



# FOREprints

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## Message from Director



In the previous issue of Newsletter I examined the rapid pace of technological changes and the alarming obsolescence of new technologies. Due to the immense growth of technological advancement, it seems, about fifty percent of our technologies and skills will become obsolete within next two years.

The fact is that the technology is advancing so swiftly, and new gadgets are appearing and vanishing, nobody knows what the next big thing will be. We all experience how the pace of change is speeding up, but hardly we step back to look at where this extent of leap is taking us, and how to cope with the impact it will have in our lives.

In this new environment only those will survive who can keep pace with the rapid changes in technological advances. The inevitable question is, how do we keep up with a constantly transforming world that is becoming more and more technology-driven. The answer is simple, we keep adapting to it.

With all the changes we see around us, one should not feel being left out of the race. An important step towards coping with change is to understand what is happening, and embrace technological changes and learn how to use it for one's own benefit.

Don't allow technology to drive you. Drive it yourself. Run after the new devices only if it is compelling. You have to ask yourself: "Do I need to purchase hyper cell phone with all latest features every eight to ten months". If the new technology or service is likely to increase the efficiency of your business, then it's just possible it could be useful. You will find many new ideas you can use for your own business.

To understand more of the tech-based discourse one should build or grasp new vocabulary. It is now incontestable that we need to adapt to ongoing technological developments as quickly as possible.

Technology has great potential, and there will always be new ways that it helps businesses to grow and flourish. On a personal level, technology can enable people to capitalize on their skills and competencies in order to improve their lives.

Technology makes it possible to build responsive

## Editor's Desk



Students, I am delighted to once again write this message because this gives me an opportunity to share my thoughts with you. All my life, I have observed many interesting aspects. Let me share with you a few observations. It is very easy to stand in the crowd but very difficult to stand out! I have observed and felt very strongly that most of you have the required skill set, the necessary drive and the desire to succeed but, lack the courage to innovate. World today needs innovation. By innovation, I do not mean that each one of you ought to come up with a new invention. What is required is, newer ways of doing things through innovative thinking. An innovative mind is required. Why is it that India does not have a Microsoft or a Samsung or for that matter, Apple? It is because our minds have not been conditioned to explore new ideas. And above all, we lack the courage to take risk. Why do we avoid risk? It is because we like to be secure and love to feel secure. What can be done to change this mind set? We need to acknowledge the fact that we are basically scared of failures! I am reminded of a dialogue (one of the many great ones) between Alfred and Batman in the movie *Batman Begins* as to "why do we fall?" to which the answer was "So that we can pick ourselves **up** again." The important thing to recognize here is that falling or failure ought not to be taken as a negative aspect alone. It can be used to catapult ourselves higher than where we are at the moment. So, a little introspection on the part of every individual will go a long way in improving this 'play safe attitude'.

Innovate, Take Risk, Be Courageous and Believe in Yourself!

Best wishes

**Dr. Hitesh Arora**

## Student Editor



FOREprints, in a nutshell, encapsulates a wide variety of activities that FORE's esteemed faculty and students engage in. Through this newsletter, we aim to shed some light on their impeccable efforts in helping FORE reach greener pastures. This point of time marks several new beginnings. The institute welcomes a new batch of students while the existing batch commences its final year, preparing for life after this highly engaging MBA programme. Working with my team has proven to be a highly rewarding experience. This newsletter would not be as illuminating without their diligent efforts. Thus, I present to you the latest edition, a culmination of all the recent events and activities.

**Ashish Dua**

organizations that are willing and able to adapt, and respond to a world that never stops changing. Don't allow technology hound you, instead embrace its elegance and amazing potential.

**Dr. Jitendra K. Das**

## A Vibrant FDP @ Vietnam



(L to R) Pro. A.K Puri ( Professor-FSM), Mr. Rajiv Ahuja (Vice Consul of India in Vietnam) Ms. Smita Pant (Consul General of India in Vietnam), Mr. R.C. Sharma (President-FORE) and Dr. Jitendra K. Das (Director- FORE).

A faculty team from FORE School of Management, New Delhi visited Vietnam for Faculty Development Program held from September 26-29, 2015 organized in Ho Chi Minh City. Besides faculty members, Director and the President accompanied the team on the tour.

The institute has previously conducted such country specific study tours to China, Italy, The UAE, Thailand, Malaysia, and Uzbekistan.

The Faculty Tour was flagged off from the institute campus on September 23, 2015. Mr. Tran Quan Tuyen, Minister and Deputy Mission of Vietnam Embassy in India and Ms. Bach Thanh Binh, Political and Cultural Section, Vietnam Embassy in India were Chief Guests for the ceremony. They welcomed tour participants to Vietnam. The guests highlighted Vietnam's political and economic environment and provided travel tips to make the visit memorable.

The inauguration of academic activities in Vietnam took place on September 27, 2015 at the Conference Hall, Hotel Renaissance River Saigon, Ho Chi Minh City. Ms. Smita Pant, Consul General of India in Vietnam was the Chief Guest. She outlined the importance of Indo Vietnam relationship and congratulated FORE School for choosing Vietnam for the FDP. She shared her views on management education needs in Vietnam and offered all support and assistance for future endeavors in Vietnam. The President and Director also addressed the gathering.

The FDP had academic sessions on Vietnamese economy by renowned faculty members from University of Economics and University of Economics and Law, Ho Chi Minh City. Prof Nguyen Hoang Bao and Prof Ho Ngoc Phuong from University of Economics, took sessions on Economic Environment of Vietnam and Business Opportunities in Vietnam respectively on Day one. They shared information and an objective view of state of affairs of economy and business in Vietnam. Prof Nguyen Ngoc Dien and Prof Nguyen Thi Canh from University of Economics and Law, deliberated through interactive sessions

on State Organization in Vietnam and Vietnam Economy Under Reform on the second day. The sessions were high on content and perspective. Deliberations in FDP generated lot of interest in Vietnamese business environment among the participants. CEO's with Indian origin from top MNC's in Vietnam viz Standard Chartered Bank, Prudential Finance, Kimberly Clarke and Mondelez International held a highly informative and inspiring session with the participants on potential and prospects of business in Vietnam.

The FDP tour incorporated major sightseeing places in its itinerary with an opportunity to get a glimpse of Vietnam culture. An exposure to Vietnamese food, dance, drama and music were received by the participants through AO Show, Water Puppet Show, visit to Cu Chi Tunnels, War Memorial and other monuments in the city. The tour concluded with a visit to Mekong Delta providing a glimpse of rural life in a Vietnamese village. The faculty team also visited University of Law, Ho Chi Minh City.

Participants of the tour returned home with excitement, knowledge and a memorable international exposure. FORE School intends to use the experience in enriching course content and generating knowledge through publishing research/ working papers on various aspects of business and economy in Vietnam.



FORE Faculty along with Prof Nguyen Hoang Bao during FDP at Vietnam.

## “Innovation In India” Opportunities & Challenge 2015



Dr. Jitendra K. Das, lighting the lamp at the Summit.

FORE School of Management, New Delhi in association with The Associated Chambers of Commerce & Industry of India (ASSOCHAM) has organized a Summit titled “Innovation In India-Opportunities & Challenge 2015” on July 3, 2015 at Hotel BNR Chanakya, Ranchi, Jharkhand.

The theme for the Summit was how to use Innovation as catalyst for Make-In-India Initiative so as to lead to business success of an organization and proving “Make-In-India” can be fulfilled with “Innovation in India”.

