

FOREprints

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Snapshots of FDP at Amsterdam



Message from Director



Today, the significance of the internet and subsequent digital innovations that touch each of us almost every day is undeniable. In this VUCA (Volatility, Uncertainty, Complexity and Ambiguity) world of business, there is hardly any function that has remained isolated from a digital revolution that has disrupted almost all legacy processes. And if this is the case, one must question how our higher education institutions have reacted or acted to reflect this change in society.

Both students and teachers are now increasingly familiar with the usage of tablets, electronic boards and online platforms. Universities and education policy planners must rethink their operating models and re-define the outcomes of the higher education institutions in this digital era.

Our current educational models seem limiting when viewed from this lens. Students adapt to the teaching styles of the faculty and their learning objectives are pre-determined by the faculty and, thus to an extent, restricted by the scope of the prescribed books. Any new learning from the world beyond is therefore, limited. Incorporation of technology in our teaching methodology stands to remove such limitations. But this would call for changes not only in our teaching practices, but also in our current examination systems.

To ignite this transformation from 'education' to 'learning' would require us to re-design our curriculum as well as the pedagogy to suit an examination system that is focused not on recall ability of a student in a course work examination, but on the ability of a student to synthesize a set of information for a desired outcome. Would it be entirely undesirable to provide an extended open-book exam by even allowing access to Internet during an exam? Is it impractical to give an 'all-resource-access' exam to encourage students to support their answer with solid examples? Answering questions like these would give us insights for this transformation from 'education' to "learning".

Implementation of such an 'open-resource' examination system stands to remold the entire education system. The faculty should be ready to face this new digital pedagogical model - which would require considerable planning to come up with new teaching methods, and evaluation standards. Also, in this case, question-generation becomes a larger issue. In trying to prevent the students from being able to find any such existing solution, the examination questions would have to become more complex and challenging.

Editor's Desk



"I am living my life in the hope of living my life in future" was the reply I received from my friend's son, a young boy of seventeen, when asked, "what are you doing nowadays, son?" The answer not only stupefied me (as I was expecting the 'expected' reply like 'pursuing science with PCM or commerce or humanities') but also made me realize that indeed it was true that today each one of us, be it a student, a professional or a home maker, for that matter is working really hard. In fact, 'modern life' boils down to working hard today for a better future.

For this, hard work alone is not sufficient. Being flexible and innovative is equally necessary for success in our endeavors. At the same time, one needs to be competitive besides having an optimistic approach towards life is the quintessence of success. The latest example of this 'success-elixir' is how Lionel Messi has secured Argentina's passage straight into the World Cup with his hat-trick.

Try till the end and success shall be yours! 'Today' is the 'Reality' while 'Future' is the 'Dream'. We need to live in the 'reality' to achieve the 'dream'. Combining the two is a challenge. Meet the challenge.

Best Wishes,

Dr. Hitesh Arora

Student Editor



It was my immense pleasure working on this quarter's edition of FOREprints. *Lekhiki*, new event of FOREword turned out to be a huge success; *Antar* getting felicitated by the United Nations; Students of junior batch completed their 1st milestone and the occasion of Diwali; this quarter has been quite amazing. I reminisce about the time when I was preparing for SIPs, giving GDs, PIs and managing committee's work along with adhering to deadlines of assignments' submission. Placement season is commenced. Congratulations to those who got selected and all the best to all!

Akshat Gupta

A major problem that does exist in the current 'closed-book' examination system is the plethora of hi-tech cheating options that are available to those who seek unfair means in educational pursuits. As newer clandestine technologies emerge, educational institutions will have to challenge it with better plans to arrest these new ways of cheating, and devise solutions to run examinations in a fair manner.

All of these challenges aside, the rewards from such an open system do seem to benefit the ultimate center of our educational system - the student - who would not just gain from reduced stress during the exam due to an increased sense of control, but would also be involved in a more research-oriented or thought-based learning process. With the business world rapidly moving towards newer technologies like Block Chain and IoT, can business-education be far behind? We are now talking about 'flipping the class'! More on this later!

Dr. Jitendra Das

A Spirited FDP/Faculty Retreat in Amsterdam, The Netherlands



Director, Dr. Jitendra Das and President, Mr. R. C. Sharma during the FDP at Amsterdam

9th Annual Faculty Development Program/Faculty Retreat was held from September 21-24, 2017 organized in Amsterdam, The Netherlands. A group of 24 faculty members, led by our President Mr. R. C. Sharma, and Director, Dr. Jitendra Das, broadened their horizon of learning during the tour. This program was organized in collaboration with European Institute of Asian Studies, Brussels, Belgium, and Rotterdam School of Management, Erasmus University, Netherlands.

Mr. Axel Goethals, CEO- European Institute of Asian Studies conducted sessions on 'Trade and Logistics in Netherlands', and 'Water Management' on September 22, 2017. Mr. Goethals highlighted the transformation of European economy and integration European markets during the period of European Union formation. Mr. Goethals also emphasized the impact of Brexit (Britain's Exit from the European Union) on member nations and their relationship with emerging markets specially India. Mr. Goethals also deliberated on historical and economic connections between Netherlands and India.

Prof. Stefano Puntoni, Professor of Marketing, Rotterdam School of Management, conducted sessions on 'Current Developments in the Management Education Arena'. Prof. Puntoni presented a comprehensive insight to the changes in the way courses are taught at Rotterdam School of Management, current structural components and the transitions associated to make a world class program. He also deliberated the structure of M.Sc. (Marketing) program at Rotterdam School of Management during the FDP sessions.

The FDP tour incorporated major sightseeing places in its itinerary with an opportunity to get glimpses of Dutch society and culture. On the day of arrival in Amsterdam, a city tour of Amsterdam by world famous canal cruise was organized. Floating down the Amsterdam's UNESCO protected canal ring was one of most memorable experience for the faculty group.



Dr. Jitendra Das along with faculty

Canal cruise provided stunning background to the city's historical centers, bicycle tracks, and enticing Dutch evening.

Netherlands countryside visit, windmills, and cheese making factory were the main attractions on the second day. Faculty members visited cheese making factory, wooden shoe making factory, and old windmills in the country side of the old Holland at the outskirts of Amsterdam city.

On the third day, group visited the city of Delft, and Hague beach. In the city of Delft, a live demonstration of pottery making and painting was organized at renowned Delft Blue Pottery. From Delft, group visited the beach at the city of Hague. Participants of the tour returned home with excitement, enriched knowledge and a memorable exposure to European and Dutch economy, business environment and culture on September 25, 2017. Continuing with the practice, Faculty members of FORE School of Management are expected to bring out 'Working Papers' on a theme related to his/her area of interest with regards to the Netherlands FDP. The combined intellectual output from this FDP is likely to be published in the form of a book.



Faculty of FORE in Amsterdam

Roundtable Discussion on 'GST: Perspective and Prospects'



Prof. Kavitha Rao (National Institute of Public Finance and Policy) sharing her thoughts

On August 31, 2017 the Finance Area of FORE School of Management, New Delhi organized a half-day roundtable discussion on the very relevant and contemporary topic of “GST: Perspective and Prospects”. The inaugural address was delivered by Dr. Jitendra Das, Director, FORE School of Management. Speaking about the importance of this landmark reform in indirect tax regime in independent India, he stressed on its relevance for management students and practitioners as the new tax landscape can streamline the Indian economy going forward. The roundtable discussion was moderated by Prof. Vinay Dutta, FORE School of Management. The first speaker Mr. Chandan Goyal (Chartered Accountant and CEO, Blue Consulting Pvt. Ltd. Noida) highlighted the various components of GST: GST Council (comprising State and Central Governments, with the Union Minister Finance as Chairman); GSTN (GST network, non-profit, public-private partnership company which manages the front-end IT infrastructure and services of the GST portal); Statutes providing necessary



Prof. Ambrish Gupta presenting a bouquet to Mr. Kapil Sharma

backing (Central GST Act, State GST Act, and UT GST Act which are further supported by Rules); GST Siddha Provider or GSP; and Application Service Provider or ASP (support to taxpayers in the IT ecosystem for GST by providing application interface). Professor Kavitha Rao (National Institute of Public Finance and Policy) opined that GST would now help us move from a cascading regime of taxes - Customs, Excise, Service, VAT, etc. - to a more robust tax structure unifying the whole of India into one market, thereby promoting efficiency of scale and effective business decision making. She highlighted the fact that GST will replace the current system where a product is taxed multiple times and at different rates. She also emphasized that GST, being a multi-tier tax system, has kept certain items out of the tax net: electricity duty, petrol, ATF, diesel, crude oil, and alcoholic beverages. Dr. Amit Bagga (Practicing Chartered Accountant) discussed the reverse charge mechanism of GST where the recipient of the goods (who is registered under GST) and / or services is liable to pay tax instead of the supplier (who is



Prof. Piyush Pandey presenting a bouquet to Mr. Vipin Kumar Khatri



Dr. Jitendra Das along with faculty and students

not registered under GST). He emphasized the biggest beneficiary of GST reform will be the Government, which will net huge tax revenues. Besides the increase in tax collection under a simplified GST regime, there might be a positive spill over to direct tax collections. Mr. Kapil Sharma (Partner, Lakshmi Kumaran and Sridharan Attorneys) discussed the importance of input tax credits (reducing tax liability, if one has already paid on inputs) in this new tax regime which he termed as “Game-changer” for independent India. He emphasized that input credits being claimed shall be matched and validated and hence compliance will increase and leakages will get plugged - all this subsequently widening the tax net. He shared India has become the 4th country after Canada, Brazil, Malaysia to adopt the dual structure of GST at the state and central levels, which reflects the basic tenets of cooperative federalism enshrined in our Constitution. He further emphasized that GST could lead to better supply chain management and vendor management. Lastly, Mr. Vipin Kumar Khatri (Registered GST Faculty with ICAI) opined that GST is a consumption-based tax and consists of 4 pillars: Input Tax Credits (flowing seamlessly through the supply chain), Integrated GST (mechanism to transfer between states in interstate trade), uniformity in tax system (“one nation - one tax” which would lead to increase in ease of doing business), and supply (includes sales, transfers, barter, and exchange). The moderator summed up the key points presented by the panelists and the panel concurred that although GST is not a simple tax system, it is a tryst with destiny that independent India is making by simplifying and rationalizing the indirect tax regime and will, in all accounts, be hailed as a landmark in the economic history of India. With the floor now opened to the audience, students and faculty members got involved in the discussion and sought answers to a range of questions: from effect of GST on individual food bill, how GST differential rate of levy was calibrated, and rushing of GST implementation is a motive to boost short-term revenue or otherwise to anti-profiteering clause of GST and inflationary effects of GST. The panelists patiently responded to the queries much to the satisfaction of the audience. The event concluded with the vote of thanks proposed by Professor Vandana Gupta, Area Chair, Finance & Accounting, FORE School of Management. The panelists were felicitated with souvenirs and curtains came down to what had been an informative and enlightening session.

Brand Marquee 2017



Dr. Jitendra Das along with other panelists

FORE School of Management in association with MBA Rendezvous has organized the National Summit on “Brand Marquee 2017” on Thursday, September 07, 2017 at India Islamic Cultural Centre, New Delhi. More than 160 delegates from various corporate participated in this conference.

