle SQL Server, Visual Studio, Rational Suite Enterprise etc. are extensively used. Company database Prowess & Capitaline are used for Market research and Data analysis.

Entire network is protected with Cyberoam CR300i UTM 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 ZoneFlex 2942 (802.11g) Smart Wi-Fi access points with ZoneDirector 1000 controlling the Access Points.

Besides Faculty and Staff Members, each student is allotted a mail-id. The mail server and web server are hosted in the computer centre itself.

Sun storage has been installed for back up purpose. Implementation process for Integrated Education Management System (ERP) has started. About 200 more thin clients with three high end servers are under procurement to cater to the new class rooms cum labs.

Faculty-students interaction is done through e-learning/e-working software Claroline.



POST GRADUATE DIPLOMA IN MANAGEMENT (PGDM)



FULLTIME PROGRAMMES

Programme	Title of Post Graduate Diploma	Duration
Future Managers Group (FMG)	Post Graduate Diploma in Management	Two years
International Managers Group (IMG)	Post Graduate Diploma in Management (International Business)	Two years

PART TIME PROGRAMME

Programme	Title of Post Graduate Diploma	Duration
Working Managers Group (WMG)	Post Graduate Diploma in Management	Three years





ADMISSION PROCEDURE FOR PGDM – FMG & IMG (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 and two year full time Post Graduate Diploma in Management (International Business) is facilitated through a rigorous selection process which requires highly competitive CAT scores and performance at GD/PIs. 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 2014 can also apply subject to furnishing the proof of having passed graduation by Wednesday, October 1, 2014 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-2013) conducted by IIMs.



Selection Criteria

- Short listing is done on the basis of CAT percentile.
- Final selection is based on CAT percentile, academic performance, work experience and performance in group discussion (GD) & 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://www.fsm.ac.in/signin.php>. For online application submission candidates need to pay ₹1650 either through credit/debit card, netbanking or can send the Demand Draft made in favour of "FORE School of Management", payable at New Delhi along with the print of the E-mail confirmation of the application submission.
- The Admission Brochure needs to be downloaded from <http://www.fsm.ac.in>.
- 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 is not allowed.
- Candidates shortlisted for GDPI must fill up the "Information Sheet" online compulsorily before appearing for the process.



Admission Fees

Programme	Self Sponsored Category	Company Sponsored Category
PGDM	₹11 Lacs	₹16.50 Lacs
PGDM-IB	₹11 Lacs	₹16.50 Lacs



The above fee is inclusive of tuition fee, library charges, computer centre usage charges, cost of books and reading material and compulsorily attending an International Immersion Programme.

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

- ☐ Our placement activities and compensation offered to our students matches 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



PGDM (FUTURE MANAGERS GROUP)

The Two Year Full Time Post Graduate Diploma in Management which we refer to as Future Managers Group Programme (PGDM - 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 organizational settings and techniques of management
- To acquire conceptual and analytical abilities required for effective decision making
- 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 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 be able to:

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

Academic Calendar

FirstYear	Term - 1, 2, 3 June – March	Foundation Courses Core Courses
	April – June	Summer Internship
SecondYear	Term - 4, 5, 6 June - March	Core & Elective Courses

Instructional Methodology and Pedagogy

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

Courses in FirstYear

Term-1

Sl.No.	Subject	Credits
1.	Financial Accounting	1
2.	Introduction to IT	1
3.	Managerial Economics	1
4.	Human Behaviour in Organization	1
5.	Business Communication & Analysis	1
6.	Decision Making Models	1

Term-2

1.	Marketing Management – I	1
2.	Management Accounting	1
3.	Organisational Design & Change	1
4.	Communication & Internet Technology-I & E-Commerce-I	1
5.	Macro Economics	1
6.	Human Resource Management	1
7.	Business Statistics	1
8.	Operations Management-I	0.5
9.	Managerial Oral Communication	0.5

Term-3

1.	Marketing Management–II	1
2.	Corporate Finance	1
3.	Business Environment	1

4.	Advanced Communication and Analysis	0.5
5.	Operations Management-II	1
6.	Legal Aspects of Business	1
7.	Business Research Methods	0.5
8.	Strategic Management-I	0.5

Courses in SecondYear

Term-4

1.	Strategic Management-II	0.5
2.	Electives	6

Term-5

1.	Electives	6
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Term-6

1.	Electives	4
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Elective Courses:

The Second year students of PGDM (FMG) are required to complete exactly 16 credits from the elective courses during the second year in the areas of Marketing, Finance, OBHR, IT, Operations, International Business, Economics & Business Policy, Strategic Management, Business Communication and Foreign Languages viz. Spanish/Chinese (Mandarin). A student may specialize in two functional areas. For Specialization-I, students must register for a maximum 7 credit courses and minimum of 5 credit courses in the Specialization-I area. For Specialization-II, students must register for a maximum 5 credit courses and minimum of 4 credit courses in that area.

Student must, however, note that he/she is not permitted to specialize in any third area and he/she must opt the balance credit of courses from the other areas

List of Elective Courses Offered:

Term-4

Marketing

Sl.No.	Subject	Credits
1.	Consumer Behaviour	1
2.	Customer Relationship Management	1
3.	Sales & Distribution Management	1
4.	Advanced Marketing Research	1

Finance & Accounts

1.	Management of Commercial Banks	1
2.	Security Research & Portfolio Management	1
3.	Risk Management & Financial Derivatives	1

Organisational Behaviour & Human Resources

1.	Training & Development	1
2.	Competency Mapping	1
3.	Personnel Management & Industrial Relations	1
4.	Personal Growth Lab	1

Quantitative Techniques & Operations

1.	Total Quality Management	1
2.	Advanced Statistical Methods	1
3.	Project Management	1
4.	Procurement Management	1

Information Technology

1.	Business Analysis	1
2.	SAP-I	1
3.	Mobile Cloud Computing for Business	1

Strategic Management

1.	New Venture Planning	1
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International Business

1.	Commodity Trading & Price Risk Management	1
2.	Export Management	1
3.	Starting an Exim Enterprise	1
4.	Global Economy & Emerging Industries	1

Foreign Language : Part-I

1.	Spanish Language or Chinese (Mandarin) Language	1*
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*Those who opt for a Language Part-I course in Term-4, they will have to compulsorily take that Language Part-II in Term-5

Term-5

Marketing

1.	Strategic Brand Management	1
2.	B2B Marketing	1
3.	Services Marketing	1

Finance & Accounts

1.	Personal Wealth Management	1
2.	Management of Financial Services	1
3.	Project Appraisal and Financing	1
4.	Behavioural Finance	1

Organisational Behaviour & Human Resources

1.	Performance & Compensation Management	1
2.	Strategic HRM	1
3.	Labour Legislation	1

Business Communication

1.	Effective Business Communication through Theatre Techniques	1
2.	Effective Leadership Communication	1

Quantitative Techniques & Operations

1.	Supply Chain Management	1
2.	Lean and Agile System	1
3.	Six Sigma	1

Information Technology

1.	Business Development in IT	1
2.	Communication & Internet Technology-II	1
3.	SAP-II	1

Economics & Business Policy

1.	International Economics	1
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International Business

1.	Business in Asia Pacific	1
2.	Import Management	1

Foreign Language – Part-II

1.	Spanish Language	1
	Chinese (Mandarin) Language	

Strategic Management

1.	Capstone Business Simulation	1
2.	Mergers & Acquisitions	1
3.	Strategic Management of Technology & Innovation	1

Term-6**Marketing**

1	Retail Management	1
2	Integrated Marketing Communication	1
3	Rural Marketing	0.5

Finance & Accounts

1.	Investment Banking	1
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2.	Business Valuation and Corporate Restructuring	1
3.	Foreign Exchange Risk Management	1