The eminent dignitaries who graced the Summit included Smt. Draupadi Murmu, Hon'ble Governor of Jharkhand; Shri Chandreshwar Prasad Singh, Minister of Urban Development, Housing, Registration, Disaster Management, Government of Jharkhand; Smt. Aradhana Patnaik, Secretary, Dept. of HRD, Government of Jharkhand; Dr. George John, Vice Chancellor,

Birsa Agriculture University, Jharkhand; Shri Bharat Jaiswal, Regional Director, ASSOCHAM; Shri Bawa Grover, Managing Partner, Hexagon Analysts & Consulting Services Pvt. Ltd.; Shri Raj Paliwar, Minister of Labour, Employment & Training, Government of Jharkhand; Sri Avijit Ghosh, Chairman & Managing Director, Heavy Engineering Corporation Ltd., Ranchi; Shri D. Bhadury, Head e-Gov, IT to Mass of NIELIT; Shri Chiranjib Banerjee, Country Manager Geo Expansion-Print & Personal Systems Group, Hewlett Packard India; Shri M. K. Gupta, Principal, Jharkhand Government MSME Tool Room, Ranchi and Shri A. K. Banerjee, Director-Quadpro Infosoft Private Limited.

Dr. Jitendra K. Das, Director, FORE School of Management, New Delhi delivered the Welcome & Theme Address of the Summit. Also, Dr. Jitendra K. Das, chaired the Technical Session that imparted discussion on the topic of Social Innovation playing important role in Human Life. He was accompanied by the following prominent co-panelists:

- Shri Avijit Ghosh, Chairman & Managing Director, Heavy Engineering Corporation Ltd.
- Shri O R S Rao, Vice Chancellor, ICFAI University, Jharkhand
- Shri Ravi Remy, AGM-CSR, Jindal Steel & Power Limited
- Dr. V.P. Gupta, Scientist-D, Central Tasar Research & Training Institute
- Shri P.P. Chattopadhyay, Director, National Institute of Foundry & Forge Technology

More than 150 delegates from Industry participated in the 1-day Summit making it a grand success.

## Ease of Doing Business “Unfinished Agenda”



Dr. Jitendra K. Das, addressing the gathering.

FORE School of Management, New Delhi in association with The Associated Chambers of Commerce & Industry of India (ASSOCHAM) has organized a Summit titled “Ease of Doing Business-Unfinished Agenda” on September 15, 2015 at Hotel Le Meridien, New Delhi.

The eminent dignitaries who attended the Summit included

Shri Arvind Kejriwal, Hon'ble Chief Minister, Govt. of NCT of Delhi; Shri Satyendar Jain, Hon'ble Minister of Industries, Govt. of NCT of Delhi; Shri Kewal Kumar Sharma, IAS, Chief Secretary, Govt. of NCT of Delhi; Shri D.S. Rawat, Secretary General, ASSOCHAM; Dr. Lalit Khaitan, Chairman, Northern Region Development Council, ASSOCHAM & CMD, Radico Khaitan Ltd.; Shri Dipak Haksar, Chairman, National Council for Tourism & Hospitality, ASSOCHAM & COO, ITC Limited-Hotels Division; CMA Manas Thakur, Vice President, Institute of Cost Accountants of India; Dr. R. Mandal, Senior Advisor, Srei Infrastructure Finance Ltd. and CMA Rakesh Singh, Past President, Institute of Cost Accountants of India and Managing Committee Member, ASSOCHAM.

Dr. Jitendra K. Das, Director, FORE School of Management, New Delhi addressed the participants of the Summit.

More than 150 delegates from Industry participated in the 1-day Summit making it a huge success.

## Independence Day Celebration



Lamp lighting ceremony at the Independence Day celebration.

August 15, 2015 marked the 69th Independence Day for India and to rejoice the red-letter day Team Nexus organised a cultural event on August 14, 2015, which was held in Virajam Auditorium. To feel one in spirit, all the students had followed the ethnic dress code of the day. The Director, Dr. Jitendra K. Das, Mr. R. C. Sharma, President-FORE along with the faculty members were also present to celebrate the indelible day. The event commenced with a melodious shloka recited by the hosts, which led to lighting the lamp by the President-FORE.

Dr. Jitendra K. Das addressed the students by talking about how the youth should attend to every minuscule detail as it can bring about significant changes in their life. Mr. R. C. Sharma was also asked to share some of his thoughts with the students in which he discussed the importance of consistent innovation. This was followed by a heart-warming acoustic version of the song 'Swades' sung by Manu Vats and a beautiful dance performance on 'Ma tujhe salam' by Devyani Jain. The event ended with the national anthem.

## Ad-Vishkaar -2015

Dorothy Parker once said, "Creativity is a wild mind and a disciplined eye". Taking cue from it and with a tagline of "Creative After Creation", the Special Interest Group-Marketing (SIGMA) at FORE School of Management organized "Ad-Vishkaar'15" from August 13-16 to bring out the creative & quirky side of participants. It was a competitive event that required participants to relate their favorite TV Show, Movie or Cartoon with a relevant brand along with a funny or catchy tagline for the same (with a hashtag#). It was an online competition where participants were asked to post their entries on SIGMA's Facebook page. The level of creativity judged by the expert panel of Marketing would decide the winner. Students from both first and second year took the challenge with vigor and enthusiasm.

The engaging topic of the competition infused different level of energy into participants and a chance to coin a very different aspect of their favorites. The commendable efforts of the participants can be related to the creative and unique

entries received. There were 60 entries posted on SIGMA's Facebook page with some coming just before the closing time of August 16 midnight. Popular TV Shows like 'Friends' and 'Minions' from the movie 'Despicable Me' were some of the preferred choices for participants. Participants were seen constantly asking others to like their entries on Facebook. The cap of maximum 2 entries per individual or a team of two members made it even tough for the participants to give their best shot but then again it wasn't enough to dampen their spirit. After much painstaking evaluation by Prof. Payal S. Kapoor, results were announced and Lovekesh Sachdeva of FMG 23 came as winner for his quirky post that was a hilarious mix of PK movie poster advertising for RED FM. First Runner-up was the team of Niel Lobo & Mayank Neel Gupta both from FMG 24 for depiction of Minions & Levis jeans. Nilesh Kumar Jamunpane also from FMG 24 came as second runner-up for the funny contribution of Minions and Fevicol.

## Skilling India

### “Empowering Indian Youth through World Class Education”



Dr. Jitendra K. Das, addressing the Summit.

FORE School of Management, New Delhi in association with The Associated Chambers of Commerce & Industry of India (ASSOCHAM) has organized a Summit titled “Skilling India-Empowering Indian Youth through World Class Education” on August 21, 2015 at Hotel Swosti Premium, Bhubaneswar, Odisha.

The theme for the summit was development of work-force both for India and the World through 'Skill-Development' of the youth and Young 'Skilled-India'.

The eminent dignitaries who graced the Summit included Shri L. N. Gupta, IAS, Principal Secretary, Skill Development and Technical Education Government of Odisha; Shri Debi Prasad Mishra, Minister, Industries, School & Mass Education, Government of Odisha; Shri B. S. Pani, Head, Span Resources Management Services; Shri Mihir Sen, CEO, Comunet Info-Systems Pvt. Ltd.; Shri Bharat Kumar Jaiswal, Regional Director, ASSOCHAM; Shri Gopal Garg, Director, Youth4jobs Foundation, Hyderabad; Dr. Nagendra V. Chowdary, Vice President, The Times Group of India; Shri Deepak Warad, Business Head, SoftTech Engineers Pvt. Ltd.; Shri Sanjib Nayak, VP & Regional Head, IL&FS; Shri Prasanna R Kailaje, Director, Manipal University; Shri Anand Singh, Director, Hanswahini Institute of Science & Technology; Shri Ashok Mehta, President, Educomp Solutions Ltd.; Shri Pramod Sharma, Managing Trustee, IIBM, Vasai; Shri V. K. Sharma, Executive Director, Hindustan Institute of Science & Technology and Prof. Aloysius Edward J, Dean, Kristu Jayanti College, Bengaluru.

