



# FOREprints

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**FORE School of Management  
New Delhi**

**XXI Annual Convocation**

**June 18, 2014**



## Message from Director



Modern organizations compete globally against the best. To succeed, they must consciously work towards institutionalizing both individual behavior and organizational conduct. Organizational conduct refers to how things are looked at and are carried out by members vis-à-vis each other and the society. At the same time, organizations need to exhibit environmental sensitivity in terms of responding to technological changes. Institutional governance is 'values' that act as a beacon and checks misuse of power. In other words, governance would mean the presence of a certain degree of moral fibre and ethics in organizational strategies.

Governance structures in organizations allow honest debates on strategic issues such as top-management remuneration, succession planning, search for reasons for sub-optimal performance and possibility of crisis situation together with solutions. Institutional governance values honesty, brings transparency in the organizational functioning, supports the intellect and critical thinking giving organizations a fair chance to withstand environmental shocks. A well prepared governance structure goes a long way in establishing market credibility and organizational longevity. Employees too exhibit a sense of pride for being a part of such a 'good' organization.

I express my deep appreciation and congratulations to the students' editorial team, the faculty and staff for their efforts in bringing out this newsletter.

**Dr. Jitendra K. Das**

## Editor's Desk

### Faculty Editor



Dear Students,

It is indeed a pleasure to share my thoughts with you through this newsletter/magazine which may be of some help in shaping your life the way you want it to be.

The aim of a management programme is not only to impart management education but also to help you explore your own Self, your untapped potential and utilize it for value addition to yourself and to the society at large. This process of transformation can add new dimensions to your life besides helping you to be successful.

Always desire to live a purposeful life in cordial relationship with other human beings and rest of nature. Make yourself responsible and socially sensitive to participate actively, directly or indirectly, for the growth of society so that you can return back to the society to complete the circle. Simultaneously, you need to be aware of the constraints while aiming for your goals, "Resources are limited and Time is very limited".

I will end with a small note that, become a good human being, never measure your success by the money that you earn but measure it by the yardsticks of happiness, prosperity and your ability to remain in harmony with your fellow human beings and the Earth.

Best Wishes,

**Dr. Hitesh Arora**

### Student Editor



FOREprints apprise its readers of a multitude of activities that FORE's faculty and students took part in the months gone by. Through this newsletter, we bring recognition to their exemplary efforts in taking FORE to newer heights. This particular time of the year is also special because not only does the institute open

its gates to a new batch of students, FOREword welcomes its next set of torchbearers as well.

Working with my team has been immensely gratifying. This newsletter wouldn't have seen the light of the day without the unrelenting effort of my team members. Thus, it is with gratitude towards their efforts, I present you the latest edition of FOREprints.

**Ankit Sharma**

### Patron

Dr. Jitendra K. Das

### Faculty Editor

Dr. Hitesh Arora

### Student Editorial Team

- Ankit Sharma
- Supriya Sharma
- Shambhvi Singh
- Debpriya De
- Ishana Singh
- Shweta Wattal
- Abhishek Tyagi
- Ashish Dua



## XXI Convocation of FORE School of Management, New Delhi



The Chief Guest with the meritorious students

XXI Annual Convocation of FORE School of Management was graced by Ms. Manisha Girotra, Chief Executive Officer, MOELIS & COMPANY, India on Wednesday, June 18, 2014. 171 students of PGDM (FMG – 21st Batch), 57 students of the PGDM (IMG – 6th Batch) and 33 students of the PGDM (WMG- 20th Batch) received their diplomas.

The Director-FORE, Dr. Jitendra K. Das, welcomed the Chief Guest and presented the activity report for the year 2013-14 and addressed the students.

He congratulated the students on this momentous achievement and expressed his heart-felt pride in sending off another batch of bright and promising students out to the corporate world. He advised, "You are now entering into the real world of challenges. On your path to success you might face difficulties, but don't be afraid of that. Hold your confidence. With faith, determination and strong willpower anything can be achieved."

In the activity report he also touched briefly upon the placement figures. "Placements at FORE have been very good all these years. The average CTC for the Batch of 2013-14 was approximately Rs. 8 Lacs p.a. with 20% companies offering more than Rs. 10 Lacs p.a. whereas, the highest domestic CTC was Rs. 15 Lacs per annum. For this Batch, there were 3 International Placements and about 15 Pre-Placement Offers were made to our students. About 110 companies visited our campus this year. Some of these were Deloitte, Asian Paints, TATA Motors, Capgemini, DELL, Boston Consulting Group, Bank of America, TATA Steel, etc.

The Batch of 2013-15, who has just moved into 2nd year, completed their Summer Internship in 102 companies. About 60% of the companies have offered stipend to our students. The highest stipend offered to our students this year for Summer Internship was Rs. 35,000/- per month and 8 students received this stipend."

Mr. R.C. Sharma, President - FORE, while showering his blessings on the students, advised them "You have to be diligent all the time to grow in your life especially in the corporate world. As you go up, please be humble as it will be liked by everybody even on the professional front, also try to have control over your temper and work honestly, remember that whatever you do will affect your country's prosperity."

Ms. Manisha Girotra in her address urged on the graduating students to "Stay hungry, stay foolish. Remember success is not achieved or sustained as a result of spontaneous combustion. You must set yourself on fire. The India today is young, exciting and vibrant – not burdened with legacy of the past. Today if you can imagine it you can achieve it, if you can dream it you can become it, so follow your heart, believe in yourself, retain your individuality and go out there to achieve your dreams." She also encouraged them to set ambitious goals and enjoy the journey.

Finally, Dr. B. B. L. Madhukar delivered a vote of thanks and the event was brought to a close with the National Anthem.

The convocation ended with the students fully charged and bubbling with confidence to excel in their field of choice.

### List of Honours

#### PGDM FMG-21

PURNIMA CHOUDHRY- First  
SRISHTI BAUL- Second  
RITIKA AGARWAL- Third

#### PGDM-IBM , IMG-6

SAURABH GUPTA- First  
ASHISH JINDAL- Second  
ARPIT JINDAL- Third

#### PGDM-WMG-20

PARUL JAIN- First  
ABHISHEK NATHAN- Second  
ANKUR MIDHA- Third





Convocation at a Glance



## Induction Ceremony - FMG & IMG



Dr. J. K. Das lighting the lamp in the Induction Ceremony

FORE School of Management welcomed its 23rd batch of PGDM FMG and 8th batch of IMG with the induction ceremony held on June 26, 2014.

The induction ceremony began with a warm welcome extended by Prof. Vinay Dutta, Chairman (PGP).