Organisational Behaviour & Human Resources

1.	Negotiation Skills	1
2.	Psychometric Testing & Applications	1
3.	Organizational Development	1

Business Communication

1.	Written Analysis & Communication	1
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Quantitative Techniques & Operations

1.	Decision Models and Optimization	1
2.	Operations Strategy	1
3.	Service Operations Management	1

Information Technology

1.	IT Strategy & Planning	1
2.	Business Intelligence	1

Economics & Business Policy

1.	Corporate Governance	0.5
2.	Corporate Social Responsibility	0.5

International Business

1.	Trade & Geopolitics	0.5
2.	WTO & International Trade Policy	1

Strategic Management

1.	Strategic Analysis & Globalization	1
2.	Strategic Alliances	1

(Courses are subject to change)





PGDM - IB (International Managers Group)

The Two Year Full Time Post Graduate Diploma in Management-International Business programme to which we refer to as International Manager's Group programme (PGDM-IMG), aims at preparing students to take up careers in corporate houses 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 emerging global environment.

Thrust

The basic thrust is on understanding the independent nature of organisational dynamics and its managerial implications. This shall help students acquire conceptual and analytical abilities required for appropriate decision making and 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 conducting international business
- Demonstrate the skills, knowledge and attitudes necessary to gain employment in the corporate sector or in family businesses globally
- Identify and evaluate options for developing strategies in international business situations
- Identify potential opportunities in the global market.

Academic Calendar

First Year	Term 1,2,3 June – March	Foundation Courses Core Courses
	April - June	Summer Internship
Second Year	Term 4,5,6 June – March	Core & Elective courses



Instructional Methodology and Pedagogy

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

Courses in FirstYear**Term-1**

1.	Financial Accounting	1
2.	Introduction to IT	1
3.	Business Economics	1
4.	Managerial Communication	1
5.	Quantitative Methods	1
6.	Starting an Exim Enterprise	1
7.	Global Business Environment	1

Term-2

1.	Marketing Management-I	1
2.	Corporate Finance	1
3.	E-Business & Data Security in International Environment	
4.	International Economics	1
5.	Human Behaviour in Organization	1
6.	Decision Making Models	1
7.	Trade Logistics	1

Term-3

1.	Marketing Management-II	1
2.	International Corporate Finance	1
3.	Cross Culture & Diversity Management	0.5
4.	Production & Operations Management	1
5.	International Trade Procedure and Documentation	1
6.	WTO and International Trade Policies	0.5
7.	Regional Trade Blocks	0.5
8.	International Business Strategy-I	0.5

Courses in SecondYear**Term-4**

1.	International Business Strategy-II	0.5
2.	International Marketing Management	1
3.	Dissertation (Term-4 & Term-5)	2
4.	Electives	6

Term-5

1.	Electives	5
2.	Dissertation (Continued from Term-4)	

Term-6

1.	Electives	3.5
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Elective Courses:

Second year students of PGDM (IMG) are required to complete exactly 14.5 credits from the elective courses during the second year in the areas of Marketing, Finance, OBHR, IT, Operations, International Business, Economics & Business Policy, Strategic Management, Business Communication and Foreign Languages. A student may specialize in two functional areas. For Specialization-I, students must register for a maximum 7 credit courses and minimum of 5 credit courses in that area. While for Specialization-II, students must register for a maximum 5 credit courses and minimum of 4 credit courses in that area.

Students may, however, note that he/she is not permitted to specialize in any third area and he/she must opt for the balance credit of courses from the other areas.

Term-4**Marketing**

1.	Consumer Behaviour	1
2.	Customer Relationship Management	1
3.	Sales & Distribution Management	1
4.	Advanced Marketing Research	1

Finance & Accounts

1.	Management of Commercial Banks	1
2.	Security Research & Portfolio Management	1
3.	Risk Management and Financial Derivatives	1

Organisational Behaviour & Human Resource

1.	Training & Development	1
2.	Competency Mapping	1
3.	Personnel Management & Industrial Relations	1
4.	Personal Growth Lab	1

Quantitative Techniques & Operations

1.	Total Quality Management	1
2.	Advanced Statistical Methods	1



3.	Project Management	I
4.	Procurement Management	I

Information Technology

1.	Business Analysis	I
2.	SAP-I	I
3.	Mobile Cloud Computing for Business	I

Strategic Management

1.	New Venture Planning	I
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International Business

1.	Commodity Trading & Price Risk Management	I
2.	Export Management	I
3.	Global Economy & Emerging Industries	I

Foreign Language – Part-I

1.	Spanish Language, Part-I/or Chinese (Mandarin) Language	I*
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*Those who opt for a Language Part-I course in Term-4, they will have to compulsorily take that Language Part-II in Term-5

Term-5

Marketing

1.	Strategic Brand Management	I
2.	B2B Marketing	I
3.	Services Marketing	I

Finance & Accounts

1.	Personal Wealth Management	I
2.	Management of Financial Services	I
3.	Project Appraisal and Financing	I
4.	Behavioural Finance	I

Organisational Behaviour & Human Resources

1.	Performance & Compensation Management	I
2.	Strategic HRM	I
3.	Labour Legislation	I

Business Communication

1.	Effective Business Communication through Theatre Techniques	I
2.	Effective Leadership Communication	I

Quantitative Techniques & Operations

1.	Supply Chain Management	I
2.	Lean and Agile System	I
3.	Six Sigma	I

Information Technology

1.	Business Development in IT	I
2.	Communication & Internet Technology-II	I
3.	SAP-II	I

Economics & Business Policy

1.	International Business Law	I
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International Business

1.	Business in Asia Pacific	I
2.	Import Management	I

Foreign Language – Part-II

1.	Spanish Language-Part-II/or Chinese (Mandarin) Language-Part-II	I
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Strategic Management

1.	Capstone Business Simulation	I
2.	Mergers & Acquisitions	I
3.	Strategic Management of Technology & Innovation	I

Term-6

Marketing

1.	Retail Management	I
2.	Integrated Marketing Communication	I
3.	Rural Marketing	0.5

Finance & Accounts

1.	Investment Banking	I
2.	Business Valuation and Corporate Restructuring	I

3.	Foreign Exchange Risk Management	1
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Organisational Behaviour & Human Resource

1.	Negotiation Skills	1
2.	Psychometric Testing & Applications	1
3.	Organizational Development	1
4.	Interpersonal Relations	0.5

Business Communication

1.	Written Analysis & Communication	1
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Quantitative Techniques & Operations

1.	Decision Models and Optimization	1
2.	Operations Strategy	1
3.	Service Operations Management	1

Information Technology

1.	IT Strategy & Planning	1
2.	Business Intelligence	1

Economics & Business Policy

1.	Corporate Governance & Social Responsibility	0.5
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International Business

1.	Trade & Geopolitics	0.5
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Strategic Management

1.	Strategic Analysis & Globalization	1
2.	Strategic Alliances	1

(Courses are subject to change)

1.0 credit is equal to 30 hrs teaching/class room sessions and 0.5 credit is equal to 15 hrs teaching/classroom sessions.