Dr. Jitendra K. Das, Director, FORE School of Management, New Delhi and Chairman, Organizing Committee delivered the Welcome & Theme Address of the Summit.

Also, Dr. Jitendra K. Das, chaired the Technical Session that imparted discussion on the topic of Realigning Skilling towards Make In India. He was accompanied by the following prominent co-panelists:

- Shri Gopal Garg, Director, Youth4jobs Foundation, Hyderabad.
- Dr. Nagendra V. Chowdary, Vice President, The Times Group of India
- Shri Deepak Warad, Business Head, SoftTech Engineers Pvt. Ltd.
- Shri Sanjib Nayak, VP & Regional Head, IL&FS.

More than 175 delegates from Industry participated in the 1-day Summit making it a grand success.

## Congratulations



With immense pleasure let us share with you that Government of India has appointed Mr. T.C. Venkat Subramanian, Member-FORE Executive Board (Former Chairman and Managing Director - EXIM Bank of India) as the non-executive Chairman of Indian Bank. As non-executive Chairman, he will be presiding over Board meetings at Indian Bank's head quarter in Chennai and provide Board level guidance to the business strategy and operations of the bank. Heartiest congratulations to Mr. T.C. Venkat Subramanian, on behalf of FORE family for the prestigious position.

## Alumni Retrospection



21 summers ago, after clearing the entrance test and Group discussion I decided before making the fee payment to go visit FORE School and talk to some folks there. Moment I walked in I realized there were a few more like me

doing a piece of the Institute. The Institute back then radiated a unique sort of positive energy and interacting with fellow FOREian's convinced me that this is the Institute I want to spend my next two possibly best years.

I have always been someone who is willing to try new things, I hurled myself into the rigour of classes, assignments, weekly tests, surprise tests etc. However my endeavour was to interact with as large a group of fellow classmates as possible and I did that by not sticking to one group of classmates but try and do assignments with different groups of students. I think that has helped me in my Corporate life in terms of getting along well with all kinds of people including CXO's, CEO's, CIO's to their assistants as well.

I learnt my first lessons in leadership, when I volunteered myself to be "President of Anubhuti". Objective of Anubhuti was for us students to hear and learn from successful Business executives. I lead a team of my classmates in inviting some senior Business Execs, and the sessions and insights shared by some of the esteemed guests were like pearls of wisdom for us students who were eager to learn about the Corporate world.

I also learnt my lessons in teamwork not only through group assignments but also when a group of us adventurous types decided to go on a Camping trip to the Hills in North India. We actually tested our "Tent" in the Sunken garden (which I believe has now made way for extra building space). A Note on my fellow class mates of Wave III at FORE School - even after so many years we have been in touch and network regularly as old friends.

Life long learning is a key attitude to have, and the kind of high quality faculty and industry exposure we got at FORE has laid the foundation stone for me in my professional life. I have served essentially Sales/Business development roles in indiaMart.com, Ramco Systems, HCL, HP and now for many years with IBM. My take on succeeding in today's Digital world embraced by Cloud, Analytics, Mobile, Social focus on two essential things -

- 1). Industry expertise - it could be Banking, Insurance, Auto, Manufacturing whatever you choose focus on it and stick to it for you to stand out and speak with authority on the industry.
- 2). Domain expertise - pick up one area from Cloud, Analytics, Mobile, Social, Security you want to develop deep knowledge on. Whatever line function you are in, Sales, marketing, finance, HR, digital forces are impacting each industry and line function and you should endeavour to be a trusted advisor to your Company and your Company's future customers.

Finally you folks are young and talented, and I don't have to tell you anything, just that "Go after your dream no matter how unattainable others think it is. Life is about endless possibilities, so just go for it. India and the World awaits you!"

Sameer Kapur

FMG - Wave III

GM- Enterprise Sales at IBM India

## Blood Donation Drive

The annual blood donation drive organized by *Antar* and FORE Sports Division(FSD), along with Rotary Blood Bank, New Delhi. It was held on August 18 at Virajam Auditorium and saw a great turnaround. The students thronged the auditorium to donate blood.

The blood donation drive was divided into two parts, where the students had to first register themselves with the volunteers that were outside the cafeteria. Once the student had registered, they were checked by the doctor whether they were eligible or not. There was not a dull moment while donating blood, not for the students or the volunteers who were overlooking all the proceedings.

Both the senior members of *Antar* and FORE Sports Division, also Shyam Sundar Bansal, a member of Rotary Blood Bank made sure that the students were comfortable while giving blood and gave information regarding the same. With every donation, the donors were given a patch that said 'I donated blood today'. The faces of the donors reflected that it was a proud moment for them to be a part of such an event.

There was a certificate of blood donation was given, along with juice and various refreshments provided by team *Antar*. All the junior members such as Naina Gupta, Abhinav Jaiswal, etc. took the reins with great ardor and made the blood drive a huge success with overall 114 donors. The number is echo of the hard work done by both team *Antar* and FSD.

## Fresher's 2015



Audience listening in rapt attention

July 17, 2015 – and, finally the monochrome draped batch of PGDM-IMG 2015-2017 could revel in the colours of Fresher's 2015. Organized by the industrious Team Nexus, the jubilation started at 5:00 pm in the Virajam Auditorium. Basking in the excitement unleashed by the theme of the evening – Bollywood, everyone was dressed in their best.

The evening was hosted by Aakash Goyal and Bhuvan Mehra from the senior batch. After a brief routine of warming up to the crowd started the main event. Five boys and five girls were chosen as the contestants for the title of Mister and Miss Fresher's. The winners were decided in three rounds for which each round had a different set of pair. The first round was the quintessential ramp walk round which also gave the contestants a chance to introduce themselves. There were two more rounds involving fun events which gave us our winners – Miss Fresher's Kshitiza Singh Chauhan and Mr. Fresher's Tathagat Jain.

The event was graced by the brief presence of the Director, Dr. Jitendra K. Das accompanied by a few faculty members. He was kind enough to share the belief he carries about the importance of balance in life and how both work and play should go hand in hand.

To keep the excitement surging and the crowd indulged the rounds were separated by some entertaining performances

and titles. Some of the titles that were given out were for – The Highest heels, Most Unique Hairstyle, The Shortest Dress and The Best Tattoo. The one-man band of Manu Vats delivering an acoustic version of "Don't you worry child" left everyone craving for more which was met by another soothing song by him. An enthralling dance performance by Shreya Rawal and Sahil Goyal made the crowd go wild. The gratifying evening ended on a high with an electrifying bhangda performance by Janmeet Singh, Adarsh Singh and Rohit Dhingra which was followed by buffet dinner organized for everyone.

As the days go by and the student's wait for many more celebrations to come on – Fresher's 2015 shall always hold a special place.



Director, Faculty and Students during the "Fresher's Day" celebrations



## Anubhuti - An Interface with the corporate world



Mr. K. Sukumaran addressing the students.

Corporate Interaction Division (CID) organised a session on Economic Reforms and Indian Securities Market and the speaker was Mr. K. Sukumaran (Dean, National Institute of Securities Markets, Mumbai).

He started off the lecture by discussing the state of the economy in 1991. The GDP at that time was quite stagnant and the inflation rate had spiralled out of control. The finance minister at that time, Dr. Manmohan Singh, brought the economic reforms which put the country back on the track of economic growth. He also spoke about the universal financial scheme i.e. the Jan Dhan Yojana, wherein he emphasised on the target to make 99.67% of the population access the savings bank accounts of this percentage, only 53% come under the bracket of actual financial inclusion.