The eminent dignitaries who had attended the summit are Mr. Vijay Rai, Managing Director - Asia Pacific & EMEA Markets with saviour US INC; Mr. Manoj Kohli, Executive Chairman, Softbank Energy; Mr. Sushil Pandit, CEO, The Hive Communications; Mr. Pankaj Dubey, Managing Director, Polaris India & CEO Eicher Polaris Pvt. Ltd; Mr. Manish Aggarwal, Director, Bikanervala Foods Pvt. Ltd; Mr. Prince Solanki, CMD, Fabulous Silk; Mr. Amitabh Sanyal, Chairman & Managing Director, Converge Communications; Dr. Simon George, Professor, TAPMI, Manipal; Captain Rajesh Sharma, Managing Director, IFM & Asset Services, Cushman Wakefield; Ms. Pallavi Singh, Chief Marketing Officer, MG Motor India; Mr. Deepak Malhotra, Area Service Leader - Analytics, IBM Global Services; Mr. Partha Neog, CEO, Vantage Circle; Mr. Supratik Sengupta, AVP Marketing, LT Foods Limited; Prof. Gururaj H. Kidiyoor, Professor, TAPMI and Mr. Shaakun Khanna, Senior Director - HCM Strategy & Transformation, Asia Pacific, Oracle.

Dr. Jitendra Das, Director, FORE School of Management was invited as a speaker in the Panel Discussion titled “We produce Budding Managers” in this summit. He was accompanied by the following prominent co-panelists:

- Dr. Madhu Veeraraghavan, Director, TAPMI, Manipal
- Dr. Bheemaraya Metri, Director, IIM Trichy
- Dr. Tapan Panda, Professor and Dean, Jindal Global Business School
- Dr. Radha R Sharma, Professor, MDI Gurgaon
- Dr. Kavita Pathak, Director, Jaipuria Institute of Management, Noida
- Dr. Harivansh Chaturvedi, Director, BIMTECH, Greater Noida

CED Seminar on “The Success Stories of Start-ups”



Dr. Anita T. Lal with speakers during the seminar

Start-ups are fuelling our future by challenging the status quo. They represent a passion, a thinking and a culture that must be shared amongst all. Every start-up success story has someone who had a dream & made a courageous decision to make that dream a reality, because success comes to people who are doers and not just the dreamers. To take this philosophy to the first year students, Center for Entrepreneurship Development (CED) of FORE organized a seminar on “The Success Stories of Startups” on August 17, 2017. The session was chaired by Dr. Anita Tripathy Lal, Prof-in-charge CED, FORE.

The seminar was graced by Mr. R. C. Sharma, President FORE, Dr. B. B. L. Madhukar, Vice President & Treasurer FORE and Dr. Jitendra Das, Director FORE. Amongst the distinguished guests, Mr. Pravin Rajpal, Founder of InnovatioNext, India's leading innovation accelerator was the chief guest. He is also a strategic futurist who is helping organizations create new future directions for high growth and market leadership. Along with him, the other speakerson the dais were Mr. Nishant Neeraj, Co-Founder - Simply Digital, Mr Vijender Thapar, Founder - Go Golf, Dr. Puneet Gupta, Founder & Chief Executive - CleanLife Products Pvt. Ltd., Ms. Shikha Ghai, Co-founder - QUACE Solutions and Mr. Sameer Narula, Co-founder - QUACE Solutions. The seminar commenced with Dr. Anita Lal stating the purpose of CED, FORE and introducing the speakers followed by a welcome address by Dr. Jitendra Das. He stated that Indian diversity is the key to greater quality ideas and if the societal & law constraints are removed, then the minds will surely grow. He also urged the students to have an eye for detail and be clear about the revenue model of their business idea.

Mr. Vijender Thapar was the first speaker to share the insights about his start-up - GO Golf. He said that a start-up is not just about a company, it's about your personal transformation as well. He spoke about his venture which is the first organization that provides a Golf Management Program in various B-schools to bridge the knowledge gap between the management student and the corporate sport -golf. He emphasized on the importance of golf as a networking tool which should be taught to all the management students in an accelerated way with minimal investment.

The next speaker was Mr. Nishant Neeraj, who is a technological enabler. His start-up, Simply Digital, looks forward at taking the

fundamentals of digital technology to the masses. Talking about his personal journey into the start-up world, he said that after working for 13 years as a marketer he felt his job was getting redundant with the advent of the digital technology and he felt this must be the same for many. This realization prompted him to promote the digital platform. Thus he opined that one must evolve continuously with the changing time and take up roles of a value creator rather than earning it for others.

Next came in the serial-social- entrepreneur Dr. Puneet Gupta. He has established domain expertise in the areas of healthcare & Opto-Electronics. His start-up Clean Life has been exploring opportunities to take bath without water because today for many water is a scarcity. He spoke about the importance of solving a pain point of the society and transforming this solution into a full- scale venture. His Alma Mater IIM Kolkata has considered this approach as a key differentiator and leverage point amongst the other start-ups budding across the country and has awarded him for his contribution.

Then came the renewable energy evangelists duo and FORE Alumni Ms. Shikha Ghai and Mr. Sameer Narula to discuss their journey from FORE to Corporate to the Start-up world. They revealed how they took the start-up way in search of a better work-life balance and eventually led QUACE Solution to become the largest retail company of solar lamps in India. They discussed about their multiple failed start-up ideas and their non-differing attitude towards success. According to them, a great team is a must for a start-up venture as it leads to synergy and builds a mutual support system. They also mentioned how the industry values the experience of a people with start-ups and advised all to take the plunge.

Finally the chief guest's address by Mr. Pravin Rajpal was very inspiring as he narrated his transformational story which he experienced while teaching the students at FORE, as a visiting faculty and how this transformation led to the creation of InnovatioNext. His start-up is aimed at coaching the top organizations of the world about Creative Leadership and Innovation. He pressed on the identification of correct markets and the importance of multifaceted people in the future to come. He urged everyone to be an entrepreneur and become a constructive leader and join hands in shaping the new world of tomorrow. He said that recession is not due to bankruptcy of money it's due to bankruptcy of ideas and one must include innovation and creativity in every sphere for a better future.

After the success stories, came a series of questions from the seminar chair and the students, the questions pertained to education& organization benefitting from Start-up India campaign, Job v/s Entrepreneurship scenario and many more.

At the end of the seminar, Dr. Anita Lal summed up by highlighting how Entrepreneurs were ordinary people who do extraordinary work by taking risk to innovate and concluded by profusely thanking the guests for sharing their start-up stories.

Transforming Lives through Education and Innovation



Dr. Jitendra Das along with other panelists

FORE School of Management in association with Associate Chambers of Commerce and Industry of India (ASSOCHAM) has organized the Summit on “Transforming Lives through Education and Innovation” on July 25, 2017 at Hotel Hyatt Regency, Kolkata. Dr. Mahendra Nath Pandey, Hon'ble Minister of State for HRD (Higher Education), Govt. of India has graced the event as Chief Guest. More than 160 delegates from various corporate participated in this conference.

The eminent dignitaries who had attended the summit are Mr. Anil Swarup, IAS, Secretary, School Education & Literacy, Ministry HRD, Govt. of India; Mr. Taranjit Singh, Chairman, ASSOCHAM Eastern Region Education Council; Mr. Tamal Mukherjee, Chairman, ASSOCHAM School Education Council - East; Mr. Rajendra Khandelwal, Sr. Vice-President, Calcutta Chamber of Commerce; Mr. Meghdut Roychoudhury, Director - Global Operations, Techno India Group; Prof. Samit Ray, Chancellor, Adamas University; Ms. Arunima Das, Vice President Academics, Little Laureates; Mr. Amol Arora, CEO, Shemrock; Mr. Sandipan Paul, Consultant, Early Childhood and Secondary Education, World Bank Group; Mr. Suman Dasgupta, Consultant, Teaching Learning Centre, IIT Kharagpur; Mr. Sumit Marda, Co-Founder & CEO, Mindhour.com; Prof. Dr. Sujoy Biswas, Director & CEO, Techno India University & Techno India Group; Ms. Protima Talapatra, Head-eknowledge Management & Content Services, Ericsson India Global Services Pvt. Ltd; Ms. Shoma Goho, Director, Promise Indian Abacus Education Centre; Mr. Sanjay Jhunjunwala, Chairman, ASSOCHAM - Eastern Region; Mr. Dinesh Kumar Jain, President, Calcutta Chamber of Commerce; Mr. Miraj D. Shah, Vice Chairman, The Bhawanipur Education Society College and Mr. Meghdut Roychoudhury, Director - Global Operations, Techno India Group.

Dr. Jitendra Das was also invited as a Session Chair for the Technical Session in titled “Quality in Education & Holistic Development” in this summit. He was accompanied by the following prominent co-panelists:

- Prof. Anjan Kumar Ghosh, Vice Chancellor, Tripura University
- Mr. Kishan Kumar Kejriwal, Chairman, Education Council, Calcutta Chamber of Commerce

Role of Independent Directors & Nominee Directors of Financial Institutions, PEs and VCs



Dr. Jitendra Das along with other panelists

FORE School of Management in association with the Association of Independent Directors of India (AID India) has organized the workshop on “Role of Independent Directors & Nominee Directors of Financial Institutions, PEs and VCs” on July 07, 2017 at ITC Grand Central Hotel, Parel, Mumbai. More than 60 delegates from various corporate participated in this conference.

The eminent dignitaries who had attended the summit are: Mr. G. N. Bajpai, Former Chairman of SEBI & AIDI Advisory Board member; Mr. Sharad Abhyankar, Partner, Khaitan & Co; Mr. Shailesh Haribhakti, Managing Partner, DHC and Mr. Abhay Gupte, Partner-Governance Regulation and Risk Advisory, Deloitte.

Dr. Jitendra Das, Director, FORE School of Management was invited as a speaker in one of the Panel Discussion in this workshop. He was accompanied by the following prominent co-panelists:

- Mr. Sanjay Asher, Senior Partner, Crawford Bayley
- Mr. Mahendra Swarup, Founder, Venture Gurukool & Chairman, AIDI
- Mr. M.M Chitale, Managing Partner, Mukund M. Chitale & Co.
- Mr. Somasekhar Sundaresan, Securities Expert
- Mr. Naveen Surya, Itz Cash, Managing Director, Itz Cash

- Prof. Suman K. Mukerjee, Director General, The Bhawanipur Education Society College
- Ms. Seema Sapru, Principal, The Heritage School
- Col. Ravinder Kr. Gosain, Founder Vice-President Bhartiya Skill Development University, Jaipur
- Dr. Munmun Nath, Principal, Calcutta International School

Anubhuti - An Interface with the Corporate World



Mr. Kewal Dhar, Retail Operations Head, Relaxo Footwears giving speech

Mind plus machine is the way forward, this was emphasized by Dr. Priyal Bisht, Vice President, Evalueserve. He is a widely renowned researcher with 13+ years of industry experience. The event was organized by FORE career division (FCD) on July 26 2017. The talk started with Dr. Bisht mentioning about disruption of the industry by the use of technology. He compared the taxi services back in 2005 with the current scenario. In 2005, the industry prices were skyrocketing and there was not much to offer. But with the advent of technology, everything has changed. The cost of travel has significantly reduced even when other operational costs have jacked up. This has happened due to the use of technology and its effective implementation by humans, the mind.