Three Year Part-Time Post Graduate Diploma in Management (Working Managers Group)

The Three-Year Part Time Post Graduate Diploma in Management (PGDM-WMG) programme is designed to help the working managers trained at FORE to follow a three-fold approach to operate successfully in the corporate environment.

Objectives

- Understand the Organizational settings and techniques of management
- Integrate with the Organizational functioning
- Evolve with the dynamic and complex working environment.

USP's of the Programme:

Most Relevant Content	Conditional Placement Support	Super Specialization
Certification for Hot Skills	Convenient Location	Convenient Timetable
Flexibility	Duration	Corporate Initiative

Eligibility Criteria

The eligibility criteria for admission to the three year Part-Time Programme is:

- Bachelor's Degree in any discipline
- Minimum 24 months of work experience after Graduation

Admission Process

Admission Process for the part time programme begins with the filling up of Application Form during the months of February-June. Shortlisted candidates are required to appear for a written test and personal interview during the months of May-June.

Class Timings

Thursday & Friday : 06:15 PM to 09:30 PM

Saturday : 02:30 PM to 09:30 PM

Fee Structure:

Category	Course Fees	Payment
Self Sponsored Category	₹4,05,000	To be paid in 9 equal installments
Company Sponsored Category	₹4,05,000	

Academic Calendar

First Year	Term 1, 2, 3 (July - March)	Core Courses
Second Year	Term 4, 5, 6 (April - December)	Core Courses
Third Year	Term 7, 8, 9 (Jan - Sept)	Core and Elective Courses

In addition, a two credit Dissertation to be undertaken by each student at the end of Term-9 for a duration of 4 months.

Instructional Methodology and Pedagogy

The instructional methodology comprises of 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 individual or group presentations.

Courses in First Year

Term-1

1.	Financial Accounting	1
2.	Decision Making Models	1
3.	Introduction to IT	1
4.	Human Behaviour in Organisation	1

Term-2

1.	Management Accounting	1
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2.	Business Statistics	1
3.	Managerial Communication	1
4.	Marketing Management-I	1

Term-3

1.	Operations Management	1
2.	Managerial Economics	1
3.	Human Resource Management	1
4.	Marketing Management-II	1

(All are Compulsory Courses)

Courses in Second Year

Term-4

1.	Business Research Methods	1
2.	Macro Economics	1
3.	Communication and Internet Technology	1
4.	Organisational Design and Change	1

Term-5

1.	Corporate Finance	1
2.	Supply Chain Management	1
3.	Business Environment	1
4.	Marketing Strategy	0.5
5.	Strategic Outsourcing in Business	0.5

Term-6

1.	Management of Personal Finances	1
2.	Strategic Management	1
3.	Legal Aspects of Business	1
4.	Interpersonal Relations	1

(All are Compulsory Courses)

Courses in Third Year

During third year, students are required to complete exactly 10 credits from elective courses (3 in Term-7, 3 in Term-8 and 4 in Term-9) in any of the functional areas from—Finance, HR, Marketing, Operations, International Business and Business Policy. In addition to this 2 credit core courses in Term-7 and Term-8 are also to be completed.

Term-7

Core Courses:

1.	International Economics	1
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Elective Courses:(3 credits)

Marketing

1.	Consumer Behaviour	1
2.	Sales and Distribution Management	1

Finance

1.	Management of Financial Services	1
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Human Resource

1.	Training and Development	1
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Operations

1.	Total Quality Management	1
2.	Advanced Operations Management	1

International Business

1.	Export Management	1
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Term-8

Core Courses:

1.	New Venture Planning	0.5
2.	Manufacturing Planning and Controlling	0.5

Elective Courses:(3 credits)

Marketing

1.	Services Marketing	1
2.	Retail Management	1

Finance

1.	Project Appraisal and Financing	1
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Human Resource

1.	Performance and Compensation Management	1
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Operations

1.	Six Sigma	1
2.	Project Management	1

International Business

1.	Business in Asia-Pacific	1
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Term-9

Elective Courses:4 Credits

Marketing

1.	Business to Business Marketing	1
2.	Advertising and Brand Management	1

Finance

1.	Investment Banking	1
2.	Security Research and Stock Derivatives	1

Human Resource

1.	Negotiation Skills	1
2.	Strategic HRM	1

Operations

1.	Advanced Statistical Methods	1
2.	Innovation & Technology Management	1

International Business

1.	Commodity Trading and Price Risk Management	1
2.	Global Economy and Emerging Industries	1

Business Policy

1.	Corporate Governance	0.5
2.	Business Ethics and Corporate Social Responsibility	0.5

Dissertation (2 credits)

(Courses are subject to change)

1.0 credit is equal to 30 hrs teaching/classroom sessions and 0.5 credit is equal to 15 hrs teaching/classroom sessions.



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	Motivating management students to be entrepreneurs. Supporting and funding the best B-plans.	Prof. Anita Tripathy Lal
Center for Psychometric Testing and Research (CPR)	Develop the centre into an estimable intellectual space in psychometric testing and research. It aims at promoting education, research and training in this area.	Prof. Sanghamitra Buddhapriya
Center for Sustainable Development	To achieve and sustain leadership in Management Education, Research, Consultancy and Development.	Prof. Subhasis Bera
Center for Customer Management	To develop a center for promoting research, consulting and training in the critical areas of customer understanding, attraction, retention and loyalty etc.	Prof. Qazi Asif Zameer
Center for Operations and Supply Chain Management	To develop an operation's edge by research, consultancy and industry interactions in the areas of manufacturing, supply chain, services and its interface with other functional areas like Information Technology, Finance and HR.	Prof. Mohita Gangwar Sharma
Center for Emerging Markets	To influence the international trade system such that it advances the goal of sustainable development and inclusive growth with major emphasis to emerging economies/markets	Prof. Mohit Anand