The presence of chief guest Mr. Ritesh Chopra, Partner at KPMG Global Services (Alumni of FORE, PGDM -FMG-4) and guest of honour Ms. Vandana Sharma, Vice President of Business Strategy at American Express (Alumni of FORE, PGDM -FMG-5) added value to the occasion.

Hon'ble President-FORE, Mr. R.C. Sharma, Vice President

(Finance) & Treasurer-FORE, Dr. B. B. L. Madhukar, and Director Dr. Jitendra K. Das also addressed the students at the induction ceremony. Students got the much needed encouragement and acknowledgement from all speakers.

The new batches of students were looking very confident to achieve goals in their professional and personal life. Their eyes were twinkling with the hope and aspiration to become not only successful managers but also humble and good human beings.

All the speakers motivated students to excel in their life and career by imbibing hard work, concentration, ethical practices and social responsibility.

## Global League-Indian Institutes" Certificate and Award



Dr. J. K. Das receiving the prestigious award

FORE School of Management has received "Global League-Indian Institutes" certificate and award for 'Maintaining Global Standards in Contributing to the Growth of the Indian Education System' at the Skill Tree Great Place to Study, India Edition 2014-16, organized by Skill Tree Knowledge Consortium on June 24, 2014 at the House of Commons, London, United Kingdom.

The award was received by Dr. Jitendra K. Das, Director-FORE from Mr. Bob Blackman, Hon'ble Member of Parliament, Conservative Party, U.K. FORE School of Management is one of the few Indian leading institutions to receive this Award.

“You won't get anything unless you have the vision to imagine it.”

**John Lennon**

## 4th Manufacturing Innovation Conclave



Dr. J. K. Das chairing the event

FORE School of Management in association with the Confederation of Indian Industry (CII) organized “4th Manufacturing Innovation Conclave: INNOVATION - Key Differentiator between Innovator & Follower” on June 20, 2014 at Hotel The Leela, New Delhi. More than 165 delegates participated.

The eminent dignitaries who had attended the summit are Mr Zubin Irani, Chairman, CII (Northern Region) & President-Building & Industrial Systems (India), United Technologies Corporation India; Mr Naresh Shahani, Founder & Managing Director, Breakthrough Management Group International (India); Mr M M Singh Co-Chairman, Regional Committee on Manufacturing competitiveness, CII(NR) & Chief Mentor, Maruti Suzuki India Ltd; Mr Jayant Davar, Co-Chairman & Managing Director, Sandhar Technologies Ltd; Mr Ajay Shankar, Member Secretary, National Manufacturing Competitiveness Council, Govt. of India; Mr Sameer Gupta, Vice Chairman, CII Uttar Pradesh State Council & Managing Director, Jakson Engineers Ltd; Mr Manoj Kumar, Executive Vice President & CEO, Ricoh India Ltd; Mr J V Ramamurthy, President & Chief Operating Officer, HCL Infosystems Ltd; Mr Dilip Sawhney, Managing Director-India, Rockwell Automation; Mr Pankaj Dubey, Managing Director, Polaris India Private Limited; Mr Vijay K Arora, Director, Amtek Auto Ltd; Mr Biswajit Ghosh, Director, Caparo Maruti Ltd; Ms Shammi M Pant, Sr. Director – BPE & Transformation, WNS Global Services; Mr Vinod K Pandita, Founder & Chief Executive Officer PMC India; Dr Zubin Varghese, Sr. Director - Innovation and Advanced Engineering, Ingersoll Rand (India) Ltd; Mr Ajeet Thakur, Country Manager – Creaform BU, AMETEK India; and Mr Ashok Wadhawan, President- Manufacturing Business, Punj Lloyd Group.

Dr. Jitendra K. Das, Director, FORE School of Management was the Session Chair cum Speaker for the session on “Leadership and Innovation” in this seminar. He was accompanied by the following prominent co-panelists:

- Mr Subhankar Lahiri, Head – Manufacturing Vertical, Ricoh India Ltd
- Dr Maghin Tamarasan, Director- Strategy & Business Development, Rolls-Royce India Ltd
- Mr Rahul Sehgal, Director - Business Consulting & Strategy (Manufacturing, Energy & Infrastructure), Siemens Industry Software (India) Pvt. Ltd
- Mr Rajiv Bajaj, Country Manager - Manufacturing Solutions, India and SAARC, Autodesk India Pvt Ltd



Dr. J. K. Das addressing the conclave



## International Immersion Programme - Hongkong



FORE Faculty and Students at Hong Kong Polytechnic University

The International Immersion Programme is an integral aspect of the PGDM and PGDM-IB programme at FORE. The notion of bringing international exposure, both in academia and industrial interactions, to the entire batch in addition to the academic curriculum is not particularly followed across other top tier B-Schools. This tie-up with both the universities in Hong Kong and Singapore, in addition to the numerous industry collaborations, is a refreshing prospect to say the least.

The itinerary of the visit included a city tour on the very first day, covering a section of the highly advanced and developed Republic. It helped in acclimatization to a different cultural and social setting. The tour was orchestrated by an International Travel Operator with the planning being immaculate. They did a fine job in perfectly spacing out the entire trip.

The first day at Hong Kong Polytechnic University was an orientation program of the major topics that would be covered in the following days. Hong Kong's economic ascensions and impact to the global financial framework was the underlying theme. Students were provided the chance to be enlightened by esteemed faculty of the university. Just like students acclimatization of Hong Kong in the very first day, the first day at Hong Kong Polytechnic University ( fondly called PolyU) was intended to provide a backdrop of Hong Kong's political, cultural, social and economical standing with impetus on history and contemporary business.



Faculty with the Students during IIP -Hong Kong

The subsequent days saw each speaker cover a topic in detail and nuance Hong Kong's footprint across the global business timeline. The lessons were followed by a quiz that tested the understanding of the subject. The PolyU campus itself was state of the art, with top edge infrastructure offering a wide array of specializations. Interaction with its students proved to be extremely rewarding.

Students also had industrial visits where batches were divided to cover a specific industry. This included the Hong Kong Monetary Authority, Hong Kong Airlines and many others. The industrial interactions help the students to look into some of the leading organizations and their workings.

Beside these 'serious' propositions in the programme, the trip was a fun outing into an international terrain. Having this lot of students, travel to a tourist hub, was an experience of a lifetime. The afterhours from the classes were mostly filled with visits to tourist spots across each day. From the breathtaking dazzles of Ocean Park and Disney Land to the daily Light Show at the Avenue of Stars, Hong Kong provided some of the most amazing backdrops for student revelry. And who can forget the heaps and bulks of the shopping streets, placed in chunks all across the place. From the heights of the Lantau Islands cable cars to the simmering lights of the Macau skyline, this trip provided an unforgettable experience.