Following this, he brought forth the topic of the Investment Market. He spoke about the current state of the Bombay Stock Exchange, which was opened in 1979, has reached around 27,000 points. Despite this, only 2% of Indian households invest in the equity market. He attributed this to reasons such as low confidence of people, low penetration of technology, and the lack of adequate knowledge about the functioning of stock market. He also mentioned the need to address the problems of retail investing such as the lack of awareness of the investor, the intermediaries, stock market volatility and technological problems which might affect their real time trading.

He concluded the lecture by giving a few tips on investing such as always invest in what you know, follow a life cycle investing, learn to sell, deal only with registered intermediaries and don't be fooled by corporate governance awards (like we have seen in case of Satyam scam).

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An Anubhuti session was organised by the Corporate Interaction Division of FORE School of Management on July 15, 2015. The key speakers were Ms. Anjali Amar, Director, Engagement Practices, TV and Media Business at Ericsson and Mr. Umang Jindal, Head, New Business Area and Sales at Ericsson. It was also really special for college as Ms. Anjali is an Alumna of FORE.



Mr. Umang Jindal & Ms. Anjali Amar interacting with the students.

Ms. Anjali has an experience of 18 years in the marketing industry. She commenced the session by sharing some of her memories and experiences she had during her time in the college and then made way for Mr. Umang to talk about the topic at hand i.e. the telecommunication industry and its impact on today's world.

He first began by taking dividing the whole environment into different levels. The first level i.e. the Macro level takes into account the major process that affect the environment like urbanization, digitization, everyone's need to stay connected etc.

The second level is about the Industries that help in achieving the needs that are present at the Macro level. This includes industries like Social media, Cloud, Virtual Reality, Security and Internet of things among many others.

The third level, the base of all is about the Telecom Operators, and their role helping to achieve all these objectives. The Payment Portals, M2M, Analytics are some of the services that are help different industries achieve their objectives.

Next, he talked about a very important phenomenon of how the balance of power was shifting from the Telecom industry to the IT industry even though they form the backbone of almost all their operations. Even though companies like Airtel, Vodafone and AT&T form the basis for users to have access to internet, still most of the power and profit is still retained by the IT giants such as Google, Amazon and Facebook.

Coming to the Indian market, he talked about the changing trends in the Indian Telecom Industry with increasing urbanization, changing consumer behaviour and the increase in online e-commerce industry.

Next came up Ms. Anjali, she shared her experience in the marketing industry after graduating from FORE. Getting into IBM was her dream. She worked there for about 10 years before going to Ericsson, where she is working since last 6 years.

She also gave few tips. She advised everyone to go for a job where they could enjoy working. Everyone should identify their passion and strengths. Networking with people around is one of the most important things that is needed.

Presentation and communication skills should be honed. Looks matter and it's important to be dressed smartly. Following this was a Q&A session where the students asked questions regarding their experience in the industry and the future of telecommunication industry and their views as to how to curb those problems.

All in all it was a great session and everyone really enjoyed it.

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The Corporate Interaction Division organised the fourth Anubhuti session on September 9 with Mr. Abhishek Joshi (Associate Director, KPMG) and Mr. Kartik Kharbanda (Asst. Manager, KPMG) presiding over the event. The topic for the discussion was Deal Advisory.

Mr Joshi started the lecture by giving a background of M&A i.e. Mergers and Acquisitions.

To simplify things to students, about the whole process of M&A, he gave an analogy of buying a second hand car. The very first step is selecting the car, and then we specify how old that car is or what our budget is or both. A middle man will see to our demands and will make an option available to us for evaluation. We will then get the car checked by an expert/mechanic and finally buy it, if we are satisfied. In this analogy, the middle man is the merchant/investment bankers whereas the mechanic will be the consultancy firms like KPMG. The process of checking up of the car is known as diligence. There are different kinds of diligence such as financial, strategic, IT, environmental etc. The expertise of the speakers is however in the area of financial diligence. He also gave the real life example of the TATA-Jaguar deal which the former bought in the year 2008. In this TATA approached an investment bank with the intention of buying a company in Europe. The bank gave the suggestion of Jaguar. Then TATA approached KPMG for their advice regarding this.

Upon being asked about how exactly KPMG conducts the process of M&A, he answered by further explaining their role in the TATA-Jaguar deal. An initial deal is presented forward by the company being bought out, in this case Jaguar. They will give their forecast of the sales in the coming years, say around 30,000-40,000 car sales in the next 5 years. KPMG will check the authenticity of this and will check if certain external factors, like any change in the Co2 policy which is to be implemented in the coming 5 years, which would bring down this sales figures. They will inform TATA of such a situation and let them make the final decision.

He also mentioned that unlike investment banks, the pay of Consultancy companies does not depend upon the success of transactions. They do however have liability caps in such deals. This means that if there was an error in terms of diligence or if the work was not performed as required, then the Consultancy will have to pay the company a certain amount of



Mr. Abhishek Joshi addressing the students.

compensation. In case of the TATA-Jaguar deal, the liability cap was 10 times their consulting fees.

As an ending note, they gave a few insights as to why students should opt for M&A as a career choice. He said that it was an interesting field where students get to imbibe and implement both academic and commercial skills. It offers a role to think beyond academic learning. Every new project throws new challenges and that one get a chance to work in multiple businesses in various sectors. And finally that the career growth opportunities (like Partners, CEO, Strategic Leaders etc.) are great after gaining enough experience.

## Farewell to Dr. Chawla



Dr. K. L. Chawla, Senior Professor (Economics and Business Policy) was given a farewell by FORE School of Management, New Delhi on August 31, 2015. He retired on account of superannuation after serving FORE School of Management for almost 11 years. On this occasion, a memento of FORE was given as a token of appreciation by Director honoring his service to FORE School of Management. Also the FORE faculty extended their sincere gratitude and conveys their heartfelt wishes for a bright and successful future to Dr. Chawla.

## The Entrepreneurial Journey of Successful Entrepreneurs



(L to R) Cpt. Shubhendu Kumar, Ms. Shivani W. Pasrich, Mr. Pravin Nath, Dr. Anita T. Lal, Mr. Amit Tiwari and Mr. Nikhil Swaminathan

Centre for Entrepreneurship Development (CED) FORE, organised a seminar on “The Entrepreneurial Journey of Successful Entrepreneurs” on August 28, 2015 at FORE School of Management. It was organised with an objective to bring awareness about entrepreneurship amongst the young management students and also to highlight the importance of entrepreneurial mind-set in the era of globalization.

The seminar began with a warm welcome address by CED Prof. in-charge Dr. Anita T. Lal and also the Seminar Chair. She introduced the five distinguished speakers (Mr. Pravin Nath (Partner and Director at Foresight Group International AG); Ms. Shivani W. Pasrich, MD of SWP Productions; Mr. Amit Tiwari, Founder and CEO of MKT Softwares; Mr. Nikhil Swaminathan, Founder 'Teer Design' and Cpt. Shubhendu Kumar (Senior Partner at Lighthouse Partners) and briefed the audience about the inception of CED in 2010 with a motto to provide a conducive environment for students to produce a start-up. The whole event was designed in a chat, storytelling format to make it very interactive.

After the inspiring story telling sessions by the speakers, the students had many interesting questions to ask the entrepreneurs. To find out to what extent the distinguished guests could strike a work-life balance, the Seminar Chair carried out a rapid fire round with the Speakers and sneak peaked into their personal & Professional lives. The rapid fire round with the speakers was a fun filled and very enriching. At the end, the success mantras shared by the Entrepreneurs turned out to be very motivating to the students. The success mantras were “Whatever you do should give you internal satisfaction” said Mr. Pravin Nath; “Stay hungry stay foolish” said Mr. Amit Tiwari, “Magic happens outside of your comfort zone” said Cpt Shubhendu Kumar; “Get busy living or get busy dying” said Mr. Nikhil Swaminathan; “Small acts, when multiplied by millions of people, can transform the world” said Ms. Shivani W. Pasrich.