PUBLICATIONS OF FORE

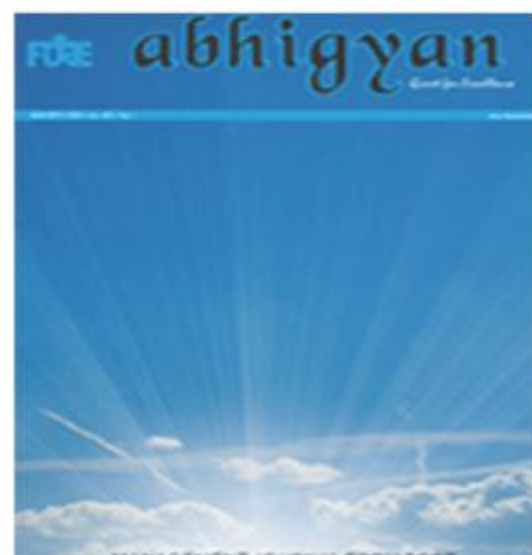
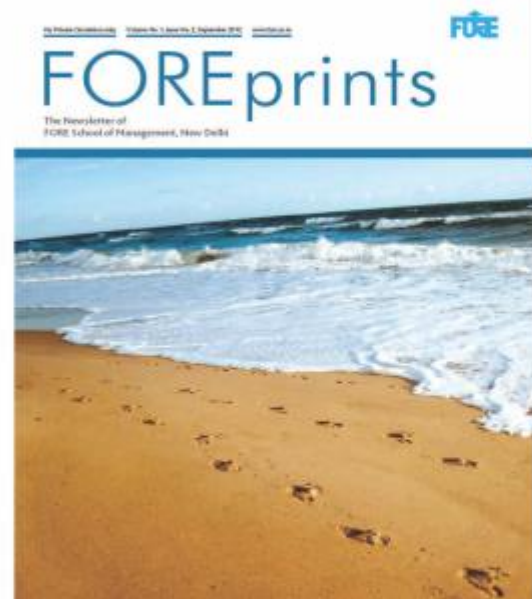
Abhigyan, the Business Journal of FORE, was started in January 1983 and has completed 30 years. The journal began with a bi-annual issue. In celebration of its tenth anniversary, it switched to a quarterly publication mode. It is devoted to disseminating findings from research work and exploration of original ideas concerning organization and management. The Journal seeks to address issues of interest to managers and academicians, equally. The Journal's circulation covers the corporate world, management institutions and universities in India and abroad. The journal is currently published under the guidance and editorship of Prof. Vinayshil Gautam.

Abhigyan continues to be listed and indexed in GALE-Cengage Learning (Farmington Hills, USA), Cabell's Directory of Publishing Opportunities in Business of Cabell Publishing Inc. (Texas, USA), The Psyc INFO bibliography database of the American Psychological Association and Ulrich's International Periodicals Directory, USA.

FORE's bi-annual newsletter, FOREprints, aims to disseminate information about the happenings at FORE to corporates, alumni, other B-Schools and, of course, to FORE students and faculty. It keeps everyone abreast of the latest happenings at FORE like the Anubhuti, Genesis, seminars and conferences, achievements of students and faculty, etc.

FORE launched its Working Paper Series during 2011-12. It has published 35 working papers from the faculty so far. The working papers are listed in the institute's website.

FORE also published a book entitled "Reflections on Chinese Management Styles and Business Ethics" by "Bloomsbury Publishing India Pvt. Limited" in May 2013. The book is based on articles by members of FORE faculty.



THE FACULTY

COMMUNICATION



Prof. Anita T. Lal
Ph.D. (IIT-Kanpur)
Experience: Over 17 years

Prof. Lal's expertise lies in the areas of Business Communication, Leadership & Entrepreneurship. A Ph.D from IIT Kanpur, she has over 17 years of work experience in the areas of teaching, training and research. Her experience of teaching includes three years as a visiting faculty at IIT Delhi and IIT Kanpur. She has been also a part-time consultant for three years to NTPC's World Bank funded projects on Environmental Impact Assessment. A proud recipient of the prestigious Certification with Honours on 'Mentor Development Program for Entrepreneurs' jointly conducted by London Business School and National Entrepreneurship Network.



Prof. Reeta Raina
M. Phil (Eng. Literature.), Ph. D. (Organizational Communication)
Experience: Over 25 years

Prof. Reeta has been into teaching, training and research for the last two decades. Prior to this assignment, she had been teaching at Management Development Institute, Gurgaon. She has published and presented research papers in both National and International Journals and conferences respectively and has authored one book published by International Publishing House (LAP), Germany. She teaches and trains people in developing communication competencies and communication skills. She has conducted training programmes both for the

Private and Public sector including ABB, BHEL, ONGC, MUL, LIC; IRAS; ONGC; IIFCL; CRPF, CBI, BHEL; Bhabha Atomic Energy; Power Grid Corporation of India; Petronet Gas; AAI etc. She has been recently awarded the Best Professor in HRM by National Education Award sponsored by Headlines Today.

ECONOMICS & BUSINESS POLICY



Prof. K. L. Chawla
Ph.D. (Economics), LLB
Experience: Over 34 Years

Having over 34 years of teaching and research experience (taught in three universities and worked in two research organizations i.e. ICRIER & RIS) has been the Director at one of the management institutes in the NCR for two years. Published one book, contributed chapters in two edited books and written over 35 articles in refereed national & international journals and newspapers. Recipient of ICSSR fellowship for doctoral research and has presented papers in national & international conferences in India & abroad.



Prof. Mathew Joseph
Ph.D (University of Glasgow, UK)
Experience: Over 37 years

Recipient of Indian EXIM Bank International Trade Research Award for the best Ph.D thesis in 1993. Experience in Government of India (Indian Economic Service), banking (ICICI Bank), aid agency (USAID) and think tank (ICRIER). Published five books and several articles in journals and newspapers. Presented papers in many national and international conferences.



Prof. Subhasis Bera
Ph.D. (Economics)(JNU), M.Phil
(International Trade & Development)
(JNU),
Experience: Over 8 years

Formally worked as a Research Faculty at an International Policy Think Tank (ICRIER). He worked as a consultant in World Bank and has more than 5 years of teaching experience in Microeconomics theory at the post graduate level and graduate level. His area of specialization is Economics of Technology, International Trade, Development Economics. He is also member of many international forums and has presented papers in number of international conferences.



Prof. Shallini Taneja
M.A. (Economics), M.B.A (HRM), M.Phil
(Economics), FPM-MDI, Gurgaon
Experience: Over 6 years

Has over six years of teaching, research and industry experience. She has taught at Department of Economics, SDP College for women, Ludhiana. She has also taken lectures at Mount St. Mary's University, USA on CSR Practices in Indian Companies. She has presented research papers in various national and international conferences. She has contributed chapters in edited books and published peer review articles in national and international journals. Conducts management development programmes on Corporate Social Responsibility (CSR).



Prof. Neeti Shikha
LLM
Experience: Over 4 Years

Prof. Shikha holds a masters degree from University College London where she was awarded distinction in her corporate modules. She has received a specialist training at Clifford Chance LLP London, in the area of Asset Finance, Securitization and Litigation. She has experience of both teaching as well as working in law firm in Singapore. Has published papers in various national and international journals and also presented papers in several national and international conferences.

FINANCE & ACCOUNTING



Prof. Vinay Dutta
M.Com, CAIIB, PG Diploma in IRPM
Experience: Over 28 years

Prof. Dutta is a banker turned academican. He has over two 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 titled "Commercial Bank Management" published by McGraw Hill Education (India) Private Limited. He regularly offers training programs to senior corporate executives and has interest in consulting and research.



Prof. Ambrish Gupta
M.Com., Ph.D., FCA, CCIT (IBFD, The Netherlands)
Experience: Over 29 years

Prof. Gupta is a recipient of 'Rashtriya Gaurav' award. Over 29 years of top level experience in investment banking, primary capital market, management teaching, research and academic administration. Authored two books namely Financial Accounting for Management: An Analytical Perspective (Pearson Education, 4th edn. now) and Inflation Accounting: The Indian Context. He has also published and presented papers in reputed journals and international conferences.