## International Immersion Programme-Singapore



At Nanyang Technological University

The International Immersion Programme to Singapore was one such experience and beyond. True to the word 'immersion', it gave the students of FORE a chance to immerse themselves in the culture and lifestyle of a country which is so different from India and yet so similar. It gave the students and the faculty members to explore the different domains of the world of business while keeping the fun factor intact.

The one week International Immersion Programme (March 30, 2014-April 5, 2014) to Singapore was a perfect amalgamation of courses that were thought provoking and city tours which were mesmerizing. While the courses on emerging markets gave the students a global perspective to look at things; the teachings of Sun Zi Bingfa (popularly known as 'Art of War') are likely to serve as a guiding light throughout life. A peek through the economic strategies of Singapore and one would realize that it is no wonder that they have done so well. Be it the housing facility, the health care industry or the transportation, everything is well thought of and planned accordingly. The host university, NTU,

made sure that they get the best professors to teach the students of FORE in the short time they had and make it worthwhile. But there are some lessons one just cannot learn within the confines of the classroom. One needs to step out on the roads to see the sincerity with which the citizens of Singapore abide by their laws, the confidence they have while stepping out at night and the pride that they show in the development of their country.

The perfectly planned IIP also gave ample amount of time to the students of FMG 22 and IMG 7 to have their fair share of fun. The beautiful ambience of Marina Bay Sands, the thrill of 'Transformers' at Universal Studios, the tranquility of SEA Aquarium and the mysteries of Night Safari shall remain with them forever and remind them of the beautiful place that Singapore is.

This Internal Immersion Programme to Singapore has not only gifted everyone a bunch of beautiful memories to savor but also a refreshing outlook towards life.



Faculty with the Students during IIP- Singapore



Faculty with the President (FORE) during IIP- Singapore



## Business Plan Competition- 'Dream Merchants'



B-Plan winners along with the judges

The Centre for Entrepreneurship Development (CED) organized B Plan competition on March 12, 2014. This competition followed the B-Plan Workshop organized by team CED on March 03-04, 2014. The event was conceptualized with a view to provide the budding entrepreneurs a platform to showcase their business ideas.

The Jury comprised of four experts. Mr. Chander Mohan (Director and Scientist G, Department of Science & Technology, Government of India); Mr. Abhishek Gupta, Director HR Synergy ( He is an Ex FOREian and currently leading a company of HR consultancy); Prof. Anita Tripathy Lal ( Professor In-charge of Centre for Entrepreneurship Development at FORE) and Prof. Anil Kumar ( Professor, FORE in Strategic Management).

The event was divided in two rounds. In Round 1, each participating team had to submit an executive summary explaining the idea of the project. About 30 teams sent their business ideas explaining how exactly they were planning to turn their ideas into reality. Some ideas were creative, some practical and some out of the box. The judges had a tough

time shortlisting the final 5 teams which would move to the second round.

In Round 2, all the shortlisted teams had to present their B Plan in a 10 minute presentation to the judges, followed by Q & A round. The teams and their B-Plans were evaluated on the following parameters - Uniqueness of Idea, Market Research, Operational Plan, Marketing Plan, Financial Plan, Implementation & Risk Mitigation, Attractiveness to investors and Presentation Skills.

The Dream Converters (Aman Rawat, Harmeet Singh, Nandhagopal Muralithar and Vaibhav Sharma) walked away with the first prize. Their B Plan was known as BookmyBook.co.in. Fervent FOREians, an all girls team, stood second. Their B Plan was 'Tea Atelier' and team members included Akansha Johari, Moksha Gupta, Niharika Pundir and Shambhavi Singh.

The event drew to a close with prize distribution to the winners and vote of thanks by Dr. Anita T. Lal, Prof. In-Charge CED. The judges praised the efforts of all participating teams and motivated them to continue on their entrepreneurial journey.

## Seminar on 'Seed Funding'

The Centre for Entrepreneurship Development at FORE School of Management, organized a seminar on Seed Funding with a view to promote entrepreneurship amongst the students on March 13, 2014.

As a part of taking the B-Plan competition learning to a new level, the seminar was designed to introduce budding entrepreneurs among the students of FSM to the concept of Seed Funding and create awareness about the common issues that might arise with regards to seed funding and how they can be managed effectively.

The seminar featured five eminent speakers, Mr. Prajakt Raut, VP- Indian Angel Network; Mr. Gaurav Kachru, Investor and Founder, 5 Ideas Startup Fuel; Ms. Rashmi Verma Co-Founder, MapmyIndia; Mr. Gyanesh Kumar, Co-Founder, Axis Softech; and Nagender Negi, Co-Founder of Batman Delivers and former student of FORE School of Management.

Mr. Raut chaired the seminar and initiated the session and took the students through the concept of funding lucidly. Mr. Gaurav

Kachru then addressed the audience and discussed the cycle of funding right from early stages to maturity. Ms. Verma enriched the audience by taking them through her entrepreneurial journey, and spoke about managing change in her personal and professional work-front given the backdrop of her leaving US and coming back to India in the Nineties. Mr. Kumar shared his inspirational Leap of Faith Story and especially highlighted the funding aspects and challenges faced by his company during the initial phases. Mr. Negi shared his start-up story which he started last year and how he has managed till date with self funding and considering seeking angel investment opportunities in his company.

Following the stories of the entrepreneurs, the students had a volley of questions which made the seminar very interesting. At the end, the speakers were thanked and appreciated by Dr. Anita T. Lal, CED Prof. In-Charge. The seminar turned out to be a great learning session for the students and was very inspiring indeed!



## Addict-2014



Team Think Tank with the winners

Addict 2014 was an overwhelming success at its very outset. With over 75 registered teams of 2-3 members, the enthusiasm of the new batch was crackling. The online round covered important aspects of advertising and marketing, testing the mettle of the juniors. It was a motley mix of questions each linked to an aspect of advertising and marketing.

The campus rounds took place in Virajam Auditorium on July 3, 2014. However, with the excitement levels of the participants, it was anything but weary. Participants were thrown straight into the fray with the 'Guessing the Logo' round. It was a tough one, but many cracked the code.

Shortly following the Logo round, the Audio-Visual round was equally entertaining and challenging, as participants dug deep to recall the advertisements, they thought they knew. After this round, based on the cumulative score, few teams were eliminated while others roared in to the next round.

In the next round, wordplay was intertwined and participants needed to figure out the brands. It was a challenging round

but the participants shone the brightest in this round. Again, fulfilling the team slab, few of the teams were eliminated after the score sheet was out.