The seminar witnessed a huge appraise by the audience and there was a token of appreciation for every speaker followed by a vote of thanks by Prof. Anita T. Lal.

## DGR Induction Ceremony



Director and Faculty along with participants during the DGR induction ceremony.

FORE School of Management New Delhi, in cooperation with the Directorate General Resettlement (DGR), Ministry of Defense, Government of India, has inaugurated the 2nd Batch of Certificate Business Management full time course on August 10, 2015. The participants are from all three wings of the Indian Armed Forces- Army, Air force & Navy. Dr. Jitendra K. Das, Director of the Institute expressed delight and considers it an honour and privilege that FORE has again been entrusted with this programme by the DGR for the second consecutive year. He identified this as an opportunity for FORE School to serve the people those who have been serving our nation. We believe it is our responsibility to facilitate the development of a sustainable society.

This requires us to develop and deliver courses and programs that address the specific needs of different sections of society. He also exhorted participants to utilize this golden opportunity and go beyond routine learning by taking maximum benefit of rich resources of Institute. The programme is aimed towards sharpening their life skills and guiding them to select the right career post their retirement. It has been designed in a way so that it allows a smooth transition and re-orientation for the Officers towards their life and career in management. It will provide an insight of how their inherent capabilities, by virtue of having served as defense officers, would apply to the organization where they would serve, thereby facilitating them to sharpen their managerial skills and commensurate them with the challenges and demands of the Corporate arena.

## Welcome to FORE Family

### Prof. Basant K. Potnuru

Asst. Professor - Economics & Business Policy  
MA (Economics), M.Phil & Ph.D (JNU)



Has 11 years of experience in teaching and research. Worked with India Centre for Migration (ICM), a leading Think-tank on international migration of people, set up by the Ministry of Overseas Indian Affairs, Government of India. He had conceived and implemented 2 prominent research and capacity building projects on India-EU migration, co-funded by the European Commission, authored many policy briefs and research papers on International migration of people for the Ministry of Overseas Indian Affairs. He had also taught Economics courses at the Post-graduate level in the Invertis Institute of Management Studies, Invertis University, Bareilly, Uttar Pradesh for about 5 years during 2004-2009.

To his credit, he had published many research papers in the national and international peer reviewed journals and presented papers in the conferences.

### Prof. Bishakha Majumdar

Asst. Professor - OB & HR  
Fellow, IIM Indore (OB & HRM), UGC-NET (Labour Welfare, Management) M.Sc. (Applied Psychology), University of Calcutta



Bishakha Majumdar has two years of experience in teaching and research. She has national and international publications in the areas of Human Resource Management, Psychology and Public Health – and has presented her works in major

conferences. She has also undertaken consultancy projects with Piramal Healthcare and Cummins Turbo Technologies – and conducted workshops. Her works have been recognized with, among others, an Honourable Mention (ISB-Ivey Global Case Competition 2015), the Best Management Research Award 2013 (National Academy of Psychology), Best Publication Award 2012 (Journal of Indian Academy of Applied Psychology), and the Young Scientist Award, 2011 (Indian Academy of Applied Psychology).

Bishakha has taught Psychology at the undergraduate and post-graduate levels in the University of Calcutta. She has also been a Master Trainer for HIV/AIDS counselors under the World Bank GFATM Programme.

### Prof. Kumkum Bharti

Asst. Professor - Marketing  
PhD (Submitted), IIT Roorkee; MBA, NITK Surathkal; BBA, Banasthali Vidyapith, Rajasthan



Kumkum Bharti submitted her Ph.D. in Department of Management Studies, Indian Institute of Technology Roorkee (IIT Roorkee). She has published a number of research papers in international and national journals of repute has also

presented a number of research papers in national and international conferences.

She has experience in academics of more than two years. She taught in National Institute of Technology Kurukshetra, Haryana as Assistant Professor (Marketing) before joining IIT Roorkee for Ph.D. She has won Noel Doerr Gold Medal for the best paper presented in the 71st Annual convention of Sugar Technology Association of India (STAI), Hyderabad in 2013.

### Prof. Shilpi Jain

Associate Professor – Information Technology  
Ph.D, M.Tech, and MBA



Worked on IT and Enterprise Systems projects with national, and global organizations in diverse sectors with an important focus on delivering solutions that are meaningful, and sustainable. Proven ability in quantitative and qualitative

research that includes performing gap analysis, designing research process, data design & analysis to increase productivity and reduce costs. She has been conducting research studies in innovation management, adoption studies on digital technologies, e-commerce, and enterprise systems on cloud (i.e. SaaS). She is an SME in end-to-end online training modules design, execution, and delivery for corporate citizens. During her stint at Infosys, she has designed prototypes for virtual team training platform, paired programming, country risk analysis framework, dynamic resource sharing across geographies, and many more. She has published industry case studies in reputed journals such as ACRI, ACRC, & AJMC, and presented research articles in International Conferences like AMCIS, PACIS, IGCSE, SRII, ISDSI etc.

### Prof. Sriparna Basu

Professor - Communication

Gold Medalist in M.A. from Jadavpur University Calcutta; Obtained M.A. & Ph.D. in Cultural Studies from University of Illinois at Urbana-Champaign, USA.



10 years of consulting experience in the industry across various sectors; Taught at IMI, Delhi; IIFT, Delhi; IIT Kharagpur, West Bengal National University of Juridical Sciences, Kolkata; University of Illinois at Urbana-Champaign, USA. Presented papers in 15 national and international conferences. Research publications include research papers, book chapters and cases published in national and international peer reviewed journals and books. In addition, 12 articles published in national dailies.

### Prof. Subir Verma

Professor - OB & HR

Ph.D from IIM, Ahmedabad and M.A (Gold Medalist) and M.Phil in Political Science from Delhi University



Prof. Subir Verma has more than 25 years of research, teaching, training and consulting experience at reputed institutions such as IIM Ranchi, IMI New Delhi, MDI Gurgaon and Delhi University. He was also a visiting faculty at ESCP-Europe, Paris and at IIM Indore.

Prof. Verma has rich experience in Institution building. He has been the Dean, Corporate Relations, Placements and Alumni Relations at IMI Delhi (2014-15), the first Dean Academics and member, Board of Governors at IIM Ranchi (2011-12). He also launched the PGDHRM programme at IIM Ranchi (2012) and headed the PGDM-HRM programme in IMI Delhi (2013-14). During his tenure at MDI Gurgaon (2002-2011), Prof. Verma headed the Corporate Relations and Placements Committee, the flagship Post Graduate Programme in Management, the EQUIS International Accreditation Project and the Organizational Behavior Area.

Prof. Verma is an active trainer on Leadership, Team building and Negotiation skills. He has co-designed, co-directed and co-delivered the 45 day Leadership Development Programme for the 25 General Managers of ONGC in India and Europe (2013 & 2014) and 20 day Senior Management Programme for the DGMs and Chief Managers of ONGC in India and abroad (2009).

Prof. Verma has authored 3 books and his fourth book on "POWERGRID: An odyssey to Greatness" (Sage Publications) is expected in October, 2015. Prof. Verma has presented his research papers in prestigious international conferences such as AOM, APROS, EGOS, IHRM, ISA.