Prof. Kanhaiya Singh
M.Com, M.A. (Eco) CAIIB, Ph.D
Experience: Over 41 years

Has three decades' experience of working with leading nationalized Banks. Work exposure involved project finance, credit appraisal, retail banking operations, economic research, corporate planning etc. He was the Director of Rural Development and Self Employment Training Institute. Besides he has 12 years of teaching experience. Prior to joining FORE School, in January 2009, he was Associate Professor with Birla Institute of Technology, Mesra, Ranchi at Noida Centre. Authored 7 books on banking topics and published many research papers. He has recently authored a book on Commercial Bank Management and has also presented research papers in International Conferences.



Prof. Vandana Gupta
B.Com (Hons.), PGDM (IIM-A),
Ph.D. (Pursuing)
Experience: Over 22 years

Rank holder from Delhi University in B. Com. She has done her MBA-Finance from IIM-Ahmedabad and pursuing Ph. D in Finance at present. Two decades of experience which includes 13 years of Industry experience with leading Corporates like ICRA, Infosys, Religare and Telstra. She was heading equity research for Religare in Delhi and was also a director with Wavnomics Pvt. Ltd.

**Prof. Himanshu Joshi**

MBA (Finance), Ph.D

Experience: Over 12 years

Has been into teaching, training and research for more than 12 years. Has published and presented research papers in refereed journals and national & international conferences. Conducted various executive development

programmes for companies like Bharti, AstraZeneca, Autometers, and Directorate of Resettlement, Indian Army.

INFORMATION TECHNOLOGY**Prof. Raman Sethi**

B.Tech (IIT-Delhi), PGDM. (IIM Bangalore)

Experience: Over 28 Years

Prof. Sethi is a Prince 2/ PMP Certified SAP Professional with over 28 years of presales, project management and delivery experience in India, Asia, UK/Europe and North America. Has diverse technology

experience in managing offshore centric delivery for implementation, application development and support engagements. He is a founder member of the SAP Practice at HCL and has worked closely with customers like General Motors, Inland Revenue Authority of Singapore, Samsung Electronics, Robert Bosch, Mitsubishi Motors and Urban Redevelopment Authority of Singapore.

**Prof. Rakhi Tripathi**

Ph.D. (I.I.T. Delhi)

Experience: Over 8 years

Has research background of more than 7 years. She has worked on some prestigious projects on Networking and E-government at I.I.T. Delhi. Several research

papers have been published in national as well as international reputed journals, conferences and books.

**Prof. Rajneesh Chauhan**

PhD, IMT Ghaziabad - NLU; PGDBM, IMT Ghaziabad; B.Tech. (Electrical), National Institute of Technology Hamirpur

Experience: 21 years

With more than two decades in the area of IT, ERP and Operations Management, he has worked extensively with Fortune 500 clients across Asia Pacific, Europe and Americas. Within India, he has worked for Government and Private sector alike. He started his career in the R & D unit of a Fortune 500 organization and received the MECON award for contributions to Process Engineering. At Infosys, he was a Tier 3 leader, who established ERP Consulting services in China and Northern India before becoming the

Operations & Strategy Head for a 1b USD strong Enterprise Solutions Unit. He has taught at multiple B Schools and has played a key role in expansion of one of the largest Corporate Universities in India. Over the years, alongside regular corporate responsibilities, he has been shouldering collateral academic responsibilities as well.

INTERNATIONAL BUSINESS**Prof. Ravikesh Srivastava**

M.Sc. (Agri Economics), Ph.D. (BHU), UGC-SRF

Experience: Over 24 Years

Has rich academic experience of around two and a half decades. Was an Ex-faculty member at Indian Institute of Management, Lucknow for 5 years and published 25

research papers in various refereed journals. He has also co-authored a book with Dominic Salvatore titled, "Managerial Economics – Principle and Worldwide Applications" published by Oxford University Press, 2008 and 2012. Has worked for number of consultancy and research assignments for leading public and private companies like HPCL (Hindustan Petroleum Corporation Ltd.), GHCL (Gujrat Heavy Chemicals Ltd.), HSIL (Hindustan Sanitary and Industries Ltd.) and Maruti Suzuki. Also worked as team leader with several development projects funded by World Bank like NATP, DASP, IWDP etc. He is at present supervising four Ph.D students of Management.

**Prof. Savita Gautam**

PGDIT- IIFT, Ph.D. (Pursuing)

Experience: Over 18 Years

Prof. Savita Gautam has worked in international trade division of some of the well known companies in India including MNC's. Sectoral Exim Trade experience in

Pharmaceuticals, Engineering goods and traditional goods like handicrafts and garments. She has worked as a visiting faculty at Chennai University, AIMA, and Jamia Millia Islamia, Delhi. She has also conducted MDP at MMTC training centre at Chennai and Ordnance factory in Nagpur.

**Prof. Faisal Ahmed**

MIBM, Ph.D.

Experience: Over 10 years

Prof. Ahmed is an academic, researcher and consultant on international trade, geopolitics and south-south cooperation. He has taught at business schools in India and abroad. He has been consultant to the Economic Development and Globalization Division of the United Nations Economic and Social Commission for Western Asia (UNESCWA), besides working on projects by other think tanks and government. Prof. Ahmed is frequently invited as speaker and expert panelist by leading think tanks, chamber of

commerce and universities. He has written more than 40 research papers/articles, and has also published in leading newspapers like the Financial Express, Business Standard and Economic Times.

Prof. Mohit Anand

IMBA, All, Ph.D. (France)

Experience: Over 10 years



Prof. Mohit completed his Ph.D. from EMLYON Business School, France. Prior to joining FORE, he was Teaching and Research Assistant (APR) at EMLYON Business School, France. Possessing over 4 years of teaching experience, he taught several courses across Masters, Bachelors and Executive level on topics related to Emerging Market Strategies, Innovation at Bottom of the Pyramid, Entrepreneurship, Regional Trade Blocs etc. He was invited to give specialized lectures at Asian Micro Insurance Summit (Beijing), BI Norwegian School (Oslo), FMS (Delhi University) etc. Before moving into academia he had 6 years of professional and consulting experience with leading insurance companies.

MARKETING

Prof. Jitendra K. Das (Director)

B.Tech. (IIT Delhi), M.Tech. (IIT Delhi), Ph.D. (University of Toronto)

Experience: Over 32 years



Has a wide ranging experience of Industry including at WIPRO. He has taught courses at Danube University, Austria, IIMs at Lucknow, Ahmedabad, 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), etc. and a member of some policy committees of Government of India.

Prof. Freda Joseph Swaminathan

PGDM (IIM-A), MS-Communications (Illinois State University, USA)

Experience: Over 34 years



Prof. Swaminathan has a PGDBM from the IIMA and an MS from the USA. She has academic and corporate experience in Marketing and Advertising. Worked in LINTAS, JW Thompson, Goodyear India Ltd; ASP (Birlas) and DSS Mobile Communications. Presented papers in various national & international conferences. Since the last eight years she has been in the academic field as Professor in Marketing. Her areas of interests are Marketing, Strategic Brand Management and Integrated Marketing Communications.

Prof. Qazi Asif Zameer

B.E (Delhi College of Engineering), MBA, Ph.D.