The final round was an encore from the previous year, as teams were up against each other in a battle to make the best Poster Ad. Team Think Tank provided a chart paper and random newspapers to each of the surviving teams and they had to come up with the most innovative, creative Print advertisement. From hair oils to automobiles, they racked their brains to bring out the best print campaigns.

In the end, the overall cumulative scores were calculated and team Addiction Peeps came out as the victors of Addict 2014. Team BLOGO who were close enough, secured the runner-up spot.

But in the end, as they put it is not about winning or losing, it is all about how you played and how much you enjoyed it.

## India Education Excellence Award – 2014

Dr. Jitendra K Das, Director, FORE School of Management was honored with "India Education Excellence Award – 2014" for "OUTSTANDING CONTRIBUTION TO LEADERSHIP DEVELOPMENT" by Worldwide Achievers and Headlines Today. The award was presented by Dr. Shashi Tharoor, Hon'ble Minister of State for Human Resource Development, Govt. of India, Shri Maninderjeet Singh Bitta, Chairman, Anti-Terrorist Front and Shri Rameshwar Prasad Chaurasia, National Secretary, BJP on April 14, 2014 at Hotel Oberoi, New Delhi. Dr. Das is the only recipient of this award for the year 2014.

## DGR Induction Programme

The first ever Certificate in Business Management Programme for Defence Officers at FORE was approved by Directorate General of Resettlement (DGR). The programme was inaugurated on June 2, 2014. This is a full-time programme of 6 months duration for defence officers who are about to leave the services. This programme has been conceived with the objective of developing core managerial competencies of the participants and enhance their professional growth to enable them to make their careers in commercial organizations after service life.



## Center for Emerging Markets

Emerging markets of the world present a lucrative opportunity for companies that are looking for growth. Most MNCs are either already present or are queuing up to get their share of the cake. There are umpteen examples of companies that have made it big and others that have struggled and left for good. Taking this as the base, Mr. Luc Fayolle, Marketing Manager for Michelin Tyres (India), spoke to the second year students of FORE School of Management, New Delhi. The event was organized by the Center for Emerging Markets (CEM).

Mr. Fayolle began with how a stint in emerging markets like India and China helped him grow as a business professional. He mentioned that these markets have unique characteristics and that organizations need to up their game in order to be successful here. He gave numerous examples from his work experience in the cosmetics industry as well as his association with Michelin (India).

The Speaker moved on to discuss the issues that have led to slow development of European companies in emerging markets and elaborated on the challenges faced by such western multinationals operating in emerging markets like India. To crack an Emerging market, he said, it is essential that one understands the key competitors and trends in that industry. To do so, one needs

to have good knowledge of the market. However, at times, it is extremely difficult to collect information in these markets as source of data is not trustworthy or accurate. He added that lack of correct information has proven to be the downfall of many companies in emerging markets.

One of the key characteristics of these markets is that they are extremely dynamic. Mr Fayolle explained as to how market positions keep changing quickly and organizations need to be on their toes at all times. In addition, he also pointed at the delicate 'price-performance' balance that needs to be achieved - since customers are extremely price sensitive in these markets. Drawing from his own experiences, he talked about things that helped him implement his company's strategy successfully in India. He spoke at length about how crucial it is to involve and work with local people, create partnerships, develop new distribution channels etc.

As he concluded his speech, he stressed on the importance of being patient and having long term orientation while doing business in emerging countries. Things will not often work out the way one plans to. However, with patience and perseverance, organizations can make it big in emerging countries.

## Placements Update 2014

**Summer Placements 2014-** The batch of 2013-15 has completed their **summer internship in 102 companies** in different parts of the country. About **60% of the companies** have offered stipend to the first year students.

**Live Projects 2014-** More than 50% of our students (127) have pursued live projects with Companies from different sectors.

**Corporate Mentorship 2014-** About 25 corporate came forward to mentor our students in the year 2013-14.

**Final Placements 2014-** Like every year, final placements for the second year students from PGDM & PGDM-International Business, has been very good.

About 110 companies have participated in this year's campus recruitment process. 65 % of our regular recruiters have visited because of the FORE Alumni doing well in their respective roles in different organizations. Companies across sectors like IT / ITES, Media & Advertising, Trade, Manufacturing, Automobile, BFSI, Consulting, FMCG visited campus for recruitment process.

FORE students have been hired in the domain of Sales & Marketing, Operations, General Management, Technology/IT, Consulting, Finance, HR and Research.

Average salary for the batch is approximately 8 LPA with 20% companies offering more than 10 LPA.

For the batch of 2014, the number of PPIs & PPOs offered to our students have increased three fold as compared to the previous year. The number has gone up to 15. The International placements have also gone up from 2 to 3.

## Alumnus Recognition

Anjum Chopra, Alumna of FORE School of Management, was conferred the prestigious Padma Shri award, the fourth highest civilian award in India, for her services to women's cricket. The award was presented to her by Shri Pranab Mukherjee, the Hon'ble President of India.

FORE School of Management congratulates her on this momentous achievement and wishes her all the best for her future endeavors.



Ms Anjum Chopra receiving the award from the Hon'ble President of India



## Management Development Programmes



Participants of an MDP with faculty

FORE School of Management conducted following 4 open programmes at its Campus at New Delhi during April – June, 2014.

1. Spreadsheet Modeling for Financial Analysis conducted by Prof. Himanshu Joshi & Prof. Vandana Gupta during May 19-20, 2014.
2. Managing Commercial Contracts conducted by Prof. Neeti Shikha during June 16-17, 2014
3. Strategy Planning/Deployment via the Balanced Scorecard conducted by Prof. Vikas Chandra during June 23-24, 2014
4. Project Finance – Funding & Appraisal conducted by Prof. A.K. Puri during June 26-27, 2014.

A total of 44 participants attended these programmes. Some of the well known companies which participated in these programmes included: SAIL-Rourkela Steel Plant, Bharat Broadband Network, Bank of Baroda, MMTC-PAMP India, Bharatiya Mahila Bank, GAIL India, Room to Read India, Biotechnology Industry Research Assistance Council, Indian Potash, Gujarat Urja Vikas Nigam, SJVN Limited, IL&FS Energy Development Company, Orient Refractories, KRIBHCO, DNDi India, THDC India, The Lakshmi Vilas Bank, IDBI Bank, West Bengal Infrastructure Development Finance Corporation, DGS Realtors, Power Finance Corporation & Tamilnad Mercantile Bank etc.