## Spicmacay 2015



Smt. Sunanda Sharma enchanting the audience

FORE Sports & Cultural Division organized 'Spicmacay 2015' to give the students a taste of cultural music. It was organized with a single goal of fostering the traditional values and generation of awareness about the cultural traditions and heritage of India among the younger generation. The revered presence of Smt. Sunanda Sharma made the occasion blissful. She is a renowned Hindustani Classical singer carrying forward the renditions of Benaras Gharana.

The most awaited evening began when students flocked together in traditional attires to the venue. With eagerness and excitement they waited for the event to begin. Finally the event began when Smt. Sunanda Sharma accompanied by her two students, Abhishek Mishra on Tabla and Ustad Zamir Ahmed Khan on harmonium entered the venue in midst of huge applause. She thanked everyone and gave a brief background about the art that she has mastered. Eventually to the respite of eager audience she kicked off the event by her melodious voice. Venue was echoing with the classical sound of Tabla, Harmonium and Sitar where the audience was enthralled by the aura of classical Indian Music. 'Jugalbandis' kept the audience captivated and made the concert a huge success. It also infused an irrefutable taste for classical Indian music among the audience and kept them wanting for more.

At last the concert ended with a token of appreciation presented by Dr. Jitendra K. Das to Smt. Sunanda Sharma and her team of performers. Elated audience also gave a standing ovation to the great performers and their mesmerizing performance.

## Industrial visit to Yakult Danone, Sonapat



Students along with faculty at Yakult, Sonapat

In the third week of August the students of FMG 24 and IMG 9 were taken for an industrial trip to Yakult's first state-of-art probiotic factory in India which is located in Sonapat, Haryana. The bus departed at 9 am from FORE School of Management campus and reached its destination by 11:30 am. The group of students were divided into two – one was taken for plant visit and the other to the presentation room to give a brief about the brand. In the presentation room students were told about the history and development of Yakult, which is originally a Japanese company, over the years. The discovery of the Shirota strain probiotic bacteria, health advantages of the drink (which has been appreciated by many doctors nationwide), and the reach of the product (30 million people in more than 30 countries), were the subjects discussed. In the production unit of Yakult, the automated manufacturing process, which follows strict quality control measures, were shown to the students. The plant capacity of 1 million bottles per day is achieved in a phased manner. One bottle of Yakult drink has more than 6.5 billion live beneficial bacteria, and has a shelf life of 40 days. The whole production unit could be seen through a glass window while the actual process was taking place 10 feet below the ground level. The total time spent touring the industry was 70 minutes. To witness such a supremely hygienic and advanced manufacturing process was an exalting experience for everyone.

## PEC Commences its Activities with the First GD Session



GD Session of PEC

PEC or Personal Enhancement Cell rolled out their very first event on July 25, 2015 for the year. The GD PI session was held at Virajam Auditorium. The event was open only for FMG-24 and IMG-9, the current first year of the college. The response was pleasing given that it is a new committee formed this year. The participants were divided in three groups, of 6-7 in each.

The first group was given the topic, Greece defaulting has an impact on World Economy or on Indian Economy. Although the topic is current, the response from the group was underwhelming but it picked pace during the last minutes of the discussion.

Everyone was given a chance to sum up the discussion and then feedback was given. The senior PEC team consisting of Sarabjeet Singh Rajpal, Satish Madhumita and Rohit Kakria listed the strengths and the weaknesses of individuals and how it can be rectified. The junior team streamlined how the groups were bifurcated and that the GD session runs flawlessly.

The other two groups had Rise and fall of Chinese Stock Market and Smart People versus Dumb People as their topics. And the GD was held on similar lines and there were given 10 minutes for the GD and one minute each to sum up. It was an enlightening experience for the audience as well as they could learn more about the topics through the discussion and the points given by the PEC team. Overall, it was a wonderful start to a new committee.

## Tathagat



Mr. Harkawal Singh and Mr. Manish Singh judging the event.

The final round of *Tathagat* was held on August 27, 2015 in FORE School of Management. It was the seventh edition of the event that is held annually by the ThinkTank committee of the college.

*Tathagat* is a strategy based event in which the participants have to come up with creative and logical solutions to the problem at hand. It was a two-week long event which began on August 13, 2015 with the opening of registrations for the event. Teams from every management institute in the country were invited to participate. Prizes worth Rs. 20,000 were up for grabs in this event.

This year, the teams had to choose an Indian FMCG company which had no presence in United Kingdom and come up with a plan for brand launch in UK. They had to explain how they were going to adapt to the new culture and tweak changes to their product or services accordingly.

In the first stage, the teams had to submit an executive summary regarding this topic by 22 August. A total of 110 teams registered for the event. B-Schools from all over the country such as MICA, ISB Hyderabad, IIT Kanpur, XIM Bhubaneswar, SIMSR, ICFAI Hyderabad and IIM Trichy participated in the event.

For the final round, 8 teams were selected from various colleges. In this round, the selected teams had to give a presentation on their action plan, which they had submitted in their executive summary in the first stage. It was conducted on August 27, 2015.

There were two judges for the event; Mr. Harkawal Singh who is the Category Head for Dabur, Oral Care. He is also an alumnus of FORE. The other judge was Mr. Manish Singh who is the director for Research and Analytics department of

Absolut Data.

The teams were allotted random sequence numbers to give their presentation.

The final results are as follows:

Position	Team Names	Prizes
1	Peaceful Warriors	Rs. 15,000 + Certificates
2	The Falcons	Rs. 5,000 + Certificates
3	Boss Plus Two	Certificates

As an ending note for the event, the judges gave their feedback and suggestions about the event. They were impressed by the content of the presentations and also by the meticulous analysis and excellent presentations by the participants. They also praised the fact that the whole event was very well handled and expressed their desire to judge such a contest again.



Students during the Presentation at *Tathagat*

## First Impressions at FORE

**Alokita Sharma**



It is rather difficult to summarize what the past two months have been like at FORE School of Management. All of us before anything new have certain expectations from it but somehow this time round I came without any. Maybe it is because I am older now and none the

wiser. This proved to be a valuable lesson in itself, college become a place where I could be, without any expectations.

After two months of college, one set of exams, numerous quizzes later, I am still figuring out college. It has not deterred me into submission or being a recluse. It has made me appreciate what the college stands for. To provide quality education and along the way make some really cool friends. Moreover I have been fortunate enough to complete some first time things off my list like blood donation, give back to back presentations and lastly have a great fresher's.

With each day that passes, I like the college a little more, understand the subjects a little more and also myself as a college student. I would have never guessed that the college will have so many small corridors hold such large offices. It has the freshness of new discovery and the trail and error of the canteen food. All gives me nostalgia for the job I have left behind and the job look I for myself in future.

Back to the present, I find my place in my college, find the ways I can enhance my college experience. To get the most value of the two years that I am here. And I think when I write this, I know slowly I am getting there. I am a junior member of Foreword, I am that talkative girl in section A and one day I would be the alumna of FORE School of Management.