Experience: Over 25 years



Prof. Zameer has 16 years of work experience in Corporate and 9 years in Academics. He has experience in Sales, Marketing, Business Development and Marketing Research and has worked in Gillette, Heatly & Gresham, Amkette, BHEL etc. He has various publications, paper presentations in International / National Conferences and organizing of MDPs / FDPs to his credit.

Prof. Anupam Narula

PGDBM (Marketing), M.A.(Economics), Ph.D.

Experience: Over 15 Years



A Silver Medalist in PGDBM, he has taught in various premier B-Schools in NCR like Apeejay, BIMTECH, Army Institute, Jaipuria, Galgotia etc. and had undertaken various institutional building activities with premier and upcoming B-Schools in NCR as Director, Dean, Officiating HOD, Founder and Coordinator for many new vertical management programme. His current research areas of interest include Consumer Buying Behavior, Strategic Brand Management, Service Marketing, International Marketing and Educational Marketing.

Prof. Bhalender Singh Nayyar

(Adjunct Faculty)

B.E. (Mech.), PGDM (IIM, Calcutta)

Experience: Over 40 years



Prof. Nayyar brings with him over 30 years of industry experience and 10 years of teaching experience. The industry exposure was in diverse fields of consumer durables (Usha Sales and Niky Tasha), auto ancillaries (Escorts, Gabriel and MICO Bosch), media (Times group and Zee), retail (Intershopper and Asian Sky Shop) and financial services (Maxworth Orchards). He has also been involved in consultancy in the area of sales and distribution, retailing, rural marketing and marketing strategy.

In the last 10 years he has been involved in academics as visiting faculty in various institutes including IIM Lucknow, Raipur and Rohtak, Kirtloskar Institute of Advanced Management Studies, Harihar and Aravali Institute of Management, Jodhpur.

His area of expertise is Marketing Management, Marketing Strategy, Sales and Distribution, Retailing, Rural Marketing and Integrated Marketing Communication.



ORGANISATIONAL BEHAVIOUR & HUMAN RESOURCE



Prof. Sanghamitra Buddhapriya

Ph. D (FMS- Delhi University), Post-Doctoral (Mc Master University, Canada)

Experience: Over 18 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 authored two books and published many research papers in refereed journals. She has also presented papers in National and International conferences. She conducts research and management development programmes on various issues related to Organisational Behavior and Human Resource Management.



Prof. Neeraj Kumar

B.Sc; PGD in Social & Labour Welfare, PGDM (Gold Medalist)

Experience: Over 31 years

Received Gold Medal in PGDM. More than 20 years' experience in HRM functions with SAIL. Handled International consultancy assignment at Egyptian Iron and Steel Company. Trained over a thousand managers in both public and private sector. The major areas of his contribution were Performance Management, Organisation Development, Employee Relations Management, Training Solutions and Internal Consulting. Has also co-authored a text book on Employee Relations Management.



Prof. Neetu Jain

UGC- NET , D TD (ISTD), M. Sc.(Chem), MBA, Ph.D.

Experience: Over 14 years

Prof. Jain is a recipient of 'AIMS International Young Management Researcher Award' and Rashtriya Gaurav Award'2009. She has published many papers in peer reviewed national and international journals and has a book titled "New Spiritual Foundations of Management" to her credit. Presented papers in several national and international conferences. She has also conducted MDPs on Stress Management, Team building, Managerial Effectiveness, HRD for line managers, Train the Trainers, Cognitive Reorientation and Self Management.



Prof. Prachi Bhatt

MHRM Ph.D.

Experience: Over 6 years

Prof. Bhatt, recipient of Gold Medal in Masters in Human Resource Management. She is certified in Negotiation Research and Teaching from Kellogg School of Management, Illinois, USA. Has done projects with Zydus Cadila Healthcare Ltd., Ahmedabad, GCMMF Ltd. Anand, Gujarat and Indraprastha Apollo Hospitals, New Delhi. She has to her credit research papers published in National and International refereed journals. Her interest areas (research & teaching) are Negotiation, Competency Management, OB, HRM and Changing HRD Paradigm and Psychometric Testing Research. She also conducts MDPs and FDPs in those areas.

QUANTITATIVE TECHNIQUES AND OPERATIONS



Prof. Hitesh Arora

Ph.D. (University of Delhi), NET (JRF)

Experience: Over 15 years

He is a graduate in Mathematics (Hons) and Post graduate in Operational Research from University of Delhi. He has also earned his Doctorate in Mathematical programming from Department of Operational Research, University of Delhi, Delhi. Prof. Arora has qualified National Eligibility Test (NET) conducted jointly by CSIR & UGC with Junior Research Fellowship (JRF) in Mathematical Sciences. He has worked immensely in the area of Mathematical Programming. His present areas of research interest are measurement of Productivity, Service Quality and Information Technology in Indian banking sector. He has to his credit, a number of research papers in national and international journals of repute.



Prof. Mohita Gangwar Sharma

B.Tech.(Electrical)(IIT-BHU), FPM(IIM-Lucknow), MPIB (IIFT)

Experience: Over 17 years

Prof. Sharma has more than 17 years of experience in the Industry in BHEL (Transformer Design) and Indian Airlines (Materials Management Deptt.). She is the recipient of the coveted N.T.S.E scholarship. She has participated in National and International Conferences and has published papers. She brings the rich experience of the industry and tough academic rigor to her research. Her current areas of research include Operations Strategy, Product Service Systems, Service Operations Supply Chain, After Sales Service, TQM, and Operations Strategy.



Prof. Vikas Chandra
B.Tech. (IIT Kanpur), MBA (IIM Calcutta)
Experience: Over 35 years

Prof. Chandra has worked in multinational, private sector and public sector firms in a variety of roles mainly in the Operations area. During his tenure, he has occupied leadership positions, first as General Manager of a division with a machine building firm for 8 yrs and then as Managing Director of a German multinational engineering firm for 12 yrs where he was responsible for turning around a loss making company and putting it on the path of profitable growth. He has rich board level experience and of operations in a globalised and international environment.



Prof. Sumeet Kaur
M.Sc., M.Phil., Ph.D.
Experience: Over 7 years

Over 7 years teaching & research experience. She has published couple of papers in International & National journals of repute. She has been also involved in case development with Maruti True Value, Blind People Association, Indraprastha Apollo Hospitals. She has organized workshops on Decision Sciences & its Management, applications like Business Research Methods, Advanced Excel Techniques for managers of public and private sector organizations.



Prof. Upendra Kachru
BE (Met.) NIT-Durgapur, MBA-Univ. of Illinois, USA
Experience: Over 41 Years

Prof. Kachru was the first Chief Executive of Maruti Udyog Ltd and Managing Director of H.P Pelzer (India) Ltd. He has published around 20 learned articles and papers in international and Indian journals. He is also a renowned author

with books on Strategy, Production & Operations Management, Logistics and Supply Chain Management etc. Former member of EAC of Ministry of Environment.



Prof. Alok Kumar
Ph.D. (Operational Research) (University of Delhi-pursuing)
Experience: Over 2 years

Prof Kumar is a graduate in Mathematics (Hons.) from University of Delhi and a Post Graduate in Operational Research from Department of Operational Research, University of Delhi, He has also been enrolled as a research scholar in the Department of Operational Research, University of Delhi 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 also has more than 10 international publications to his credit.