He urged the students to challenge the status quo, so that new paradigm shifts are ushered. This new beginning will be surely challenging but students need to anticipate the unknown and work on it for a better society. He explained the importance of artificial intelligence and its impact on our lives. He said that artificial intelligence will help us in achieving more than 100% productivity in the times to come.

The event concluded with a discussion on the Indian IPR ecosystem. On this, Dr. Bisht said that, India missed the industrial revolution of the world by a fair amount and hence it lags behind in patents. But he claimed that the Indian ecosystem is changing and it's getting competitive day by day.

The FORE Career Division organized an Anubhuti session on August 2, 2017. Mr. Kewal Dhar, Retail Operations Head, Relaxo Footwears and Ms. Manali Arora, Assistant Manager, HR, RelaxoFootwears gave their insight on the functioning and growth of the Indian Retail Industry.

Mr. Dhar briefed the audience about the evolution of the retail industry in India from its initiation in the 1990s till the consolidation which began 2010 onwards. He also talked about the rise of RelaxoFootwears from a small enterprise established in 1976 to a large scale footwear manufacturing company catering to the needs of quintessential Indian. He also mentioned the international growth of the retail industry with rising income and increase in demand for high quality products.

Furthermore, he stated the challenges that the retail industry is facing. He discussed the scenario in the Indian footwear market with operations in both organized and unorganized sector. He also addressed the key issues of inventory management, government regulations and talent retention along with their



Mr. Vipul Mathur, General Manager - India North, Lenovo addressing the gathering

impact on the profit margins. He concluded by talking about the importance of building a strong relationship with the customer. Duplication is a major concern for footwear manufacturers but by building a strong relationship, customer loyalty is won.

An Anubhuti session was organized on August 8, 2017 by the Corporate Interaction Division (CID), FORE School of Management. Mr. Sandeep Balan, FORE alumnus and Digital Marketing Head, United Breweries Ltd. shared his insights on the topic 'Building Brands on Digital Media'. The session started with Mr. Balan sharing his experiences as a student at FORE School of Management by showing some video clips and the way his B-School journey helped him in achieving his professional goals.

Mr. Balan epitomized on the power of digital media for reaching out and building a strong connection with the customers through real life videos. He spoke about how digitalization has changed the way we live, from downloading media content for watching to marketing products online. He also briefed the audience about the various marketing tools that are used to promote a brand and launch a product.

Mr. Balan also addressed the obstacles and challenges faced in digital marketing. He then discussed the solutions to these problems. He concluded the session by stating that customer interaction can begin at either ends, ground level and then online or the other way round.

Success needs a foundation of thoughts and deeds. This foundations grows stronger when supplemented by others experience & success stories. To facilitate this exchange of thoughts, Corporate Interaction Division of FORE organized an Anubhuti with this theme on September 6, 2017 where in Mr. Vipul Mathur, General Manager - India North, Lenovo addressed the gathering.

He started the address by talking about his own experience and how he is compiling his life learnings in his presentations called "Setting up for Success". He discussed his 13 learnings that he has gathered over the year; starting with Accountability. He urged everyone to own up their acts and don't blame others for every wrong doing in life. He then asked everyone to deserve what the desire for and work towards it & eventually winning it with fairness. He cautioned everyone to take care of their health in the course of achieving success. Further he told that direction is more important than the distance, so one should choose the



Mr. Ankur Warikoo, CEO and Co-Founder of NEAR BUY, addressing the students right direction and battle out all the odds on the way. He emphasized that it's alright to fail sometimes and failures teach us more than successes. He advised students to learn to handle ambiguous situations that are totally uncertain and stay away from ego, overconfidence & complacency. He also said that in the industry it does not matter from which college you come from, what matters is your delivery. So deliver your best while maintaining good communication, honesty & via fostering trust. He concluded with a motivating thought commending students to play on the front foot, always.

Corporate Interaction Division organised an Anubhuti on July 7, 2017 with Ankur Warikoo, CEO and Co-Founder of NEAR BUY.

He discussed on the topic 'Journey of an Entrepreneur' and deliberated on various issues. According to him, the definition of success is subjective. Often we define our success by the various standard set by the society and people around us. We often call ourselves successful when we have achieved the standard society wanted us to achieve. But Ankur challenges that notion. According to him we should define the success on our own terms and should not be satisfied till we achieve that particular goal.

The sense of gratitude for a everything and entitlement of nothing is something which he insisted on saying that a person, often on achieving or getting a desired position, gets a sense of entitlement and he believes he is there because he deserves it. This often leads to the downfall of the person. You should always have a sense of gratitude for what you have but never a sense of entitlement. The day you feel entitled is the day you stop working for that position.

To maintain a feeling of self-doubt. This feeling of self-doubt will always keep the fire burning in you to do better to overcome that feeling. This feeling should not hamper your growth rather it should improve it. This self-doubt is not about can you do or achieve a particular thing or not rather it is about whether what you have done till now is it enough to justify wherever you are right now and where you want to be.

Lastly and most importantly he told the students to always believe that they are going to live forever, that they are never going to die and then make decisions to optimize the way to live your life. Take decisions quickly and in such a way that they always add value to your life. Pick up all the fears you have and work on them to remove them from your life. You can't speak publically join forums which provide you platforms to do so. Always choose the path which tends to make you stand out from the average. Don't choose what average person will choose, choose the path less travelled and you will automatically stand out from the crowd and be noticed.

Rakhtdaan 7.0



Prof. Bishakha Majumdar along with other donors

**“You don't have to be a doctor to save lives.
Just donate blood.”**

Team *Antar*, the CSR committee of FORE School of Management in collaboration with FORE Sports and Cultural Division organised its first event for the academic year, the 7th edition of *Rakhtdaan* on August 18, 2017. The team left no stone unturned to ensure dedicated participation for *Rakhtdaan 7.0*. The enthusiasm of the students was clearly visible with a huge number coming out to donate blood.

The team ensured all the necessary check-ups and arrangements were made for volunteers. A Photo Booth was also set up outside the auditorium for the donors to click pictures with placards that read “Proud to Donate”, “Super Hero, Super Drop”, etc. The Rotary van arrived at around 9:30 A.M. and the volunteers commenced the setting-up of the venue. The event saw the participation of faculty, staff and students in big numbers. Every donor, whether donating for the first time or a regular one, had the same purpose -- to donate and contribute for the greater good. The event was conducted under the proper supervision of doctors who ensured that the blood was donated the right way.

The donors were given refreshments and presented with a diary as a gift from Team *Antar*, along with a certificate and a mug from The Rotary Club, Civil Lines Delhi, for their genuine and generous contribution. The event was graced by Ved Gupta, President-Rotary Club, Civil Lines, Delhi accompanied by 6 volunteers from Rotary. The FORE family contributed 165 units of blood making *Rakhtdaan 7.0* a huge success.



Student donating blood

Faculty Focus

Prof. Alok Kumar

Kumar, Alok (2017). Impact of two levels of trade credit financing on economic ordering policy for new products. *Working Paper No. 2017/17*, FORE School of Management, New Delhi.

Kumar, Alok (2017). Inventory model under changed diffusion and adoption process. *Working Paper No. 2017/23*, FORE School of Management, New Delhi.

Kumar, Alok., & Chanda, Udayan (2017). Effect of shape of the demand function and permissible delay in payments on economics order quantity of high technology products. *Int. J. Services and Operations Management*, 28 (3), 243-263.

Prof. Anita T. Lal

Dr. Anita T. Lal was invited to take sessions on Business Etiquette and Corporate Communication at Department of Management Studies, IIT Delhi for the SIDPI sponsored 25th Small Industries Management Program (SIMAP) on July 14, 2017.

Dr. Anita T. Lal was invited to participate as a Resource Person in the NEN Entrepreneurship Educators Program organized at Fortune Institute of International Business, New Delhi on August 28, 2017.

Prof. Anupam Narula

Saxena, Nidhi., & Narula, Anupam (2017). Work-life balance: A best people practice for women in banking sector. In Bhatt, Prachi., Jaiswal, Priyanka., Majumdar, Bishakha., & Verma, Subir (eds) *Riding the new tides navigating the future through effective people management* (pp 204-212), Delhi: Emerald Publishing.

Prof. Anupam Narula was invited as external expert member on the panel of Doctoral Research Committee (DRC) meeting of Amity International Business School, Amity University Noida. The DRC meeting was held for Pre submission Viva for the Ph.D scholars of Amity International Business School, Noida on July 18, 2017.

Prof. Anupam Narula was invited as Marketing expert on the Board of Army Welfare Education society (AWES), HQ Delhi Cantonment for selection of Marketing Faculty Members for Army Institute of Management & Technology, Greater Noida on August 31, 2017.

Reviewed two chapters of manuscript on 'Understanding Indian Consumer' of Oxford university press, India.

Prof. Basant Potnuru

Potnuru, Basant (2017). September 15). Demonetisation report card, *The Statesman*, Edit Page, New Delhi.

Potnuru, Basant (2017). Aggregate availability of doctors in India: 2014-2030. *Indian Journal of Public Health*, 61, 182-7.

Book Review on *Smarteronomics: Simple, powerful macroeconomic tools for success in an uncertain world*, by Slomo Maital and DVR Seshadri, Sage Publications India Pvt Ltd, New Delhi, 2017. In *Abhigyan*, 35 (2), (July-Sept 2017).

Prof. Bishakha Majumdar

Bhatt, Prachi., Jaiswal, Priyanka., Majumdar, Bishakha., & Verma, Subir (2017). *Riding the new tides navigating the future through effective people management (Edited)* Delhi: Emerald Publishing, pages 253.

Majumdar, Bishakha (2017). Knowledge management in multi generational organizations: A key concern of 21st century people management. In Bhatt, Prachi., Jaiswal, Priyanka., Majumdar, Bishakha., & Verma, Subir (eds) *Riding the new tides navigating the future through effective people management* (pp 197-203), Delhi: Emerald Publishing.

Prof. Faisal Ahmed

Prof. Faisal Ahmed was invited as a Panelist in a LIVE Debate on Times Now TV channel on September 4, 2017, to discuss on Prime Minister Modi's visit to China for the BRICS Summit.

Prof. Faisal Ahmed was invited as a Panelist in a Roundtable Discussion on Regional Conflicts in WANA organized by the Centre for West Asian Studies, School of International Studies, Jawaharlal Nehru University, New Delhi on August 17, 2017.

Ahmed, Faisal., & Johny, Jestin (2017, September). India-Bahrain Geo-economic engagements: From history to possibilities (Special Report). *Diplomatist - A leading foreign policy magazine*, 5 (9), 39-42.

Ahmed, Faisal., & Xi, Sun (2017, August 29). With Doklam tension eased, China and India can build dialogue and focus on diplomacy, *South China Morning Post*, Hong Kong.