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

1. “Towards Developing Emotionally Intelligent Leaders” for Power Grid Corporation of India conducted by Prof. Sanghamitra Buddhapriya on April 16-18, 2014 at Jammu.
2. “Enterprise Knowledge Management” for Power Grid Corporation of India conducted by Prof. Sanghamitra Buddhapriya on April 21-23, 2014 at FORE Campus, New Delhi.
3. “Resource Optimization” for LNG Petronet conducted by Prof. Neeraj Kumar on May 15-16, 2014 at Kochi.
4. “Superannuation Planning” for Engineers India Limited conducted by Prof. Vinay Dutta on May 23, 2014 at New Delhi.
5. “Think Straight Think Through” for Engineers India Limited conducted by Prof. Neeraj Kumar on May 28-29, 2014 at Gurgaon.
6. “Managing Resources, Process & Performance” for Petronet LNG conducted by Prof. Neeraj Kumar on June 19-20, 2014 at Kochi.

## Faculty Focus

### Prof. Mohit Anand

Invited to be a reviewer for the Academy of International Business (2014) Vancouver.

Invited to be on the Editorial Board of Rajagiri Management Journal, Cochin.

### Prof. Hitesh Arora

#### Book Reviewed

Doing data analysis with SPSS Version 18.0, by Robert H. Carver and Jane Gradwohl Nash, Sage Publication India Private Limited (2013), New Delhi, Published in *Abhigyan*, April- June 2014, Vol.32(No.1).

### Prof. Prachi Bhatt

Presented a paper titled "Dynamics of cross-cultural work -related interactions-perception and behavior: Indian perspective" at the *International Journal of Arts & Science-Annual Multi Disciplinary Conference, Paris, France*, March 31-April 3, 2014.

### Prof. Sanghamitra Buddhapriya

Presented a paper titled "Issues related to mentoring: Experiences of mentors and mentees in corporate India" at the *International Journal of Arts & Science -Annual Multi disciplinary Conference, Harvard University Boston, USA*, May 26-30, 2014.

### Prof. Muqbil Burhan

#### Book Edited

Matthias, Finger., Bernhard, Buckovc., & Muqbil, Burhan (Ed.) (2014) *Postal services in the digital age*. Global e-governance series. IOS Press: Netherlands.

#### Paper published

Burhan, Muqbil (2014) Postal Operators as Viable e-Government Partners: A Case Study of Three Major Postal Operators. In Finger M., Buckovc B. & Burhan M. (Ed.) *Postal Services in the Digital Age*. IOS Press: Netherlands.

### Prof. Vinay Dutta

#### Papers published

Dutta, Vinay (2013, October-November) Insurance planning-help your clients achieve complete peace of mind, *Financial Planning Journal*.

Dutta, Vinay (2013, September-October) Aligning the Hindu life stages of life to the personal financial planning framework. *Financial Planning Journal*.

Invited by Allahabad Bank as an external expert in the Interview Committee for interviewing the executives in the rank of Deputy General Managers for promotion as General Managers on May 10, 2014.

Invited by Punjab National Bank as an external expert in the Interview Committee for interviewing the executives in the rank of Chief Managers for promotion as Assistant General Managers on April 24-26, 2014.

### Book Reviewed

Real estate finance in India by Prashant Das and Divyanshu Sharms, Sage Publication India Private Limited (2014), New Delhi, Published in *Abhigyan*, April- June 2014, Vol.32(No.1).

### Prof. Savita Gautam

Presented a paper titled "Environmental measures and its effect on Indian exports: Case of shrimp and Prawn sector of India" at the *2nd LCSS PhD Methodology Conference, London School of Economics, February 22, 2014*.

Presented a paper titled "Economic co-operation- Lessons from Indo-Japan Engagement" (Savita Gautam and Sumati Varma) at the *International workshop Emerging Paradigms of engagements between Japan and India: Bridging the gap between East and South East Asian Nations, Delhi University at India International Centre, New Delhi, March 21, 2014*.

### Prof. Ambrish Gupta

#### Paper published

Gupta, Ambrish (2014). Corporate Social Responsibility-Implications and Challenges of the Regulatory Intervention in India: The World's First, *Working Paper, No. 2014/09*, FORE School of Management, New Delhi.

Presented a paper titled "IFRS; Borrowing Costs-An examination into the implications of its adoption for corporate financial health and Govt. finances in India" at the *4th Annual International Conference, Global Science & Technology Forum, Phuket, Thailand, April 28-29, 2014*.

Appointed as Member: Editorial board: Universal Journal of Accounting and Finance, USA wef 27-05-2014.

### Prof. Vandana Gupta

Presented a paper titled "An empirical Analysis of default prediction models; Evidence from Indian Listed Companies" at the *6th International IFABS Conference 2014, Lisbon, Portugal, June 17-20, 2014*.

### Prof. Sumeet Kaur

Presented a paper titled "Cannibalization of brick and mortar market due to commencement of online market" at the *International Journal of Arts & Science-Annual Multi Disciplinary Conference, Paris, France, March 31-April 3, 2014*.

-Invited to judge PhD viva for a candidate (Saurashtra University, Rajkot) during May 2014.

### Prof. Anita Tripathy Lal

#### Paper Published

Lal, Anita, Tripathy (2014). Women Entrepreneurs in India-Over the Years, *Working Paper No.2014/07*, FORE School of Management, New Delhi.



Mentored a group of TiE young Entrepreneurs in developing a Business Plan during March-April 2014.

Chaired a Seminar on 'Handling Career Prospects in Challenging Times' organized by TiE New Delhi at Rukhmani Devi Institute of Management, New Delhi on Feb 26, 2014.

### Prof. Anupam Narula

Presented a paper titled "Higher Education In India: Challenges Ahead" at the *International Journal of Arts & Science Conference*, Las Vegas, USA, March 17-20, 2014.

#### Book Reviewed

Organisational schizophrenia, impact on customer service quality by Gopal K. Gureja, Sage Publications, 2013, published in *Abhigyan*, January-March 2014, Vol. 31 (No-4).

### Prof. A.K Puri

#### Papers Published

Puri A.K (2014, March 29). Career counseling - Interior Designers, *Education Post* - a weekly newspaper on education issues.

Puri A.K (2014, May 26). Career counseling - Careers in Retail, *Education Post* - a weekly newspaper on education issues.

Invited as external examiner for dissertations of M.Tech students of National institute of Food Technology and Entrepreneurship, Sonapat on March 29, 2014.

### Prof. Reeta Raina

#### Online publication

Raina Reeta., & Roebuck, Deborah Britt (2014). An exploratory study of downward communication in relationship to job satisfaction, organizational commitment and the Propensity to leave the Insurance sector in India. *International Journal of Business Communication*, Sage Publication, <http://job.sagepub.com/content/early/recent>.