STRATEGIC MANAGEMENT



Prof. Vinay Asthana
M.A Economics (University of Hyderabad),
ICWA (ICWAI Kolkata), FPM (IIM Lucknow)
Experience: Over 12 years

Recipient of the Marti Subrahmanyam Award (2010) for his doctoral research. He has earned his doctorate from the Indian Institute of Management (IIM) Lucknow. He has professional experience in entrepreneurship, equity research, government service, research and teaching.

B BEYOND THE CLASSROOM



STUDENT COUNCIL ACTIVITIES

Student activities forms an integral part of the curriculum at FORE. Students are encouraged to enhance their managerial and leadership skills through organizing a series of student-driven events throughout the year. This gives them real-time experience of interacting with corporate and working in teams, planning and controlling budgets, managing events, time-management and developing overall decision-making skills. Some of the diverse activities organized by members of student council are:

‘ANTAR’ IN SERVICE TO THE COMMUNITY

FORE believes that students must be good citizens and play a responsible role in society. Some of the activities of team Antar include:

- **AASHAYEIN** - The event AASHAYEIN is organized with the objective of creating awareness on education among under privileged children and to motivate them to go for schooling.
- **SANRAKASHAN** is a plantation drive conducted with the aim of protecting the environment by planting more trees each year.
- **VASTRASAMMAN** – The activity aims at distribution of clothes to the needy person. Used clothes are collected from students and faculty member and handed over to an NGO GOONJ for onward distribution.
- **ABHIWAADAN**- The event is organized in association with HELPAGE India to honour senior citizens from Old Homes.

CORPORATE INTERACTION DIVISION (CID)

CID is intended to be the face of the institute to the industry. It aims at bridging the gap between the academia and the corporate world by organizing seminars, conferences and workshops. Students organize weekly sessions to gain experiential learning through Anubhuti – a forum under the aegis of CID that regularly invites senior corporate professionals and leaders to share their practical business experiences with students.

FORE SPORTS AND CULTURAL DIVISION (FSCD)

The FORE Sports and Cultural Division (FSCD) aims to help students achieve excellence by re-energizing them during their stressful life at campus by organizing various sports and cultural events throughout the year. In collaboration with SPIC-MACAY, Team FSCD hosts events by renowned artists. In addition to above, FSCD team is actively involved in organizing various intra and inter sports events at FORE to inculcate sporting spirit among students.

The Teams FSCD and ANTAR jointly organize Blood Donation Camp each year in collaboration with Rotary Club.

NEXUS

Team Nexus is responsible for organizing a national level annual and highly reputed management festival, “Genesis”, open for participation to all B- School students, at FORE every year. Students from B Schools participate in debates, management games, case analysis, competitions, etc.

FORETECH

Team FORETech provides a podium for interaction and networking among the students. The team organizes various online events and is also responsible for designing, developing and submitting ready to display contents on LCD at FORE.

THINKTANK

Think Tank enriches learning by conducting various inter and intra college events, debates etc. in each functional area of management.

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 the past and the present, endeavoring to build a better future. It connects a community of more than 5000+ strong FORE family present globally.

To strengthen this link over batches, FAN arranges various activities to ensure interaction with the alumni members on various occasions that can help the students to know the real corporate world practices.



FORE Economy Forum

It provides a common knowledge-sharing platform to students at FORE. FOREians 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), Sector/industry analysis and GDs.

FOREWord

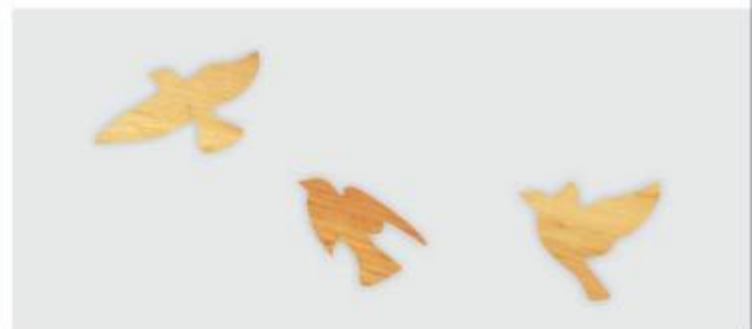
FOREWord is the editorial board of FORE School of Management. FOREWord is a diarist of all the events happening at FSM. It comes out with the bi-annual newsletter-FOREprints and organizes various literary events like vocabulary quizzes, debates, article-writing competitions, extempore etc. It aims at bringing out the literary genius in every student through various literary events.

GENESIS

Genesis is the Annual Management Festival and also trademark event for FORE School of Management, New Delhi. It is an endeavour 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. Various eminent personalities from the corporate world are invited to interact with and groom the upcoming managers and entrepreneurs, through various events held throughout 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 forums/ communities.





Centre for Entrepreneurship Development (CED)

The Centre for Entrepreneurship Development (CED), FORE aims to promote Entrepreneurship amongst the management students by creating a conducive ecosystem for the students to develop their creative ideas into brilliant business plans such that they are motivated to come up with their own "Start-ups". The Centre for Entrepreneurship was launched with a Seminar on 'Charms of being an Entrepreneur in the Challenging Times' on February 26, 2010.

In these three years numerous Workshops in Idea Generation, Opportunity Evaluation, and Seminars on Scope of Innovation, Kickstarting Entrepreneurship in the campus and Panel Discussions on Entrepreneurial trends have been conducted for the students. Successful Entrepreneurs like Mr. Sanjeev Bikhchandani (Naukri.com), Mr. Pradeep Gupta (Cyber Media), Mr. Ashish Kapoor (Yo! China) and many others have shared their success stories with the young minds. DST, SIDBI, TIE and NEN officials have also been regularly invited to FORE for carrying out various entrepreneurial activities. Venture capitalists from Indian Angel Network, Saif Partners, The Hatch, Eko International Pvt. Ltd. Angel Investors Consortium have taken sessions on venture finding, judged Business Plans prepared by the students. In these three years there have been four Start-ups by FORE students.





MANAGEMENT DEVELOPMENT PROGRAMMES

FORE School of Management, New Delhi conducts Management Development Programmes and undertakes consultancy assignments for professionalizing management thought and action in organizations striving to achieve excellence. FORE conducts MDPs to equip managers with knowledge, skills and attitudes required for effectively responding to global developments and competitive requirements. Our MDPs are designed with an appropriate blend of conceptual knowledge and experiential learning to boost performance and efficiency in organizations across all sectors. Apart from open programmes, FORE also conducts customized in-company programmes tailored to suit organization's needs on topics/areas specifically required by an organization. These programmes are either custom-designed to suit client requirements or are offered by faculty on a specific theme to meet various client needs. FORE has in-house training facilitators in the fields of OB/HR Management, Financial Management, Operations Management, Marketing Management, Information Technology, International Business Management and Strategic Decision Making.