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**Dimple Anand**

The last two months, or rather the first two months at FORE for me could be described by Bob Dylan's famous song's eponymous line – Blowin' in the wind, as it's hard to catch up with all that has happened from June 15, 2015 till the day I admit to the vastness of experiences the college has provided me with. The first day in any institute attended by me before has never been as procedural as the one here which made me believe that I am indeed in a better place than where I was. The first week classes were all about getting to know the subjects,

and as an engineer it was a bit difficult to grasp the scope of some of the subjects. The leap from courses like Microwave Engineering to Microeconomics was less of a leap of faith and more of disbelief at the complexity of something as



banal as buying consecutive units of a commodity and wondering about its diminishing marginal utility. It is almost heart-breaking. But, not as much as what came next – a walloping wave of assignments and presentations. Being asked to form a group, when you don't know more than half of the class was definitely a learning experience. While tussling with all the frantically fluttering butterflies in my stomach, what knocked them down was the weekend of committee selection. It was one of the most exhausting experiences till now, but at the same time it was strangely comforting because somehow it gave me a feeling of uniformity with every person in our batch. I knew that MBA is about rigorous hard-work, but to know and to experience proved to be two faces of a coin. This once I was certain which committee I wanted to be a part of, and I gave it my best shot, which might have been a dwindling one but it is something I shall unearth when nostalgia strikes. Regardless, the committee selections went like a lovely pastel haze and soon the results were out – I was a part of FOREword and I knew that an exhilarating writing experience lies ahead. Soon after we had Fresher's Day and by that time I felt quite alright being where I was. Swarmed by more presentations and homework, expected participation, and betraying procrastination we reached the precipice of mid-term examinations.

As I look back at the time spent in college till now, everything has been a learning experience, being a part of different teams, getting to know people from various backgrounds, and most of all getting to know myself better has helped me inexplicably and I hope it will continue to do so in the future.

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**Kumar Abhishek**

Dressed in formal attire as I stepped into the campus of FORE School of Management, a new sense of excitement seeped inside of me. A new chapter of my life was about to begin that will take me closer to my destiny. I still remember the selection process and how nervous I was on that day but today I sit in



the same room taking lectures, relishing the newly formed friends & their friendship.

Past couple of months have been an experience unlike anything. The hectic schedules of class, quizzes, presentations & assignments has changed my



procrastinating ways and taught the way a corporate should work. The immensely diverse group of my batch mates as well as seniors has shown and taught how diversity infuses to have different opinions about the same issue. It has really broadened the horizons of my thinking. Group activities broke the introvert part of mine and allowed me to explore the elusive side which I never dared to. Various sessions of interaction with the corporates also taught me their working process and what they desire or look into someone to be a part of their organization. Then there was the selection process of Student's Council and the various committees that come under it. All these are driven by students themselves and the various rounds for selection were fun filled. They also allowed me to do a retrospection of my priorities and set my goals accordingly. Apart from these curricular and co-curricular activities I witnessed a number of other events that were organized to break the monotony of classes. Apart from these, late night studies, birthday celebrations, different tours & outings have all contributed a lot in making it a memorable part of my life.

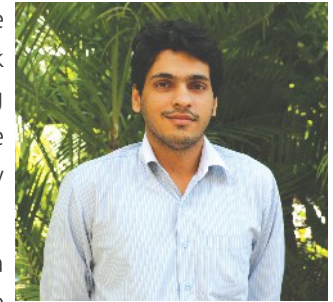
The main aim with which I came here was to create an identity for myself so as to get into the corporate world. I came here to learn, to grow and above all to find the missing piece required to succeed in future. I have taken only the glimpse of what my rest of graduation days are going to be and I am pleased to know that it is on the right track. I wish to get wiser than before and evolve daily as here I get to learn every single moment that passes away. To summarize I would say that fun has just begun with different adventures yet to be explored.

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**Shobhit Monga**

My experience here at FORE has been a unique one till now. Being a fresher, I am used to taking things casually in my undergraduate course. However, here things are exactly the

opposite. The workload, the pressure on getting the work done on time and managing your time accordingly are some of the things which I am actually getting to learn here.



The work schedule has been a bit hectic with all the

assignments that we keep getting so frequently. However this is helping us learn the art of time management and also to be punctual at whatever task we do. I believe keeping us in pressure is their way of giving us just a taste of the "corporate world", something which as they say will be a lot more difficult to handle.

Curriculum here is not just about learning a topic, but also about applying it to practical use. All the various assignments and projects that we have had have been about teaching us this specific thing. Getting good marks is not enough to secure a good grade as 40% weightage is allotted to these assignments and projects, so we need to be serious about getting these done efficiently and on time.

Guest lectures have been organised here almost bi-weekly where people from various industries have come to share their experiences in their respective fields. This is really helpful we got to know hands-on how things work in an industry and the speakers shared a few unique cases which we have experienced up till now.

I have also participated in various competitions, organised both within the college and outside. Some were quizzes like EY dare2compete which test your general knowledge skills, whereas some were case study competitions such as Mavericks which is organized by Deloitte. By participating in such competitions, not only did I get to know about my own level of skills but also of my peers which I will be in competition with, in the next couple of years. I also got to know about the importance of case studies, which even though are just hypothetical scenarios but they actually help us in greatly increasing our analytical skills.

An industrial visit to Yakult factory in Sonapat was also organised for our batch. It was educational and fun at the same time. Every one of us got to learn about the whole process that is involved in its manufacturing and distribution all over the country, directly from the source.

## Faculty Focus

### Prof. Alok Kumar

Kumar, Alok (2015). An inventory model for new products under fuzzy environment with deterioration effect. *Working Paper No. 2015/11*, FORE School of Management, New Delhi.

### Prof. Ambrish Gupta

Dr. Ambrish Gupta was conferred 'Distinguished Management Teacher' award by the MTC, Global (Management Teachers Consortium, Global), Bangalore during July 2015.

Published a case 'Rajasthan Cement Ltd.: Market Feasibility of a new Project' with the Case Centre UK, (Reference No. 115-038-1).

### Prof. Anil Kumar Singh

Singh, Anil Kumar (2015). A conceptual framework to explore strategic dimensions of organisational health-insights from Indian pharmaceutical industry. *Working Paper No. 2015/13*, FORE School of Management, New Delhi.

### Prof. Anita Tripathy Lal

Lal, Anita Tripathy (2015). Women entrepreneurship in India – Over the years'. *Abhigyan*, 33 (2), 13-25.

Prof. Anita Tripathy Lal was invited as the Chief Speaker by TiE-UP during the Annual Board meeting of the TiE Charter Members on July 10, 2015 at Kanpur.

### Prof. Anupam Narula

Appointed as Expert Member of Doctoral Research Committee (DRC) of Amity International Business School, Noida.

Appointed as Member-Editorial Review Board of "Apeejay Journal of Management Sciences and Technology" (ISSN-2347-5005), Greater Noida.

### Prof. Basant Potnuru

Presented a paper titled "Migration of Doctors and Nurses from India: WHO Global Code of Practice on the International Recruitment of Health Personnel" at the conference on the theme "Emigration of Indian Medical Doctors: Implications and Policy" organised by the World Health Organisation (WHO) on August 28, 2015 at the Le Meridien Hotel, Janpath, New Delhi.

### Prof. Himanshu Joshi

Joshi, Himanshu (2015). Transition of Italy's economy from Lira to Euro. *Working Paper No. 2015/12*, FORE School of Management, New Delhi.

### Prof. Jitendra K. Das

Das, Jitendra K. (2015, July 6). The buzz word net neutrality. *Central Chronicle*, (Raipur), p.9.

Das, Jitendra K. (2015, August 10). E-commerce Ne Kiya Jabardast Badlav. *Ranchi Express*, p.8.

Invited as the Session Chair and Moderator in the Panel Discussion on "Opportunities and Challenges in Global Pharmaceutical Industry" organized by FORE School of Management for Sentiss Pharma executives on July 24, 2015 at FORE Campus.

Invited to deliver Sessions on "Customer Relationship Management" in the Management Development Programme

titled "Building Managerial Effectiveness" organized by FORE School of Management for Engineers India Ltd. during July 20-25, 2015 at EIL, Gurgaon.

### Prof. Mohit Anand

Presented a paper titled "Financial Inclusion and Pradhan Mantri Jan Dhan Yojana - A Critical Analysis and Way Forward" at the 12th Knowledge Globalization Conference held on August 13-14, 2015 at O.P. Jindal Global University, Haryana.