Prof. Freda Swaminathan

Swaminathan, Freda (2017). The Cinderella effect in internal branding: Image building within an organization. In Bhatt, Prachi., Jaiswal, Priyanka., Majumdar, Bishakha., & Verma, Subir (eds) *Riding the new tides navigating the future through effective people management* (pp 169-177), Delhi: Emerald Publishing.

Prof. Himanshu Joshi

Joshi, Himanshu (2017). New product launch and stock returns: Evidence from the period of demonetization in India. *Working Paper No. 2017/24*, FORE School of Management, New Delhi.

Prof. Jitendra Das

Das J. K. (2017, August 21). Call for change in curriculum, *Times of India, Education Times*, Kolkata, p. 1.

Das J. K. (2017, September 05). Envisioning reforms in higher education, *The Pioneer*, New Delhi, p. 9.

Das J. K. (2017, September 05). Emphasising accountability, *The Statesman*, New Delhi, p. 14.

Dr. Jitendra Das was invited as a speaker in the session titled "Heighten Industry Academia Connect: Agenda for Future" at the 2nd Indian Management Forum on the theme Indian Management Education: Towards the Next Horizon, organized by NHRDN on August 26, 2017 at IFFCO Sadan, Saket, New Delhi.

Prof. Mohit Anand

Prof. Mohit Anand was invited as Session Chair for the track on



Presenting a token of appreciation to Prof. Mohit Anand during the conference at IIT Delhi

'Entrepreneurship, Strategic Human Capital and Stakeholder's Strategy' for the 'International Conference on Strategies in Volatile and Uncertain Environment for Emerging Markets' organized by Department of Management Studies, IIT Delhi on July 14-15, 2017.

Prof. Mohita G. Sharma

Sharma, Mohita G., & Singh, K. N. (2017). Servitization, cooptation, and sustainability: An operations perspective in Aviation industry. *Vikalpa*, 42 (3), 1-8.

Sharma, Mohita G. (2017). An analysis of the innovation ecosystem of Russia based on the Global Innovation Index (GII) reports. *Working Paper No. 2017/18*, FORE School of Management, New Delhi.

Prof. Payal S. Kapoor

Kapoor, Payal, S. (2017). Can you handle the truth? A study of the antecedents and post-behavior rationalization of deceptive eWOM. *Working Paper No. 2017/19*, FORE School of Management, New Delhi.

Prof. Prachi Bhatt

Bhatt, Prachi., Jaiswal, Priyanka., Majumdar, Bishakha., & Verma, Subir (2017). *Riding the new tides navigating the future through effective people management (Edited)* Delhi: Emerald Publishing, pages 253.

Bhatt, Prachi (2017). Competence in cross-cultural sensitivity for conflict resolution. In Bhatt, Prachi., Jaiswal, Priyanka., Majumdar, Bishakha., & Verma, Subir (eds) *Riding the new tides navigating the future through effective people management* (pp 47-54), Delhi: Emerald Publishing.

Bhatt, P., & Buddhapriya, S. (2017). Behavioural traits affecting motivational potential of individuals: A proposed conceptual framework. *International Journal of Indian Culture and Business Management*, 14 (4), 434 – 456.

Prof. Priyanka Jaiswal

Jaiswal, Priyanka (2017). Employee performance review system in Russian companies: An overview. *Working Paper No. 2017/19*, FORE School of Management, New Delhi.

Bhatt, Prachi., Jaiswal, Priyanka., Majumdar, Bishakha., & Verma,



Prof. Shilpi Jain receiving a memento during HR Conclave 2017 at Indian Oil Bhavan, Noida.

Subir (2017). *Riding the new tides navigating the future through effective people management* (Edited) Delhi: Emerald Publishing, pages 253.

Jaiswal, Priyanka (2017). Impression management tactics and need for power: Moderating role of Machiavellian organizational culture. In Bhatt, Prachi., Jaiswal, Priyanka., Majumdar, Bishakha., & Verma, Subir (eds) *Riding the new tides navigating the future through effective people management* (pp 148-154), Delhi: Emerald Publishing.

Prof. Rakhi Tripathi

Tripathi, Rakhi (2017). Web analytics for higher education institution websites in India: Need of the hour. *Working Paper No. 2017/20*, FORE School of Management, New Delhi.

Prof. Raman Sethi

Sethi, Raman (2017). Modeling the relationship between the price of an Indian Exchange Traded Fund (ETF) vs NAV. *Working Paper No. 2017/16*, FORE School of Management, New Delhi.

Prof. Sanghamitra Buddhapriya

Buddhapriya, Sanghamitra (2017). Women of Russia: Betwixt ambition and tradition. *Working Paper No. 2017/25*, FORE School of Management, New Delhi.

Bhatt, P., & Buddhapriya, S. (2017). Behavioural traits affecting motivational potential of individuals: A proposed conceptual framework. *International Journal of Indian Culture and Business Management*, 14 (4), 434 – 456.

Prof. Savita Gautam

Gautam, Savita., & Sumati Varma (2017). CEPA between India & Japan: An analysis of product tariff reduction and consumer welfare of select sectors. *DCAC Journal Of Interdisciplinary Studies*, 3 (5), 212-238.

Prof. Shilpi Jain

Jain, Shilpi., & Srivastava, Pallavi (2017). A leadership framework for distributed self-organized scrum teams. *Team Performance Management*, 23 (5/6), 293-314.

Dutta, Vinay., & Jain, Shilpi (2017, June 27). Bitcoin "Acceptance and rejection at once". *The Pioneer*, page 9.

Dutta, Vinay., & Jain, Shilpi (2017, August 25). Embracing

spiritual economics. *The Pioneer*, page 9.

Prof. Shilpi Jain was invited as a speaker in the session on Impact of Technology on HR at the IOCL HR Conclave 2017, with theme HR Next - Leveraging Innovation & Technology at Indian Oil Bhavan, Noida on August 26, 2017.

Prof. Sriparna Basu

Basu, Sriparna., & Gupta, Rakesh (2017, September 5) Goonj: Essence of sustainability and scalability of a social venture. Case study published with *William Davidson Institute (WDI)* at Ross School of Business, University of Michigan. Product ID # 7- 237-875.

Prof. Subir Verma

Bhatt, Prachi., Jaiswal, Priyanka., Majumdar, Bishakha., & Verma, Subir (2017). *Riding the new tides navigating the future through effective people management* (Edited) Delhi: Emerald Publishing, pages 253.

Verma, Subir (2017). Democracy: The organizing principles for tomorrow. In Bhatt, Prachi., Jaiswal, Priyanka., Majumdar, Bishakha., & Verma, Subir (eds) *Riding the new tides navigating the future through effective people management* (pp 245-253), Delhi: Emerald Publishing.

Prof. Vandana Gupta

Presented a paper titled "Predicting accuracy of relative valuation multiples: Evidence from Indian listed firms" at the 23rd EBES Conference-Madrid, organized by Eurasia Business and Economics Society in Madrid, Spain during September 27-29, 2017.

Prof. Vinay Dutta

Dutta, Vinay (2017). Banking sector in the Russian Federation and India -A comparison. *Working Paper No. 2017/21*, FORE School of Management, New Delhi.

Prof. Vinay Dutta was felicitated by ICFAI in September 2017 for contributing towards development of the Chartered Accountancy Course Curriculum on Risk Management Elective for the Revised Scheme of Education and Training, implemented from July 1, 2017.

Prof. Vinay Dutta was Invited by BHEL Noida for a session on "Financial Management & Cost Consciousness" for the Senior Managers in July 2017.

Dutta, Vinay., & Jain Shilpi (2017, June 27). Bitcoin "Acceptance and rejection at once. *The Pioneer*, page 9.

Dutta, Vinay (2017, August 8). Knowledge in real life settings. *The Statesman*, page 14.

Dutta, Vinay (2017, August 7). The ethical aspects of business education: Can we train MBAs to do the right thing?" *The Financial Express*, page 12. The article was selected as "Ethikos Editor's Weekly Picks, Publisher of Ethikos, the Journal of Practical Business Ethics on August 12, 2017).

Jain, Shilpi., & Dutta, Vinay (2017, August 25). Embracing spiritual economics. *The Pioneer*, page 9.

Arthashastra - Insolvency & Bankruptcy Code



Mr. Rahul Magan, CEO, Treasury Consulting LLP. during his session

Finance is the key for any organization and every management student must be well versed with its key concepts. With this objective, FORE Economy & Finance Forum (FEFF) of FORE, New Delhi organized *Arthashastra* on the buzzing topic of "Insolvency & Bankruptcy Code (IBC)" on September 11, 2017. The informative session was delivered by Mr. Rahul Magan, CEO, Treasury Consulting LLP. During his address, he touched all the key topics of IBC, detailing out the entire process of a distressed firm filling for insolvency, its valuation and ultimately, it getting solvent. With real life examples, he compared India's IBC with USA's IBC and pointed out the gaps like valuation of intangibles that need to be bridged in order to increase its efficacy. He also talked about the role of Asset Reconstruction Companies (ARCs) with regard to the IBC and their importance in cleaning the financial systems. He pointed out the plight of our national ARC which need to be addressed so that the backlog of distressed assets can be removed. As per him, IBC needs to be better tweaked and rethought about with all the issues addressed.

The session was concluded with a vibrant question and answer round wherein key questions related to IBC, NPAs etc. were raised by the students. In the end he urged the students to think logically and apply this logic to the world of finance. Along with this, he also advised the students to religiously follow one business newspaper everyday so that they have a balanced view point of every financial happening.



Students attending the session on IBC

Welcome to FORE Family



Prof. Piyush Pandey has submitted his Doctoral thesis in (Finance), Dept. of Financial Studies, Delhi University. He completed Masters of Finance & Control (MFC), from Delhi University.

Piyush has worked for 2 years in UBS ISC (now acquired by Cognizant Technology Solutions) in

Equity Research and Fixed Income Structuring roles. He had qualified the UGC NET exam and was awarded JRF in Management. During his doctoral programme, he had the privilege to present his research papers in many prestigious international and domestic finance conferences. He has published his research work in peer reviewed Economics and Finance journals of international repute. He was also actively involved in corporate consulting having consulted JLLSFG on a real estate finance project and a wealth management firm on profitable investment strategies. He worked as a Senior Research Fellow on an ICSSR, Govt. of India, sponsored major research project titled “Financial Integration in the South Asian region- An Empirical Study”. His research and consulting interests include - Financial Derivatives, Emerging Markets Finance, Asset Pricing and Banking.



Prof. Dhanya Jothimani has submitted her doctoral dissertation in the area of Financial Analytics at Indian Institute of Technology (IIT) Delhi. She completed Master of Technology (M.Tech.) in Industrial Engineering and Management from IIT Kharagpur, West Bengal in 2012.

During her doctoral programme at IIT Delhi, Dhanya has presented her research work in well-reputed conferences including INFORMS Annual Meet, Annual meeting of Decision Sciences Institute (DSI) and Annual conference of Midwest Association for Information Systems (MWAIS). She was sponsored by Department of Science and Technology (DST) to present her research work at INFORMS Annual Meet 2016 at Nashville, Tennessee, USA. Her research and teaching interests are Financial Analytics, Decision Sciences and Optimization, and Security Analysis and Portfolio Management.