Some of the forthcoming open programmes are:

- Advanced Corporate Finance
- Advanced Excel Training
- Applied Marketing Research
- Behavioral Finance and Investment Decisions
- Building Competencies for Leadership Roles
- Coaching & Mentoring for Personal and Professional Success
- Competency Based Approach to Effective Performance Management
- Consumer Behavior Based Business Strategies: Tools and Techniques
- Corporate Social Responsibility (CSR) Practices in India
- Decision Making Techniques for Managers
- Developing Communication Competency
- Developing Emotional Intelligence for Professional Success
- Developing Entrepreneurial Mindset at Workplace
- Developing Gender Sensitivity at Workplace
- Developing Strategies for Business Growth and Excellence
- Disciplinary Proceedings and Domestic Enquiry
- Doing Business in India
- Effective Brand Management
- Effective Communication and Presentation Skills
- Effective Communication through Theatre Technique
- Effective Customer and Client Management Techniques
- Effective Negotiation Skills
- Effective Purchasing Skills
- Effective Selling Skills
- Effective Spares Management: Winning in the Aftermarket
- Effective Supply Chain Management
- E-Governance: Concepts and Challenges
- Emerging Trends in IT
- Enhancing Assertiveness & Positive Attitude
- Enhancing Leadership Dimensions
- Enhancing Managerial Effectiveness
- Enhancing Managerial Effectiveness through Self-Awareness
- Enhancing Managerial Performance through Stress Management
- Enhancing Sales Team Performance
- Enterprise Risk Management for Creating Risk Intelligent Organization
- Export Management
- Finance for Non-Finance Executives

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.

In 2013, the placement process set new benchmarks on many fronts. The Institute achieved 100% placements with an average salary of approximately Rs.8 Lacs p.a. Of the total of 130 companies that visited the campus, 39 companies were visiting the campus for the first time. As regard to sector-wise placements, IT Sector followed by BFSI, Consumer Durables, Market Research & Consulting, Financial Services, Automobile, etc. were the major recruiters of our students.

SUMMER INTERNSHIP PROGRAM (SIP)-Summer Internship Program at FORE is a great mechanism for the students to engage and evaluate interesting industry segments and engineering their resources to make a pitch for a pre-placement offer (PPO). Summer Internship is a part of the course curriculum for the students. The Internship usually starts in the 1st week of April and ends in the 1st week of June with duration of 8 to 10 weeks. 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 based on the presentations of their Summer Internship projects. 229 students did their summer internships in 91 companies.





Top Recruiters At Fore

Absolute Data	DMV Business Research	Jindal Steel & Power	Ruchi Soya
Accenture	Emami Ltd.	Jones Lang La Salle	SBI Life Insurance
Adani Group	Ernst & Young	Khimji Ramdas	Sony India
Allahabad Bank	EXL Service	KPMG	SRF Limited
ANZ Bank	Futures First	Krishna Maruti Group	State Trading Corporation
Asian Paints	GATI Ltd	L & T	Swedish Trade Council
Axis Bank	Genpact	LG	TATA Motors
Axis Risk Consulting	GMR Group	M Junction	TATA Power
Balmer Lawrie & Co.	Grail Research	MakeMyTrip	TATA Steel
Baxter India	HCL Comnet	Maruti Suzuki India	TCS
BBMB	HCL Technologies	Michael Page International	TCS BPO
BILT	HDFC Bank	Millward Brown	Technova
Blue Star	HDFC Life	New Holland Tractors	Telcon
Café Coffee Day	Hero Moto Corp	Nielsen India	Tetrapak
Canon India	Hewlett Packard	NIIT Limited	The Smart Cube
Carnation Auto	HILTI India	NTPC	Thomas Cook
Castrol	Hindustan National Glass & Industries	Oberoi Hotel	TNS Global
CB Richards Ellis	Honeywell	Ogilvy & Mather	United Biscuits
Central Electricity Authority	HSBC	Orient Fans	United Spirits Ltd.
CHEP	ICICI Bank	Oriental Bank of Commerce	Usha International
Citibank	ICICI Prudential	Oriflame	Videocon
Continental India	IDBI Bank	Pitney Bowes	Wipro BPO
CRISIL	IFFCO	Power Grid Corp. of India	Wipro Infotech
Dabur India	IMRB	PWC	Yamaha
Daikin Air-conditioning	Indo Simon Electric	RBS Business Services	YES Bank
Deloitte	Infosys	RECL	
DLF Pramerica	ING Vysya Bank	Renewable Woods	



DISTINGUISHED ALUMNI

NAME	DESIGNATION	COMPANY NAME
Alok Kr. Sahoo	Head – Risk Scoring and Pricing (Risk IT)	Standard Chartered Bank
Amit Tripathi	Fund Manager	Reliance Mutual Fund
Anirvan Roy	GM- Forex	Thomas Cook India Pvt Ltd
Ashit Ranjan	VP - HR	Tecnova India Pvt. Ltd
Bindiya Chopra	Manager HR	PriceWaterhouse Coopers
Charu Maini	Senior L&D Manager	Microsoft
Devi Mohanty	Senior Risk Manager	Credit Suisse
Dipankar Ghoshal	Vice President	Vodafone Essar
Gaurav Mehta	Assistant Vice President	HSBC
Girish Banwait	General Manager - Category Sales	Whirlpool
Manoj Jain	Entrepreneur	'Start-up' on Social Innovation
Namrata Bhattacharyya	Competency Lead-WCF	HCL technologies
Navdeep Singh Chopra	Vice President, Head North & East	Citigroup Global Markets
Neha Gupta	Director - India/ Middle East/ Africa	Boeing International Corporation
Nikhil Dubey	Managing Director-Financial Institutions Coverage	Barclays Investment Bank
Nitesh Priyadarshi	CMI (Consumer & Market Insights) Director	Unilever
Prasanjeet D Baruah	Head - Marketing	The Oberoi Group
Prashant Dhar	Head(General Manager)-Marketing	Racold (Ariston) Thermo Ltd
Pushkin Shailen	Vice President - Global Operating Leader & Client Executive Partner (Relationship Management)	Genpact- US Healthcare
Reema Mehta	Vice President	Bank of America
Ritesh Babbar	Head-Strategic Account-Sales	Nike India Pvt. Ltd.
Ritesh Chopra	Vice President	Capgemini Consulting
Rohit Wadhwa	Vice President - Advisory Services	Royal Bank of Scotland - Private Banking
Sachin Goel	Chief Information Officer	KPMG
Sambit Misra	Marketing Head- Large Format Printing Division	Canon India Pvt. Ltd.
Sameer Kapoor	Regional Manager Sales	Mphasis
Sandeep Arora	Vice President Sales - India & SAARC Service Provider (Telco)	CISCO
Tulika Tripathi	Managing Director	Michael Page International
Vandana Sharma	Vice President - Global Business Transformation	American Express
Vikram Gill	Director, Online Marketing & Social Media Asia Pacific & Japan Region	Dell



A_DMISSIONS CALENDAR

PGDM & PGDM-IB (FullTime)

ACTIVITY	PERIOD
Sale of Application Forms	September – November 2013
Shortlisting for Group Discussion & Personal Interview	January 2014
Group Discussion and Personal Interview Session	February – March 2014
Declaration of Result	April 2014
Commencement of Programme	June 2014

PGDM (PartTime)

ACTIVITY	PERIOD
Sale of Application Forms:	February-June 2014
Written Test and Personal Interview Session	May – June 2014



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