Received the Best Paper Award for the paper titled "An Exploratory Study of Listening Skills of Professionals across different cultures", Reeta Raina, Deborah Britt Roebuck, Cheng Ean (Catherine) Lee in the conference organized by World Business Institute Australia, WBI London Ltd. And ARPI, USA at Cape Town, 2014

### Prof. Mohita G Sharma

Presented a paper titled "Evaluating climate change options for Indian Railways" at the *2nd Biennial Conference of PRESDA Foundation*, Hiroshima, Japan, March 17-19, 2014.

Case Study - "Adani Agri Logistics Ltd.-Blocking the Grain Drain" -Mohita Gangwar, Sachinder Mohan Sharma, Puneet Mehndiratta and K.N.Singh, published by Richard Ivey Case Publishing House, Ontario Canada.

Case Study-"Dedicated Freight Corridor-Designated for Change"-Mohita Gangwar and Sachinder Mohan Sharma published by The Case Centre, UK.

### Prof. Anil Kumar Singh

Presented a paper titled "Integrating robustness and resilience in change & competitive advantage framework: insights from Indian pharmaceutical industry" at *IIM Calcutta, Strategic Management Forum Annual Convention*, June 12-14 2014.

### Prof. Kanhaiya Singh

Presented a paper titled "Macro-Economic impact of the Basel-III norms: an analysis in the Indian Context" at the *International Journal of Arts & Science- Annual Multi Disciplinary Conference*, Las Vegas, USA, March 17-20 2014. He was nominated by the organizers as Chairman to a technical session of the Conference.

### Prof. Freda Swaminathan

Swaminathan, Freda (2014). How do top Italian apparel brands communicate luxury through advertising, *Working paper No. 2014/08*, FORE School of Management, New Delhi.

### Prof. Shallini Taneja

Presented a paper titled "Sustainability reporting practices in India: The current scenario" at the *International Journal of Arts & Science- Annual Multi Disciplinary Conference, Paris, France*, March 31-April 3, 2014.

### Prof. Qasi Asif Zameer

#### Book Reviewed

*Fundamentals of selling: Customers for life through services* by Futrell, C.M. McGraw Hill Education (India) Private Limited (2014), New Delhi, published in *Abhigyan*, April-June 2014, Vol.32 (No.1).

Presented a paper titled "Buyer's remorse & coping mechanisms: Lessons from an emergent economy" at the *Marketing Management Association Spring 2014 Conference, Chicago, USA*, March 26-28, 2014.

-Invited to be a panelist in a technical session in a workshop organized by PHD House on May 5, 2014. The title of the workshop was "Citation analysis, Impact factor, Patent and Copyrights for maximizing Research Impact".

-Invited to be an expert in the Curriculum Review Committee for Marketing Area Courses at Amity University on May 28, 2014.

## Staff Column

**Dr. Rajesh Kr. Bhardwaj**, Librarian, has published an article titled "Measurement and evaluation of library resources and services in ICT environment: A survey of selected colleges." in the *Journal of Indian Library Association* in Vol. XLIX No. 2 April - June 2013.

“Action without intelligence is a form of insanity, but intelligence without action is the greatest form of stupidity in the world.”

-Charles Kettering

## Summer Internship Experiences



One fine day, I received a phone call asking – ‘How I would like to commute to Office?’ This run-of-the-mill question brought along with itself a train of thought, has my internship already begun? The people at Sapient are really proactive and in the days to come, I realized that it is no wonder that it is one of the topmost consulting firms.

That marked the beginning of my journey at Sapient which began much before I entered the premises of Sapient Consulting in Gurgaon. I was touched by the distinguishing aura of positivity in the office environment and it was hard not to notice glimpses of it in the everyday work life. My seat, project, assets were already allocated to me before my work began. Work Culture at Sapient Consulting was conducive and coherent with employees. Sapient is strong on work life balance for every employee irrespective of their corporate level. Flexible work timings are thought to be the key success factor for the organisation and their employees to keep them happy working with Sapient.

My project was Contractor Management Process Redesign which focuses on laying the ground work by collecting information of As-Is process of how a contractor is hired, their maintenance at Sapient and their exit. This would ensue in Contractor Management System which could be put in place and would make these tasks more efficient and effective for Sapient. For this to happen, the prerequisite was to interact with all major stakeholders of the process, primarily Subject Matter Experts and Process Owners. This provided me unique opportunity to get a feel of Corporate Strategic Process, Quality Management, & Human Resource Planning. My learning from this internship has been indispensable and will definitely assist me in my professional as well as personal growth.

**Vaibhav Agnihotri**  
Sapient Consulting



I had applied for internship in various companies but I was fortunate that with God's grace, I bagged an opportunity to pursue my internship at "Reserve Bank of India". Needless to say, I was overwhelmed by the thought of being associated with such a prestigious organization. Also, since it was in coherence with my intended specialization of Finance, it was a great learning opportunity for me.

My stay at RBI proved to be an enriching experience. Each day was full of moments which were enlightening and challenging at the same time. Out of a plethora of options offered, I got a chance to work on a less explored but a more recent and significant area in the banking industry. Though, it proved to be an arduous task but it satiated my appetite of making my summer internship a worthwhile experience.

The work culture at RBI is worth mentioning. There is an air of amicability, affiliation and approachability. Each staff member was always willing and available for the necessary support such as provision of documents, internet facilities, bank visits etc. Departmental discussions were held for highlighting any

difficulties faced during internship which was looked into with speedy and suitable actions. My department always engaged me in all routine works and activities happening round the corner, be it a meeting, farewell, a new entrant or knowledge sharing sessions. Their encouragement and supervision was a morale booster in my journey from the known to the unknown. It has opened a window of many takeaways which will not only be a defining force in my life but also has banked my knowledge with sturdy structure provided by this esteemed organization. In essence, RBI has given wings to my dreams to fly with determination towards my goal in life.

**Sakshi Saxena**  
RBI



Hospitality sector is all about serving customers with an experience they would have never imagined. Experts have always argued that automated computer systems can never supersede the importance of human interaction in this industry. Being well aware of this, involvement of IT in Hospitality industry was always a mystery to me but then I was lucky enough to get an opportunity to intern with Oberoi

Hotels and Resorts.

The involvement of IT in hotel operations can be best understood with the help of an example. When a butler receives a request from the guest, he is allotted a certain time limit within which that request is supposed to be closed but if a butler fails to do so, the same request is escalated to his/her supervisor. This continues to happen until the request reaches the regional manager and everything in this process is automated by an application.

Facts like these kept surprising me throughout the course of my internship. The first month of my internship was only dedicated to routine visits to all the hotels of The Oberoi Group in the NCR region. The second month however, was a different story altogether. I was assigned the responsibility to study the IT operations of competitors. Work involved making extensive calls everyday in order to reach out to IT managers of 30 competitor hotels.