Tathagat 9.0



Mr. Hemant Arora and Mr. Tarun Bansal along with Team Think Tank
New ideas are the fuel for progress and this quote holds good specifically for the automobile industry which stands at the crossroads of electric mobility and the conventional mobility. To address this instance and help the students develop a solution oriented thinking, Team Think Tank of FORE, New Delhi organized the ninth edition of *Tathagat*, its annual strategy event. The theme of the event catered to the future path of the iconic brand Maserati going all electric.

The event had 2 round, first being an elimination round wherein participants were asked to submit a brief executive summary of the case. On the basis of these submissions top 8 teams were selected for the presentation round. The presentation round took place September 19, 2017 at FORE, New Delhi. The presentation round was judged by an esteemed panel of industry experts namely Mr. Hemant Arora, Head of Business Operations Lamborghini & Aston Martin India and Mr. Tarun Bansal, Managing Director Blue Pigeon Image Management.

The event saw participation in huge numbers and ultimately with much difficulty the Top 3 teams were selected. The team that stood first was Automobilli Innovators of FORE, New Delhi. Second position went to Tenacious TIM of IMI Delhi and the third position was bagged by Rsquare of FORE, New Delhi. The event was truly able to instill the concept of “Grey Matter Guts Glory” among all its participants.



Mr. Hemant Arora and Mr. Tarun Bansal judging the event

PranNiti



Ms. Anamika Bhargava, VP-Strategy & Alliance at One Schneider delivering the speech

Innovation is indeed at the helm of operations these days and with this thing in mind, FORE Operation & Strategy (FOSTRA) Group organized the first ever panel discussion PranNiti on “Recent Trends in Operations” on August 21, 2017. The event was attended by eminent speakers from the industry namely, Ms. Anamika Bhargava, VP-Strategy & Alliance at One Schneider; Mr. Charles Devlin D’Costa - Chief Operating Officer, ColdEX Logistics and Mr. Siddhartha Choudhuri, Head - Time, Payroll & Benefits, Ericsson India and Sub-Saharan Africa.

The session began with Ms. Bhargava's address wherein she laid out the basics of operations i.e. cost, flexibility, speed and quality. She said that operations is about managing these elements at the optimum levels so that a sustainable ecosystem is created. She further added that there is a lot of scope of innovation in operation with internet of things leading the way and claimed that operations is about convergence of end to end services in an effective way. Her address was followed by an address of Mr. D’Costa. He started his address by explaining what logistics is. He mentioned that logistics is about managing crisis every day and where there is a problem, there is a scope of innovation. He then talked about the block chain technology and its benefits to the supply chain management. He addressed the gaps in supply chain and the issue of driver safety. In the end he urged the students to not to forget who they actually are as a lot of opportunities lie within themselves. After Mr. D’Costa, Mr. Choudhuri took the dais. He talked about the social web of things and internet of things. He asked the students to be aware of what is happening in the industry if they wish to be good at operations. He concluded with the importance of mobility of information and mobility of people. The session ended with quite interactive Q & A round in which they discussed about the importance of Strategic Alliance in today's market and how one can grow in operations domain.



Mr. Charles Devlin D’Costa - Chief Operating Officer, ColdEX Logistics giving the speech

SIGMA- Mark the Talk: Reverse Marketing



Mr. Varun Satia, Founder & Chief Story Teller at Kraftshala sharing his thoughts

In the words of Mr. Varun Satia, Founder & Chief Story Teller at Kraftshala, the best way to learn marketing is reverse marketing. He shared this unique concept during the event Mark the Talk: Reverse Marketing hosted by Special Interest Group - Marketing (SIGMA) at FORE, New Delhi on August 22, 2017.

The event began with a story of the Arabian nights and importance of business story telling. Mr. Satia then mentioned how he makes a distinction between students on the basis of flair and structure. He explained flair as trait that is exhibited by being curious & a proficient story teller while on the other hand, being structured is having a logical thought process with consistency. He mentioned the importance of both the traits and their industry relevance. The event had a very interactive feel wherein he discussed various advertisement campaigns of big companies and asked the students to decode the real meaning behind these campaigns. He also traced the journey of TV commercials from the early 1950s till today. During the discussions, he discussed “Hand of Neo” concept that revolved around the well-known notion of segmentation, targeting & positioning of a brand. He said that every brand needs to be specific and it can't target the entire universe. He also explained how a marketer faces a communication challenge where he has to create a point of differentiation and convince the people that this point of differentiation is very important.

The entire event was blended with an online quiz that tested the acumen and perception of the participants related to the advertisement being showcased. In the end, Mr. Satia gave a brief introduction on Kraftshala and its mission of carving marketing & sales leader of tomorrow. He explained about his Industry Cred program and discussed its success matric in terms of career growth.



Students attending the session

RAHAT Campaign “The greatest good is what we do for one another.”



Prof. Basant Potnuru, Chairman Student Affair with Team Antar

Team *Antar*, committee for social help of FORE School of Management in association with Goonj organized a contribution drive, *Rahat* campaign between July 5, 2017 and July 15, 2017 for the people affected in the floods of Assam and Mizoram.

Donation boxes were placed at various spots in the college campus and the students were motivated to donate dry ration, toiletries, torches, batteries and packaged food items to help the people in the affected areas. The campaign saw a huge participation from the students, faculties and other staff of the college. The FORE family made a selfless contribution for the victims of the flood and made the campaign successful.

Team *Antar* collected more than 150 Kg of donations with the help of the students in the form of grains, toiletries and packaged foods. These donations were sent to the Goonj office at Sarita Vihar, Delhi and were transported to the flood-affected areas from there. Goonj has associated itself with Team *Antar* on various occasions in the past and has always appreciated the team's valuable efforts.

Business Storytelling: Connecting to Inspire, Influence and Lead

FORE launched the first batch of its Online Programme on “Business Storytelling: Connecting to Inspire, Influence and Lead” on August 8, 2017. The 2 months' duration programme is a multi faculty offering led by Prof. Sriparna Basu as the Programme Director.

Super 8 - Cricket Battle



Team Avengers after winning the tournament

FSCD came up with yet another event in the last month of the first trimester. With their third major event, sometimes FSCD events are all people talk about. Their latest Super-8 is a form of cricket, but unlike box cricket, here the rules are similar to the big boys' game. The tournament began on the 13th of September. To describe the game there are 8 players on a side and they have to play against a number of teams. The game consisted of 10 overs, with different restriction on the fielding at different points in a game. The games were played in the DDA Park, close to IIT Delhi. The event had a registration fee. But that did not deter a number of students which participated in the event and woke up at 6 AM to reach the ground and start bashing the ball. The event lasted for 10 days. A number of teams participated in the event and on the final day it was between the 'Avengers' and 'The Night Watchmen'. There was a lot of competition and high levels of sportsmanship were flowing all around. All the players were working hard to win the match and it seemed like both the teams had found their match. Finally the Avengers won the tournament. All the players showed immense enthusiasm, and at the same time kudos to the FSCD members to organize the event and sacrificing their sleeps to bring to the students one of the most memorable tournaments.

Finanza



Team CID members explaining the rules

4 crores.. 4 crores and 1, 4 crores and 2, 4 crores and 3, and..SOLD. Room D1 roared like anything on September 14, 2017 when the participant teams were bidding for cricket players. The finance week 2017 was marked by “Finanza” which was organized by the Corporate Interaction Division.

The event had two rounds and had to be played in a team of three. The first round was an online quiz which majorly had finance based questions. Out of 40 teams in the quiz round, top 8 were selected for “Money Ball” which was the second and an interesting round of the event. It was a mock auction round where every team had a virtual ₹ 15 crore. Each team was required to bid a maximum of 8 players comprising atleast two bowlers, two batsmen, one wicketkeeper and an all rounder. Also, every team needed to have atleast one legend player amongst the 8 they were bidding for. There was a cash prize of ₹ 20000 for the winning teams.

Bidding for 8 players from the list of total 80 players was more challenging for the teams. One of the teams bid ₹ 4 crore for Virat Kohli, but later on got disqualified due to non compliance of rules. Finally the team which won the event was Team Valor comprising Anshul Sharma, Hardik Dua, Vishal Singh. The 1st runners up team was Team Lannisters and Team Knisel was the 2nd runners up.



Participants during the event

FINSIGHT



Participants during the event

“The banking industry is in a turmoil. 6 drowning ships. 1 coast guard. Which one does it choose to save?”, asked the FORE Economy and Finance Forum. They organized FINSIGHT, a case study competition as a part of the Finance Week, in collaboration with EDUCBA, their knowledge partner. The competition was a team event and open for all B-Schools. The competition had two rounds. The first round was a finance based online quiz held on September 6, 2017. Out of the many teams in the first round, top 9 teams from different colleges like FORE New Delhi, MDI Gurugram, IMI New Delhi, IMT Ghaziabad, NMIMS Mumbai, made their way to the second round. The second round was a case study presentation wherein the participants were given a case which they were required to study, analyze and present on September 14, 2017 at FORE School of Management. The case revolved around the ongoing consolidation agenda by the government to consolidate 21 Public Sector Units (PSUs) to 12 PSUs.

The enthusiasm of the teams was visible as they presented the case to Prof. Muqbil Burhan and Prof. Piyush Pandey, who were the judges for this competition. There was a cash prize of Rs. 20000, 10000 and 5000 for the first, second and third team respectively. After all the hardwork, the first position was secured by Bhavuk Sethi and Vinayak Agarwal from Team ABV (FORE School of Management). The second position was held by Apoorv Rastogi and Divyesh Dave from Team Juggernaut (FORE School of Management). Anisha Kapoor and Akhil Bansal from Team Hira Bira (IMI, New Delhi) secured the third position.



Prof. Muqbil Burhan and Prof. Piyush Pandey judging the event

Book Release - Riding the New Tides: Navigating the Future Through Effective People Management



RIDING THE NEW TIDES Navigating the Future through Effective People Management

Editors

Prachi Bhatt
Priyanka Jaiswal
Bishakha Majumdar
Subir Verma

One of the important outcomes of the FORE International OB & HR Conference (FIOHC), November 24-25, 2016 at FORE School of Management, New Delhi is the book titled “Riding the New Tides: Navigating the Future Through Effective People Management” has been printed and published by Emerald Publishing India. The Book has been Co-edited by Dr. Prachi Bhatt; Dr. Priyanka Jaiswal; Dr. Bishakha Majumdar and Dr. Subir Verma, Faculty of FORE School of Management, New Delhi.

This edited volume is a compendium of research papers that capture the spirit, challenges, and opportunities for the HR professionals. The book consists of invited articles as well as research presented during various sessions in the FIOHC 2016 and selected through a rigorous double-blind peer-review process. It documents the contributions of authors in exploring new trends, future opportunities, and challenges, and suggests approaches that can equip the modern HR to ace the uncertain world.

The book has formally released on August 31, 2017 at FORE School of Management, New Delhi. The book was released in the presence prominent academicians and practitioners - Dr. Jitendra Das, Director FORE, Mr. Chandan Goyal (Chartered Accountant and CEO; Blue Consulting Pvt. Ltd. Noida), Prof. Kavitha Rao (National Institute of Public Finance and Policy), Dr. Amit Bagga (Practicing Chartered Accountant), Mr. Kapil Sharma (Partner, Lakshmikumaran and Sridharan Attorneys), and Mr. Vipin Kumar Khatri (Registered GST Faculty with ICAI), invited for the event Round-table on GST at FORE.