### Prof. Muqbil Burhan

Burhan, Muqbil (2015). Use of patents in public research: Strategic or traditional? A study of public funded research organizations in India. *Working Paper No. 2015/14*, FORE School of Management, New Delhi.

### Prof. Nikunj Kumar Jain

Book review published in *Abhigyan* Vol.33, No.2 (July-September 2015), book titled "Quantitative methods for decision making using excel" by Davis Glyn and Pecar Branko, Oxford university press, New Delhi, 2015.

### Prof. Rajneesh Chauhan

Chauhan, Rajneesh (2015). Off shoring ERP implementation: Critical success factors in European perspective. In Darshana, Sedera., Norbert, Gronau., Mary, Sumner (Eds) *Enterprise systems – Strategic, organizational and technological dimensions*, (pp.85-94) Switzerland: Springer International Publishing.

### Prof. Shallini Taneja

Prof. Shallini Taneja represented FORE School of Management and BRICS Chamber of Commerce and Industry as a speaker on the topic of "Research to Promote Excellence in BRICS Nations" in the 3rd Edition of the QS BRICS University Rankings in New Delhi on July 8, 2015 at Shangri-La Eros Hotel, New Delhi. QS BRICS ranking compared the Top 400 institutions in World five major emerging economies i.e. Brazil, Russia, India, China and South Africa.

Management Development Institute (MDI), Gurgaon invited Prof. Shallini Taneja to address the new batch of FPM and EFPM students in the inaugural function of Fellow Programme in Management (FPM/EFPM) Program on July 17, 2015. During her address shared and reflected on her diverse experiences which she had during her FPM journey at MDI.

### Prof. Vinay Dutta

Dutta, Vinay (2015, April-May). The power of storytelling in financial advisory, *Financial Planning Journal*.

Dutta, Vinay., & Kalra, Shalini (2015). Perceived attitudes towards sudden wealth: An exploratory study. *International Journal of Indian Culture & Business Management*, II (2).

Invited by BHEL, Noida to provide faculty support for session on "Financial Planning and Investment Opportunities" for BHEL executives on August 12, 2015.

Invited by BHEL, Noida to provide faculty support for session on "Fundamentals of Finance and Accounting-Balance Sheet & Profit and Loss Account" for BHEL executives on August 18, 2015.

## Management Development Programmes (July - September, 2015)

FORE School of Management conducted following 11 open programmes at its Campus at New Delhi during July-September, 2015.

1. Strategic Enterprise Risk Management conducted by Prof. Vikas Chandra during July 9-10, 2015.
2. Advanced Excel Training conducted by Prof. Sumeet Kaur during August 3-4, 2015.
3. Training of Trainers conducted by Prof. Neeraj Kumar during August 12-14, 2015.
4. Operational Excellence – A Route to World Class Operations conducted by Prof. Vikas Chandra during August 17-19, 2015
5. Problem Solving and Decision Making conducted by Prof. Sanghamitra Buddhapriya & Prof. Neeraj Kumar during August 31-September 1, 2015
6. Financial Management for Public Sector Enterprises conducted by Prof. A.K. Puri during September 2-4, 2015
7. Effective Negotiation Skills conducted by Prof. Prachi Bhatt during September 7-9, 2015.
8. Social Media Marketing & Social Listening conducted by Prof. Payal Kapoor during September 10-11, 2015.
9. Managerial Leadership and Team Building conducted by Prof. Sanghamitra Buddhapriya during September 14-16, 2015.
10. Spreadsheet Modeling for Business Valuation conducted by Prof. Himanshu Joshi during September 17-18, 2015.
11. Effective Communication and Presentation Skills conducted by Prof. Anita Tripathy Lal during September 21-23, 2015.

A total of 97 participants attended these programmes. Some of the well known companies which participated in these programmes included: Oil India, Kalindee Rail Nirman (Engineers), RITES Limited, Engineers India Limited, Centre for Development of Telematics, The Leela Ambience Hotel & Residences, JK Lakshmi Cement, Triumph Motorcycles India, South Eastern Coalfields, LIC of India, NALCO, National Cooperative Union of India, Punjab National Bank, United Bank of India, The Federal Bank Limited, Indian Oil Corporation, Kansai Nerolac Paints, NTPC, National Buildings Construction Corporation, Shriram Pistons & Rings, NTPC-SAIL Power, Maharashtra State Police Housing & Welfare, Jammu & Kashmir Projects Const. Corp., U.P. Rajya Vidut Utpadan Nigam, Room to Read India, Danieli Corus India, Sankalp Semiconductor, Indiabulls Housing Finance, National Housing Bank, Jubilant FoodWorks, HPCL Visaka Refinery, Resource Infinite, India Infrastructure Finance, Western Coalfields, Delhi International Airport, Maharashtra State Power Generation, Rajasthan State Food & Civil Supplies, Apollo Tyres, Power Finance Corporation, Numaligarh Refinery, Dharampal Satyapal, Drugs for Neglected Diseases Initiative, Agriculture Insurance Co. of India etc.

FORE also conducted following customized in-house programmes during this period :-

1. "Oral Presentation Skills, Business Etiquette and Non Verbal Communication" for Power Grid Corporation of India Limited conducted by Prof. Reeta Raina on July 15-17, 2015 at Ballabgarh.
2. "Finance for Non-Finance Executives" for CEC International Corp. (India) Ltd. conducted by Prof. Vinay Dutta on July 24-25, 2015 at Gurgaon.
3. "Building Managerial Effectiveness" for Engineers India Limited conducted by Prof. Prachi Bhatt on July 20-25, 2015 at Gurgaon.
4. "Advanced MS Office 2013" for Engineers India Limited conducted by Prof. Rajneesh Chauhan on July 21-23, 2015 at Gurgaon.
5. "Analytical Thinking and Decisiveness" for Engineers India Limited conducted by Prof. Anita Tripathy Lal on July 27-28, 2015.
6. "Finance for Non-Finance Executives" for IFFCO Limited conducted by Prof. Vinay Dutta on August 3-5, 2015 at Gurgaon.
7. "Strategic Enterprise Risk Management" for Numaligarh Refinery Limited conducted by Prof. Vikas Chandra on August 10-11, 2015 at Assam.
8. "Effective Supply Chain Management" for ITD Cementation India Limited conducted by Prof. Mohita G. Sharma on August 13-14, 2015 at Hotel Uppal, New Delhi.
9. "Finance for Non-Finance" for Engineers India Limited conducted by Prof. Vinay Dutta on August 20, 2015 at Gurgaon.
10. Training Programme on (AAROHAN) "Leading Self" for Engineers India Limited conducted by Prof. Sanghamitra Buddhapriya on August 21-22, 2015 at Gurgaon.
11. Training Programme on Module 1 "Understanding Yourself" for JCB-PEP-Force 10 conducted by Prof. Anita Tripathy Lal on August 11-12, 2015 at Jaipur.
12. "Sexual Harassment at Work" for Oil India Limited conducted by Prof. Sanghamitra Buddhapriya on September 8-9, 2015 at Duliajan, Assam.
13. "Personal Financial Planning" for Numaligarh Refinery Limited conducted by Prof. Vinay Dutta on September 10-11, 2015 at Assam
14. Technical Development Programme on "Advanced MS Excel 2007" for IFFCO TOKIO Insurance Services conducted by Prof. Rajneesh Chauhan on September 11-12, 2015 at FORE Campus, New Delhi.
15. "Effective Purchasing Skills" for Jain Irrigation Limited conducted by Prof. Mohita G. Sharma on September 14-15, 2015 at Bambhori, Jalgaon Distt., Maharashtra.

A total of 289 participants attended these In-House Management Development Programmes.



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