Initially, it seemed difficult to get people to part with information. However, I persevered and with time, I managed to do a sound analysis of IT trends and practices in the industry at large. My analysis helped the company understand areas of improvement and benchmark their own IT standards in the industry.

My mentor often put me out of my comfort zone and ensured that my learning was never compromised. In addition, the Oberoi team provided us with a great working environment with the result that two eventful months flew by. It proved to be a tremendous learning experience that will help me in my journey as a management student.

**Abhinav Singh**  
The Oberoi Group





Internships aren't just resume builders. Besides the obvious boost of 'having experience in the field', the real heart of an internship lies in what you learn. My internship at FirstRand Bank Limited (FRB), a South African Investment Bank, provided me with an opportunity to develop some new knowledge and practical insight into equity valuations and mergers and acquisition opportunities in the Indian logistics sector.

FRB gave me an opportunity to work with some of the best investment bankers. The key responsibilities given to me during my internship were:

- (i) Discover potential targets for client engagements with deal size in excess of \$50 million in value in the logistics sector.
- (ii) Information gathering on acquisition targets
- (iii) Equity valuation of listed Indian Banks

Apart from this I learnt how to handle various situations from my mentors and if I were to ever encounter similar situations or culture down the road, I will be able to recognize it and take appropriate action. I was encouraged to ask questions and everyone in the firm was patient and willing to explain things that were new to me.

During my internship, I tried to absorb all that I was taught. Even though I was only an intern, I was respected and treated as an equal. I also learnt the importance of having perseverance in the workplace. One may have sound knowledge and a diverse skill-set, but a systematic approach is what it takes to get to the milestone.

During the first week of my internship, I realized that although what you learn in a classroom is very important, but what you learn during your internship cannot be taught in a classroom. You have to be in a hands-on situation when problems pop up to learn how to deal with the problems in a timely manner.

I am very happy that it was a requirement for me to complete my internship as a part of the curriculum and I believe that I am better prepared to enter the real working world because of it.

**Ankita Handa**  
FirstRand Bank Limited (Finance)



It was 5 minutes before the deadline to submit the registration form and there I was staring at my laptop, wondering if I should even bother uploading my candidature. Sense prevailed, I completed all formalities in time and hoped for the best. The summer placement season had kicked off and Asian Paints was the season opener. After an intense selection process,

I was among the students selected for Asian Paints' Summer Internship Program. The selection process itself was a great learning experience.

The marketing department consisted of young, buzzing individuals full of energy and enthusiasm. I was allotted a guide

and a buddy who helped me throughout my internship. My project comprised of retail tie-up and marketing of a completely new consumer product offering. It was touted as one of the better projects and I was satisfied with what I was allotted.

Work picked up at an exponential rate. The first month was focused around vendor tie ups and required several visits to vendors and retail shops in Mumbai. The real travelling began when my product offering was ready and what remained was conducting live consumer trials, consumer surveys, pricing and distribution of the product in the market. Doing this right required several market visits across India in cities like Mumbai, Pune, Delhi, Noida, Bangalore and Chennai. Flying off to these cities in one and a half weeks was certainly an invigorating experience!

Customer interactions, convoluted discussions with superiors, market visits, frustrating interactions with vendors and infrequent table tennis matches in the canteen ensured that two months flew by. I had done all I could and took the last day off before the final presentation to the Marketing Manager and Senior HR.

I now look back upon this internship experience with a strong sense of nostalgia and self accomplishment. Had I known all this was in store and was at stake on the day of the submission of the registration form, I would have been the first one to upload my resume. It was the first time I was thrown outside my comfort zone and am thankful for what I learned and for what I'm now capable of learning, owing to the overall experience of successfully completing an internship at Asian Paints.

**Dev Sharma**  
Asian Paints



Like everybody else, I too had my apprehensions about my summer internship at HPCL because it was a Public Sector Company and I was not sure what kind of work environment I would find. However, I realized on my joining day that the picture was very different from what I had imagined.

As soon as I reached the HPCL office, the atmosphere was quite electrifying. Every one of them attending calls, acquiring and closing deals every few minutes making it seem like a cakewalk. After a brief introduction, my mentor and I sat down for a detailed discussion in the project where he explained to me the deliverables and how I was supposed to go about the project. Having had a prior interest in the oil and automobile industry, I was able to understand the intricacies of the project.

My project was titled "Market Analysis and Potential Determination of CNG Engine Oils in Delhi". I was supposed to analyze the CNG Engine oil market and calculate its market potential in Delhi region. In order to conduct the market research, I spent a few days designing questionnaires for retailers, distributors, end customers and service centers with the help of my mentor and faculty guide. The next four weeks were spent visiting various lube oil markets in Delhi, meeting various retailers, distributors, customers, etc., collecting qualitative and quantitative data. At the end of this daunting task, I was left with just three weeks

and still a long way to go. I spent the next two weeks compiling and analyzing the primary and secondary data using various tools to understand the market dynamics.

During the last week, I prepared my project report and gave a presentation in front of the entire Direct Sales team which included my mentor and Chief Regional Manager. I gave them a realistic estimate of the market potential and also suggested

some product changes, strengthening the distributor network and an overall increase in sales service and promotional activities.

Being one of the first people from FORE to have had undergone internship at HPCL, it was imperative for me to make a remarkable impression. And I am happy to say that I was able to do just that.

**Jodhbir Singh**  
HPCL

## WMG Induction Ceremony

FORE welcomed its newest set of working managers to its campus on July 9, 2014. The Working Managers Group, Batch 23, started their journey at FORE with a formal induction programme. Dr Jitendra K Das, Director-FORE, set the ball rolling with a customary lighting of Lamp and addressed the students. FORE's students then welcomed the new WMG batch with the famous FORE song.

Prof. Vinay Dutta, Chairman-PGP, addressed the students and wished them good luck. The new batch was then administered the induction oath by Dr. Das. Prof. Neeraj Kumar, Executive Chairman-

Admissions, subsequently took to the stage and delivered a vote of thanks. The ceremony drew to a close with the singing of the national anthem.



Dr. J. K. Das lighting the lamp

## Alumni Retrospection



It is going to be almost decades since I joined FORE School of Management. The memories of those two years are still very clear in my head. From the induction day to the convocation, the journey was filled with many learnings, stories and incidents.

Some of the key learnings in the two years that I spent at FORE are commitment to make sure you achieve what you aspire, have the courage to go against the odds and there is no better way to learn than to get one's hands dirty with the work. Looking back, I see the memories of the endless projects we delivered, standing in the auditorium and presenting for the first time in front of 100 people, heated debates on topics and having fun on the way. Anyone who has been associated with FORE in the earlier years, will have fond memories of the sunken garden. It no longer exists but the memories are still fresh. I made some great friends at FORE and we still joke

about projects and presentations we delivered then.