Best B-School of the Year



Dr. Jitendra Das receiving the award

FORE School of Management has received the “Best B-School of the Year” Award by ASSOCHAM in an event on 'Transforming Lives through Education & Innovation' & 'Education Excellence Awards, 2017' held on July 25, 2017 at Hyatt Regency, Kolkata. Dr. Jitendra Das, Director, FORE School of Management received the award from Dr. Mahendra Nath Pandey, Hon'ble Minister of State for HRD (Higher Education), Govt. of India.

Role of Independent Directors & Nominee Directors of Financial Institutions, PEs and VCs

FORE School of Management in association with The Association of Independent Directors of India (AID India) has organized the workshop on “Role of Independent Directors & Nominee Directors of Financial Institutions, Pes and VCs” on Monday, September 04, 2017 at The Claridges Hotel, New Delhi. More than 60 delegates from various corporate participated in this conference.

The eminent dignitaries who had attended the summit are Mr. Prashant Saran, Former Whole-time Director, SEBI & AIDI Advisory Board member; Mr. Hemant Sahai, Founding Partner, HSA Associates; Mr. Arvind Mathur, Chairman, Private Pro Equity and Mr. Jagvinder Singh Brar, Partner, KPMG in India.

Dr. Jitendra Das, Director, FORE School of Management was invited as a speaker in one of the Panel Discussion in this workshop. He was accompanied by the following prominent co-panelists:

- Dr. Vinayshil Gautam, Senior Managing Director & Principal Economic Adviser, Protiviti India Member Pvt. Ltd.
- Ms. Rita Menon, Former Chairman, ITPO; AIDI Advisory Board
- Mr. Mahendra Swarup, Founder, Venture Gurukool; Chairman, AIDI

InFINITY'17 Finance and IT Conclave



Mr. R. M. Malla, Former Chairman & Managing Director, IDBI Bank addressing the students

The Corporate Interaction Division of FORE School of Management organized “inFINITY”- The Finance and IT Conclave on September 15, 2017. The event was divided in two sessions. The theme for the first session was 'Banking Industry Outlook 2017' and that of the second session was 'Artificial Intelligence- Driving Future Businesses.'

The first session started with Mr. R. M. Malla, Chairman & Managing Director, IDBI Bank addressing the students about the introduction of formal banking in India during the British rule. He differentiated between commercial, investment and development banks and their histories in India. He also talked about the risks in Industrial lending and the difficulty in assessing such risks in the present scenario. According to Mr. Malla, banking without risks is yet to be invented. He also gave his insights on Non-Performing Assets and the procedures other countries hold in identifying them and writing them off.

The second panellist, Mr. Aditya Agarwal, Joint VP, TransUnion CIBIL Limited exchanged his views about FinTech in the 21st century and how disruptive technology has changed the way the banking system operates. He also talked about the evolution of chatbots and how they were used to finalize transactions at the New York Stock Exchange. He also discussed the rising expectations of customers in terms of customization and digitization.



Mr. Ranjeet Kumar, CEO and Co-Founder, Applicate IT Solutions Pvt. Ltd. sharing his thoughts



Mr. T. D. Chandrashekhar, Chief Innovation Officer, Bennett Coleman and Co. Ltd. giving his speech

Mr. Pankaj Garg, Chief Financial Officer, Dalmia Bharat Group spoke about the importance of evaluating business scenarios by sharing instances of decanting of milk by Nestle in Sydney and sales of Maggie in Barcelona. He also shared his views about working capital management not just being the management of receivables and inventories but also about managing payables.

Prof. Vinay Dutta, faculty of Finance Department at FORE School of Management played the role of Moderator in first session and he did the job very nicely by sharing his own knowledge with the students along with summarizing the speeches of the speakers.

The second session on 'Artificial Intelligence- Driving Future Businesses' was initiated by Mr. Ranjeet Kumar, CEO and Co-Founder, Applicate IT Solutions Pvt. Ltd. He explained the audience the basics of Artificial Intelligence and how it provided solutions for real life business challenges. In Mr. Ranjeet's words, “Everything in the past 150 years will be reinvented using Artificial Intelligence.” He also talked about the obstacles in the adoption of Artificial Intelligence, the first being no defined business case and the second, there being no clarity about where to use Artificial Intelligence.

Mr. Ranjeet Kumar was followed by Mr. T. D. Chandrashekhar, Chief Innovation Officer, Bennett Coleman and Co. Ltd. (Times Group). He talked about how Artificial Intelligence is used daily through some or the other means. He also drew a comparison on



Mr. Subhajit Bhattacharya, Program Manager - Innovation and Automation, Accenture giving his speech



Mr. Kishore Kar sharing his views

humans and machines in the perspective of creativity and unpredictability. In conclusion, Mr. Chandrashekhar said, "Creativity is tough. You cannot google it."

The next panellist for the session was Mr. Kishore Kar who enlightened the students about the Internet of Things along with Artificial Intelligence. He emphasized on the digitalisation of everything with the main concern being increasing unemployment. He also defined the business cases for Artificial intelligence as health care and legal services. Mr. Kar quoted, "Anyone who can understand how human body works, can understand Artificial intelligence as well."

The session was concluded by Mr. Subhajit Bhattacharya, Program Manager - Innovation and Automation, Accenture who talked about innovation in Information Technology. He explained how ideas started from ground zero and shaped into maturity by prompting the audience to share their inputs. He also gave his insights on agile, cloud computing and automation in relation with Accenture. He concluded the session by stating that there is a constant need to re-skill ourselves time and again which the basic objective of learning is.

The conclave saw an immense participation from the students who asked questions from the panellists. At the end, the panellists were presented with mementoes by Siddharth Sharma, Coordinator, Corporate Interaction Division as a token of appreciation for conducting an interactive and insightful session.



Students attending the Conclave

Junior Members (FOREword)-Speaks



Gargi Parihar

Being a part of FOREword taught me that words are not just thoughtful emotions but they can magically breathe on paper.



"Be open to learning new lessons, even if they contradict the lessons you learned yesterday."

-Ellen Degenres

I remember quoting these words in the interview process at FORE School of Management and with three months gone in this B-School, not only have I learned something new everyday from the amazing people here but have also improved in several aspects. With the plethora of opportunities this college offers, I got to be a part of FOREword which gave me a chance to pursue my interest in writing while working as a part of a brilliant team.



Naman Taneja

My journey at FORE has been quite amazing. The experience gained through various projects and student activities especially FOREword is quite immense. FOREword has completed my communication skill set by bridging effective learning to effective writing. This has created a conducive environment for my personal growth and is enabling me to take greater quantum of challenges in the future.



Shibli Baig

I joined FOREword mid-July and since then the committee has exposed me to a number of wonderful experiences. From organizing a competition to judging the entries, the first event of FOREword was filled with thrill. It showed me how wonderful the next 2 years are going to be, filled with great instances of learning, teamwork and fun. Also zooming out a little bit, when I look back to the moment I joined FORE, I remember my high hopes about the next 2 years, and so far my alma mater has delivered more and better than expected.

Lekhiki

FOREword organized an event - *Lekhiki* for the very first time and it was a huge success. Students were asked to submit their creative writings (short stories/poems) on August 20, 2017 and were given a week's time. FOREword received around 40 entries from both junior and senior batch. Finally, entries submitted by Sheibban Pervez and Deepanjan Sinha were selected.

Poems

Wrath of the Needles



Sheibban Pervez

It starts off with a smoke, a bud, a little dare

It takes over you, you slowly enter the lion's lair

Little do you realise you are the goat and not the lion

You keep falling into the abyss as its grip's tighten

You walk on this path knowing there is no turning back

You lose your friends and your family just for one sniff of crack
As your addiction worsens, you beg, you borrow, you steal
You plunge into so much darkness, you cant even afford a decent meal

Your state slowly worsens, your health deteriorates
Is all this truly worth it considering the pain and suffering it generates

Your consumption increases, your addiction grows stronger
Your life turns upside down and everyone you cared about watches the horror

You cant think anymore, your mind is surrounded by your very own cloak

Your reality, vanished, just like your now favourite smoke
You once had dreams and ambitions, you wanted to fly high with the eagles

Now you are at the bottom of the food chain, this is the wrath of the needles

A Manager's Dignity Towards Labour



Deepanjan Sinha

The Manager strongly believed in the dignity of labour

His values were so firm, that he never did any favour.

Even to a colleague, who was his wife
And also an important person in his life.

He set an example by doing his own work,

Independence Day Celebrations

FORE School of management celebrated the Independence Day on 14th of August this year. It was celebrated from 10 AM in the morning to 12 Noon. The tri-colour decoration of the entire area of the ceremony was enthralling enough to instil patriotism in the heart of each and every one present. A large number of students attended the event. The ceremony took place in the campus. The festivities kick started with inspiring speeches by Mr. R. C. Sharma, President, FORE; Dr. B. B. L. Madhukar, Vice President & Treasurer, FORE and Prof. Subir Verma, Chair PGP. The director of the institute Dr. Jitendra Das, addressed the students and motivated them to work for the development of the nation as well as to put in our maximum efforts.

After that a number of cultural activities took place. There were singing performances by the students, which were divided in four regional music types, the North, the South, the East and the West. All the performances were melodious and showed the hidden talent of the FMG-26 batch. Then there was a dance performance by the Sakshi, Deepak and group. It was a contemporary Bollywood style dance to bring the 'true' Indian-ness to the day. Then there was the recital of a patriotic poem by Raman. It was self-written poem and the verses spoke to the heart of every Indian. The event also sported a best dressed competition. The winners were Smarth from boys and Shaina from girls. At the end of the event the President of the student council addressed the audience and concluded the event. The Independence Day celebration while speaks of the many struggles we had, but it also is a shining reminder that year by year we as people are progressing forward and taking India in to a better future.

Never asked for any help or from any task did he ever shirk.

For him, no job was high or low,

Respect to all, one must show.

For him, good work lent him dignity and built his self-confidence,

Around any particular profession never built caste based friends.

For a commoner, he had a lot of admiration,

He was praised for his sincerity and affection.

Towards a humble task, the manager changed people's attitude,
So work was no longer lowly and people learned that with gratitude.

Therefore, every task and people do matter,

Give your love and respect and as a person, you become better.

Being aware of the dignity of labour,

His values were imbibed and he became the best savior.

Alumni Retrospection



Tulika Tripathi - FMG 6

To the students of FORE, Congratulations on being part of one of the premier business schools of India. 20 years ago, I walked through the gates of FORE, as a part of the Wave 6th batch of PGDBM students. And what an amazing journey it has been since then! My time at FORE was instrumental in giving me the foundations for what has been so far, a very exciting career that has spanned 5 countries and 3 continents in various senior leadership roles. For this, I can't thank the institute enough and I will always be one of its greatest FANs (pun intended).

Having said this, I believe that while everyone learns exactly the same thing in the classroom, it is the way they use this time and learning for their personal development that will define the future success stories amongst you. Looking back at that time, I would like to share with you 10 tips that I strongly believe can help you gear up for a very successful career over the next 10 years and more.

Tip 1: Don't be the slacker who lets others do their project work for them: These 2 years are about preparing you for the real world. In the real-world people who don't pull their weight in a team are not team players. There is no short cut to success. Your projects are meant to learn. So, learn through them.

Tip 2: Make friends...your network starts here: The networks you build in business schools are invaluable. You will realise this 10 years from now when a number of people in your batch are in positions of responsibility. Make as good a network as you can by speaking to everyone and well of others generally.

Tip 3: Don't fly with the flock. They are as clueless as you are: Think about what you want to do rather than what seems to be the cool thing to do in your batch. Try and spend time understanding yourself better so that you choose electives according to your strengths and interests. This way, when placements arrive you know exactly the roles you want to apply for.

Tip 4: If you think your campus workload is hectic- wait till you start working! Pre- and post MBA work experience is different. Working hard at this time will give you the stamina to get through what lies ahead.

Tip 5: Why would anyone buy you? Work on your USP. Know it. Hone it. Learn to package it. Stay authentic. Ensure you identify this early on and develop your experience over these two years accordingly.

Tip 6: Do as many live projects as you can. And don't treat them like 'academic' projects. Live projects help you get great insights on how different industries operate and allow you to present reports like you would in a corporate setting. Reports in a corporate environment require crisp and insightful analysis and not just writing as many pages as you can so try and adapt your style of writing now.

Tip 7: Image is not everything but it is 70%. What is your image? Image is important. As is reputation. Take care and build both. You are also no longer in college so don't dress like you are. Smart casual. Look up what that means.

Tip 8: Don't cheat: No one wants to follow an unethical leader. Ethics is what you do when people are NOT watching. Copying your friend's test is cheating. Carrying notes to a test is cheating. Replicating other peoples' old projects is cheating. Enough said. Don't cheat. Even if you win- you lose.

Tip 9: Listen. There will be many people good at talking. But little gets done without people willing to listen. If you get your way by talking at people, you haven't got your way all. Listening allows you to understand different perspectives, influence better, and usually reach greater outcomes. THAT is a better skill than rambling.

Tip 10: Everyday, do one extra thing - even when you think you have run out of steam: People aren't born successful, they become successful. It is similar to training for a marathon. If you push yourself a bit harder everyday, you will have focus and sheer brute endurance far beyond your peer group.

Wishing all of you the best for your future career!

Tulika Tripathi

(Tulika is a senior business leader with over 18 years international experience. She started her career within M&A consulting in Andersen Worldwide Mauritius and later worked within Corporate banking in HSBC. She started her recruitment career in Michael Page in Switzerland and grew to the role of Executive Director of Michael Page Geneva before being promoted to Managing Director of Michael Page Singapore, where she turned around the business and took it to market leadership. In 2011, Tulika was asked to spearhead the launch of Michael Page's operations in India. Here she built the business from scratch with operations in Mumbai and Delhi and took the company to profit with within less than 3 years. In 2013, Tulika moved to Hudson as Managing Director of Hudson's business across Asia and in this role, she took turned around the business from an unprofitable one with declining market share to a profitable business with good leadership depth and best practices in place. Tulika is currently the founder & CEO of a startup in stealth mode which is developing AI for specialist recruitment. She is also the author of a personal development book on how to achieve career success 'Alice in Corporate land' which was published by Penguin.)

Insignia-Logo Making Competition by FOSTRA

FOSTRA, FORE's Operations and Strategy group recently updated their logo. To decide the logo FOSTRA organised a competition called Insignia. Insignia was open for all the students of FORE. What they had to do was submit their ideas for a new logo of FOSTRA. That logo was to be submitted as an image file. One person could upload any number of logos. The event lasted for about a month after which a few logos were shortlisted. Finally the logo of Vikas Khurana was selected as the winning entry and the face of FOSTRA for years to come.

The Insignia competition gave students a chance to be a part of the legacy of FOSTRA. FOSTRA is the harbinger of the operations and strategy domain as a special interest sector and all that FOSTRA does reflect in their efforts to promote operations. This logo will help them propagate the discipline further. Now, everyone who sees the logo will understand what the committee stand for and what is the resolution behind it. As FOSTRA puts it, it stands true to the value that FOSTRA represents. The quintessential strategies, the imbibed grandeur of operations and the necessary connection between the two.

Here is the new Logo!



Fling It - Throwball

A soft-ball, 5 girls on each side filled with enthusiasm, throwing the ball at each other using their full strength and then some. This was the sight during the entire week that commenced from August 16, 2017 of the Throw-ball tournament, named 'Fling It'. It was a girls' only event where over 13 teams registered to try their luck and work together to win.

Every match starts with the team understanding the rules from the FSCD member and then there was a warm-up match to get the 'ball' rolling. Then comes the actual challenge. The purpose of the game is to throw the ball so that the opposite team member is not able to catch the ball, and the job of the team receiving the ball is to catch it and return within 3 seconds. Whoever is able to make the other team lose a throw gets a point. As a match begins so does the throwing fanaticism. Girls jumping around, trying to push the ball beyond the net and catching it when it makes its way back, the entire event was full of excitement. The round proceeded and teams were eliminated until only two remained on the final day. The winner of the tournament was a team from FMG- 25, *The Paragons*, comprising Shivani, Disha, Sakshi, and Shiny. Surely the practices that they had last year paid back. All in all it was a great event and a successful feat performed by the FSCD team.

Achiever's Column



Saumya Srivastava and Deepanjan Sinha with the Certificate and award
Saumya Srivastava of FMG 25 and Deepanjan Sinha of IMG 10 secured 2nd position in the 'KATASTASI 2017' - Internship based Case Writing competition organised by Fortune Institute of International Business (FIIB Delhi). The topic of the case written was - "Shared Service Model of Recruitment" under the guidance of Prof. Priyanka Jaiswal. Some of the other B schools among top 10 finalists were - IMI Delhi, Tapmi Manipal, Do Ms IIT Roorkee etc.

Kushaang Deswal and Apoorv Parmar of FORE School of Management secured the second place in Vishleshan'17 organized by Department of Business Economics, University of Delhi. A case study, provided by AnalytixLabs, gave a data set of batting performances of 450 cricketers. The shortlisted teams had to form five cricket teams which must include players capable of playing at every position and select bowlers without having their data!



Kushaang Deswal and Apoorv Parmar receiving the Certificate

Team Kaimiera of FORE School of Management comprising of Kushaang Deswal, Ritika Agarwal and Pulkit Malik secured the second place in Eureka 2017!

Eureka is a B-plan competition of Goa Institute of Management which saw participation from 142 teams. Team Kaimiera submitted a business plan about a start up in virtual reality domain for real estate. A fifteen minute presentation included their elevator pitch and the B-Plan which was then followed by a 30 minute Q&A session.



Hearty congratulations to all winners!!

Box Cricket League



Team Happy K Ladke after winning the tournament

37 teams with more than 6 players each playing the most popular sport in our country, the excitement is imaginable. Box-Cricket league is one of the most popular FSCD event in FORE. The competition started in the first week of July, kicking off the academic session with a master stroke. The main idea of the competition is a toned down version of cricket. You play with a bat and a ball, but the bowling should be under arm and below the knees. Also the swings that the players take should also be controlled and precise. With the concept set inside the head and spirits high, the event kicked off. For each match the captain of both the teams were briefed with the rules and then the match started. Slowly teams were eliminated and finally it was the day of semi-final. Four teams competed for the prime spot in the finals, which had to be postponed due to the committee selections.

The final match brought a ton of fun, frolic and thrill with it. Both the teams put in all their efforts, trying to sneak runs and hitting with precision to score wherever possible, pressure was running high. In the end the team from FMG - won the game. Box-cricket league is the way of our seniors to welcome the juniors and break the ice. The entire league was full of enjoyment and was a great experience. The league was the doing of the senior year FSCD committee since the junior had not been selected by then, but the juniors were there for the finals and they made their presence shown. The enthusiasm that was flowing in the junior committee members was evident from the effort they were putting in to make the finals a memorable event for every participant. The winning team was Happy K Ladke with players from both the senior and the junior batch, while the runners up team was Legends. In the end the event was a huge success and the entire batch is looking forward to next year.

Addict - 17



Team think tank along with winners

Team Think Tank, organised the first event of academic year 2017-2018, an intra-college competition *Addict'17* in July 2017. The competition was for FMG26 and IMG11 of FORE School of Management.

The competition *Addict'17* is a competition which tests the marketing acumen of the students and how well versed they are with the logos and taglines of brands around them. The event was a team based event and more than 200 students participated in it. The teams competed against each other in multiple rounds of quiz and dumb charades. The theme of the quiz was around brand logos and advertising. The event also gave the students an opportunity to understand what all comes under the umbrella of marketing as a first introduction.

The winners of the event are as follows:-

The three musketeers team of Yatharth Pandey, Akshay Koulage and Karan Khare came first.

Team Trident of Bhawna Sharma, Anchal Sharma and Rishabh Verma came second and third award was given to Team Kaizen Aayush Gupta, Nidhi Vohra and Saurav Kumar Singh.

Such events shall not only gives the students a chance to brush up their knowledge and adds joy to their MBA journey. At the same time it also make them more acquainted with the various domains which shall help them make informed career choices in times to come.



Participants during the event

Deepawali Get-together

The more we can get-together and talk about various perspectives, feelings, beliefs, the better.

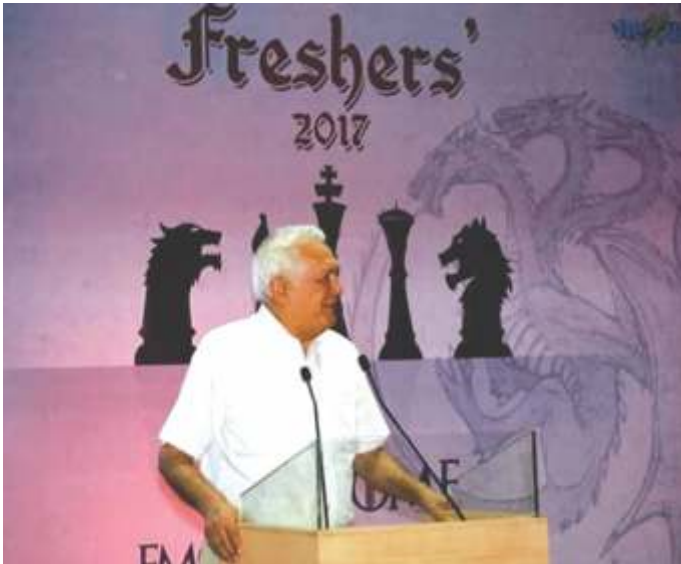
- William P Leahy

This year it was no different, like the previous years FORE organized the get-together for the Festival of Light on October 18, 2017. Members of Executive Board, Faculty and staff were present on the occasion. The get-together was very pleasant

because of the happiness of everyone one meeting and greeting each other in a relaxed environment and everyone relished the scrumptious lunch. The emotional bonding within each one's heart could be felt in the air!!