We had the fortune of some of the finest faculty at that time who besides the knowledge they imparted, gave us a strong value system based on integrity and humility.

My association with FORE has been revived in the past few years through placements, guest lectures and by being a part of some events. It is always a feeling of homecoming when one visits FORE. The warmth and welcome we get from Staff and Teachers is astounding, inspite of most of the faculty being new. I would strongly urge all the alumni to take out some time and visit the campus from time to time, to encourage the new batches and to interact with the faculty and do stop by at Tanku for a Maggi or a Coffee.

**Ritesh Chopra**  
FMG -4



## Anubhuti Abstracts



Mr. Gautam Vijh interacting with students

Anubhuti conducted by CID on July 1, 2014 was more of an induction session to the students for the new phase of their life. The honorable speakers for the event were Dr. C.T. Abraham (Consultant, Asian Development Bank) and Mr. Gautam Vijh, (Asst. Vice President, HR (L&D) United Lex Corporation).

Dr Abraham began by pointing out the challenges that young managers face as they pace their journey on the corporate ladder. He highlighted the “Mantras” which help in building the right management attitude and dealing with the problems one shall face. Dr. Abraham further said that these mantras eventually modulate our way of thinking and approaching issues in our life and thus would define a new personality hidden inside us which would be ethical, moral, and transparent and would have the right amount of positive attitude. He offered a new meaning to the values like transparency, which can eventually be a lot more in defining one’s personality than being just a mere value.

Later, Mr. Vijh took the atmosphere, full of positivity and inspiration, to another level. He pointed out the difference between perception and attitude; that everyone has a different perception and a different route to the same end goal. He further urged the audience to see everything as a new opportunity without any fears. Both the speakers essentially stressed on the idea that right attitude is not merely produced by success; it actually attracts success.

Mr. Vijh rightly pointed out, “Why be like those social misfits who, even when things go well for them, manage to find something to grumble about? Disgruntlement becomes a habit. A positive attitude depends far less on things going right outwardly than on an inner determination to be happy always.” He explained how often such an attitude is the cause of good fortune, not merely a result of it. A strong, positive attitude, finally, is most effective when it is self-generated. People whose outlook on life is, by contrast, basically negative can actually attract failure! The stronger a person’s attitude, whether positive or negative, the stronger the magnetic field of energy it generates, drawing good or bad fortune to oneself.

The eminent speakers further emphasized on what it takes to become successful in life. True success is his already, who clings determinedly to right attitudes, for in the long run success means victory over one’s self. Merely to stumble onto success, like

someone finding buried treasure in the garden of his ancestral home, is delusional’s way of softening one up for another plunge into failure! Above all, true success means self-mastery.

The event offered a great help in introspection and developing a positive attitude to deal with the new challenges the budding managers will face.

## Workshop on Psychometric Testing and Applications



Faculty at the CPRT workshop

Centre for Psychometric Research and Training (CPRT) organized a two-day Workshop on ‘Psychometric Testing & Applications’ on May 8-9, 2014. This two days workshop was designed with an aim to familiarize participants with measurement concepts & tools and improve selection and application of psychometric tests.

Eight technical sessions were carried out by eminent resource persons in the area of Psychometric. Prof. Sanghamitra Buddhapriya and Prof. Prachi Bhatt along with Mr. Y. N. Kaushal, Director, Enabler, Prof. N.K. Chadha, Head of Psychology Department, Delhi University and Prof. Anil K Pathak , faculty at MDI, Gurgaon took the sessions. These sessions addressed issues related to effective development, administration and interpretation of psychometric tests. It also covered cross cultural issues in psychometric testing and emphasized on the need of indigenous test development and administration. The workshop concluded with valedictory and certificate distribution. This effort of knowledge sharing, by Centre for Psychometric Research, Training and Evaluation at FORE was well received and highly appreciated by the participants.

## Freshers' Column



“I entered the college with vague thoughts but gradually everything seems to fall in its correct place. Too many presentations, too many projects, exuberant freshers, considerate seniors - this is the real fun and this is what MBA life is! Thank you FORE.”

**Malvika Bhatnagar**  
IMG 8



“After two years in the IT industry, I did not believe I would go back to lectures and assignments. The change has been refreshing. I've met some really talented people in FORE and some of the lectures have been amazing. Till date, it has been a tremendous experience here, learning to see things with a new perspective.”

**Snehashish Chowdhary**  
FMG 23

“FORE has been a roller coaster ride! A hectic schedule of classes is complimented with loads of new experiences with new people around. Amidst all this, the much needed Freshers' came as a breath of fresh air. Looking forward to two wonderful years ahead.”



**Anurag Goel**  
FMG 23

“From hectic interviews to an exhilarating Freshers', from interesting case studies to grilling cost analyses, everything has been a pleasure to experience. I am honoured to be a part of this institution. It is a pleasant surprise that in such a short period, I have come to love this place.”



**Pooja Sharma**  
FMG 23



“Life is now buried under heaps of assignments and power-point presentations. But I have really started to enjoy it. Hectic weekdays and busy weekends have made the routine look so different. The only thing that I miss desperately now is boredom. Sometimes that also forms an important part of life, doesn't it?”

**Sayantan Mitra**  
FMG 23



“It has been a month only and I am already feeling attached to the FORE family. The institute motivates me to learn something new every day. The daily rigour has now become a part of my life and the experience so far has been fantastic.”

**Shubhadeep Majumdar**  
FMG 23

## FORE ALUMNI ASSOCIATION (FAA)

FORE Alumni Association (FAA) was formed in 2010 under the Society Registration Act, 1860. Since then, all the members have worked on a voluntary basis to fulfill the mission and the objectives of the Association. The two Local Chapters of FAA which were opened at Bengaluru and Mumbai are working under the supervision of parent body at FORE, New Delhi.

The third local chapter of FAA was opened at Kolkata on 2nd November 2013 by parent body at New Delhi. The Name, Designation, Contact Number and E-mail ID of the office bearers of Eastern Chapter located at Kolkata area are as follows:

### Eastern Chapter, Kolkata

| Name                   | Post           | Contact Number | Email ID                     |
|------------------------|----------------|----------------|------------------------------|
| Farooque Ahsan Sayadee | President      | +91-9674007655 | farooqahsans@yahoo.com       |
| Abhijeet Mohanty       | Vice President | +91-8908352996 | abhijeetmohanty203@gmail.com |
| Anirban Kumar Samaddar | Secretary      | +91-9435019655 | anisamaddar@gmail.com        |





“The conventional definition of management is getting work done through people, but real management is developing people through work.”

- *Agha Hasan Abedi*

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