Fresher's 2017



President, Mr. R. C. Sharma welcoming the new batch

The 3rd of August marked the official welcome of the new entrants in FORE school of Management. The fresher's party was attended by the seniors as well the juniors with immense zeal and enthusiasm. The ceremony began with the Director of FORE school of Management, Dr. Jitendra Das addressing the students and shared memories of his own time as a student. Mr. R. C. Sharma President, FORE welcomed the FMG26 and



Participant of Miss Fresher's competition



Former and New Mr. and Miss Freshers

IMG11 and urged them to do their best in both their academics and extra-curricular.

This was followed by a solo singing performance by a student of FMG 26 and a group dance by juniors from IMG11. The seniors presented a group song to which everyone eventually sang along. These performances were followed by the first round of Mr. and Miss Fresher's competition, wherein the candidates had to introduce themselves. The guys had a pushup competition which was won by Sahil Gahuri and the dance competition for girls was won by Nidhi Vohra. Four people made it to the round 2 of the Mr. and Miss Fresher's competition which was a talent round. A group of seniors gave a band performance which was exhilarating. Raman Nagpal presented a poem on friend zone. This was followed by the much awaited 3rd round of the Mr. and Miss fresher's competition which was a question and answer round. The shortlisted girls were asked what they would do if they had a magic wand. The boys were asked which famous personality they would want to be. A bhangra performance was given by a group of juniors and seniors. Finally the winners of the Mr. and Miss Fresher's competition were declared- Rishabh Verma and Amrinder Minhas. The ceremony was a very memorable one and formed an important milestone in the new journey that the freshers have begun.



New batch enjoying the Fresher's party

Training & Sensitization Programme of Educationists & Students to Promote “Ageing with Dignity Through Intergenerational Bonding”



Dr. Jitendra Das addressing the gathering

FORE School of Management was the Academic Partner in the symposium organized by Anugraha in collaboration with United Nations Information Centre (UNIC) for India and Bhutan to celebrate the International Day of Older Persons by organizing a Sensitization Programme for Educationists and Students on September 26, 2017 at the UN Conference hall, New Delhi. The symposium was organised to raise awareness about the challenges & issues concerning senior citizens as well to promote 'Ageing with Dignity through Intergenerational Bonding'.

The inaugural session was graced by the chief guest, Prof. P. J. Kurien, Hon'ble Deputy Chairman, Rajya Sabha, who highlighted the initiatives undertaken by government for senior citizens. Dr. Aabha Chaudhary - Chairperson, *Anugraha* introduced the theme of the symposium to the participants. She discussed the crucial need of participation and involvement of the young population in the social activities for senior citizens. Dr. Jitendra Das, Director, FORE School of Management, New Delhi delivered the key note address and enlightened the audience with anecdotes representing the variation in the society's response to inclusion of the elderly across the globe, dependent on indigenous culture and economy. He also emphasized about the social efforts of academic institutions towards the fulfilment of these UN Global agendas.



Dr. Shallini Taneja delivering the speech

After the inaugural, there was a technical session to discuss the role and responsibilities of educational institutions in creating awareness about the Ageing with Dignity through Intergenerational Bonding. These session brought together key stakeholders such as expert policy makers, academicians and representatives from NGO'. It was chaired by Mr. Anand Katoch, Director, National Institute of Social Defence, Ministry of Social Justice & Empowerment, Government of India. Dr. Shallini Taneja, Associate Professor, FORE presented a case study of '*Abhiwadan*', one of the flagship social initiatives of Team *Antar* (student social wing) at FORE School of Management to honour senior citizens of old age homes. She familiarized the audience with the socially responsive role of an academic institute such as FORE in sensitizing the youth with the contemporary issues regarding the societal status of the elderly. She also mentioned the future partnership with the NGO's such as *Anugraha*, which would allow *Abhiwadan* to scale greater heights. Dr. Shallini Taneja was accompanied by co-panellists, Dr. Seema Puri, Associate Professor, Department of Nutrition, Institute of Home Economics, University of Delhi, Ms. Sonia Luthra, Principal, ASN School and Sister Asha, Brahmakumaris. Ms. Charuvi Singhal on behalf of Team *Antar* shared the experience of organizing cultural event for senior citizens from various old age homes. She shared with the audience that the social initiative like *Abhiwadan* made us “embrace the wisdom” among us. The audience applauded the efforts by FORE. Team *Antar* was felicitated by the United Nations in recognition for their flagship event *Abhiwadan*.

Mr. Rajiv Chandran, National Information Officer for India & Bhutan, UNIC delivered the vote of thanks where he urged the audience to do the efforts in today's changing times where involvement of technology has increased many folds in our everyday lives, there is a greater need for sensitization towards intergenerational bonding in a dignified and sustainable manner. He especially thanked the students from Team *Antar* and Center for Sustainable Development (CSD), FORE to volunteer for the event.



Team *Antar* at the UN Conference hall during the symposium

Management Development Programmes (July - September 2017)



Faculty along with participants of an MDP

FORE School of Management conducted the following 7 open programmes at its Campus at New Delhi during July-September, 2017.

1. Developing an Intrapreneurial Mindset for Effective Leadership conducted by Prof. Anita Tripathy Lal during July 24-25, 2017.
2. Advanced Excel Training conducted by Prof. Sumeet Kaur during July 27-28, 2017
3. Effective Communication for Women in the Workplace conducted by Prof. Sriparna Basu & Prof. Reeta Raina during August 9-10, 2017
4. Decision Making Techniques for Managers conducted by Prof. Hitesh Arora during August 30-31, 2017
5. Effective Communication and Presentation Skills conducted by Prof. Anita Tripathy Lal during September 4-5, 2017
6. Project Management conducted by Prof. Hitesh Arora during September 5-6, 2017
7. Effective Negotiation Skills conducted by Prof. Prachi Bhatt during September 13-15, 2017

A total of 61 participants attended these programmes. Some of the well known companies which participated in these programmes included: Shriram Pistons & Rings, Bajaj Capital, Rotary International, Indian Oil, LIC of India, Airports Authority of India, Bharti Enterprises, Oil India, EdCIL (India), Drugs for Neglected Diseases Initiative, Timex Group, Gujarat State Petronet, Relaxo Footwears, Gujarat State Fertilizers & Chemicals, Sud Chemie India etc.

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

1. "Assertive Communication" for Relaxo Footwears Limited conducted by Prof. Anita Tripathy Lal on July 13, 2017 at FORE Campus, New Delhi.
2. "Conflict Management-Intra" for Relaxo Footwears Limited conducted by Prof. Subir Verma on July 14, 2017 at FORE Campus, New Delhi.

3. "Communication, Presentation and Interpersonal Skills" for Relaxo Footwears Limited conducted by Prof. Reeta Raina on July 19, 2017 at FORE Campus, New Delhi.
4. "Business Communication" for Relaxo Footwears Limited conducted by Prof. Reeta Raina on July 26, 2017 at FORE Campus, New Delhi.
5. "Assertive Communication" for Relaxo Footwears Limited conducted by Prof. Sriparna Basu on July 31, 2017 at FORE Campus, New Delhi.
6. "Process Approach & 7QC Tools" for Relaxo Footwears Limited conducted by Prof. Mohita G. Sharma on August 2, 2017 at FORE Campus, New Delhi.
7. "ISO Training" for Relaxo Footwears Limited conducted by Prof. Mohita G. Sharma on August 3, 2017 at FORE Campus, New Delhi.
8. "SIX Sigma" for Relaxo Footwears Limited conducted by Prof. Mohita G. Sharma on August 4, 2017 at FORE Campus, New Delhi.
9. "Report Presentation" for Relaxo Footwears Limited conducted by Prof. Reeta Raina on August 8, 2017 at FORE Campus, New Delhi.
10. "Leading Teams for High Performance" for GAIL Training Institute conducted by Prof. Sanghamitra Buddhapriya during August 10-11, 2017 at Noida.
11. "Email Etiquette" for Relaxo Footwears Limited conducted by Prof. Sriparna Basu on August 21, 2017 at FORE Campus, New Delhi.
12. "Team Building and Conflict Management" for Relaxo Footwears Limited conducted by Prof. Prachi Bhatt on August 25, 2017 at FORE Campus, New Delhi.
13. "Management of Personal Finances" for Numaligarh Refinery Limited conducted by Prof. Vinay Dutta during August 24-25, 2017 at Assam
14. "Effective Communication Skills" for Thales India Pvt. Ltd. conducted by Prof. Anita Tripathy Lal during 31st August to 1st September, 2017 at Delhi.
15. "Training the Trainers" for ONGC Mangalore Petrochemicals conducted by Prof. Subir Verma during September 7-8, 2017 at Mangalore.
16. "Foreign Immersion Programme" for Punjab National Bank during September 3-8, 2017 at Malaysia and Thailand.
17. "Excel" for Relaxo Footwears Limited conducted by Prof. Rajneesh Chauhan on September 18, 2017 at FORE Campus, New Delhi.
18. "Excel" for Relaxo Footwears Limited conducted by Prof. Rajneesh Chauhan on September 19, 2017 at FORE Campus, New Delhi.

A total of 254 participants attended these In-House Management Development Programmes.

FORE INTERNATIONAL SUSTAINABLE DEVELOPMENT CONFERENCE 2018
in Association with International Association for Business and Society (IABS)
Theme - Business and Society in Emerging Economies

January 11-13, 2018

FORE School of Management, New Delhi, India

CALL FOR PAPERS

We invite Academicians, Students, Research Scholars, CSR Consultants, CSR Heads and Entrepreneurs to submit their conceptual, empirical and applied contributions on CSR and business sustainability.

FORE SCHOOL OF MANAGEMENT, NEW DELHI: The Foundation for Organizational Research and Education (FORE) was set up in 1981, in the heart of the capital, as a non-profit institution by a group of professionals from government and the corporate world who were renowned and respected through leaders in their respective fields. FORE School of Management (FSM) was set up in 1992 as a business school under the Foundation for Organisational Research and Education (FORE).

INTERNATIONAL ASSOCIATION FOR BUSINESS AND SOCIETY (IABS): IABS is a learned society devoted to research and teaching about the relationships between business, government and society. Founded in 1990, today IABS has over 300 members worldwide from over one hundred universities in more than twenty countries as well as members from various corporations and not-for-profit organizations.

Important Dates

Submission of Abstract (750-1000 words)	November 30, 2017
Acceptance/Rejection of Abstract	December 8, 2017
Conference Registration	July 1, 2017 onwards
Last date of Final Paper Submission	December 20, 2017

Publication Opportunities & Best Paper Award: One Best Paper Award would be announced on the last day of the conference. All accepted and presented extended abstracts will also be published as Conference Proceedings. For further details, please send an email to fisd2018@fsm.ac.in.

Publishing mentoring session: Conference participants will also have the opportunity to attend a special workshop on publishing in "Business and Society", which is a premier international journal in CSR field. The workshop will be conducted by Dr. Jennifer Griffin (Associate Editor) and Dr. Rajat Panwar.

Doctoral student workshop: The conference will also host a special workshop for doctoral students whose research benefits the conference theme. Interested students will be paired with an international expert and will have the opportunity to interact in a one-on-one setting to receive feedback on their research and suggestions for publication plan. Details are available on <http://fisd.fsm.ac.in>

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