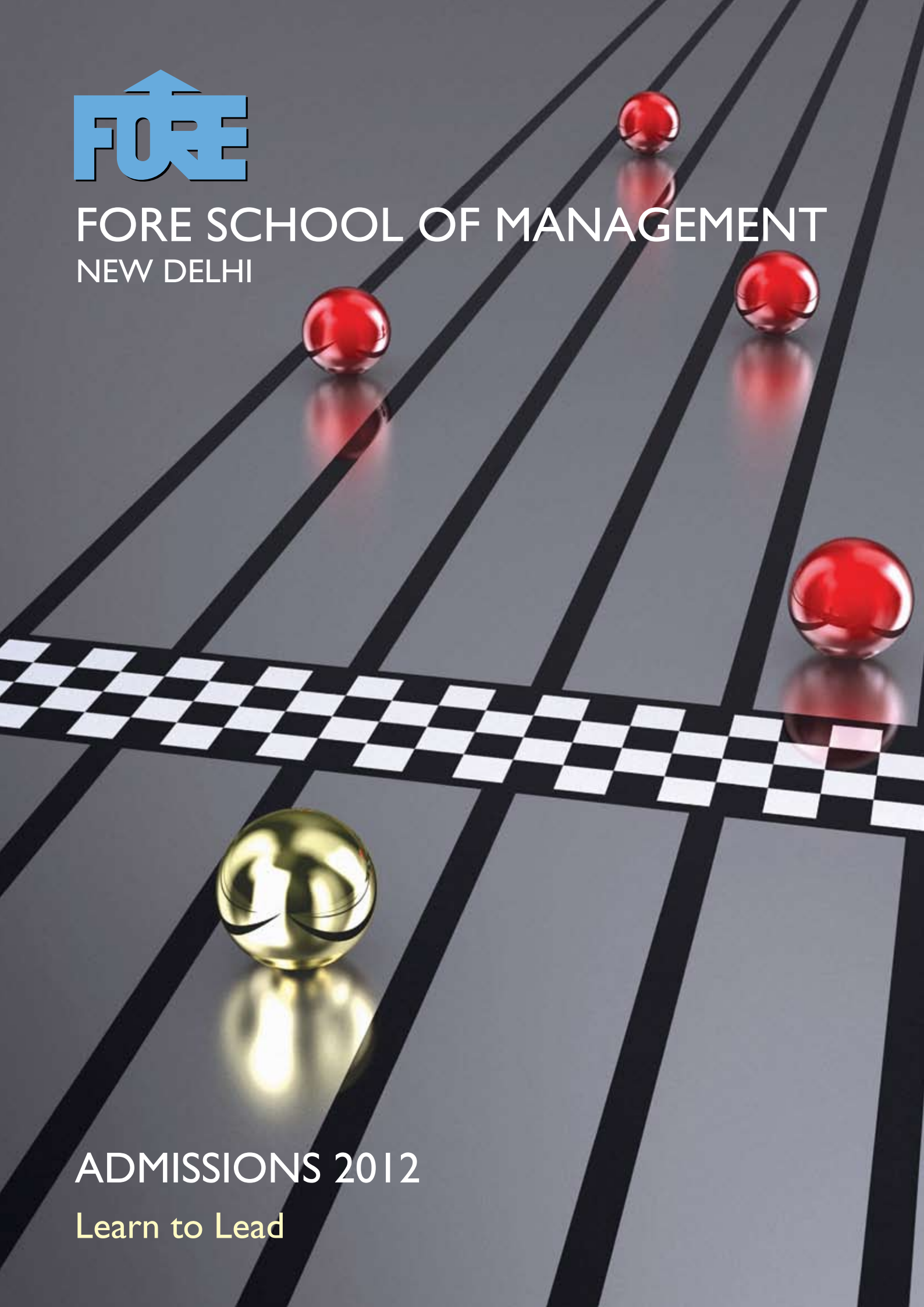




FORE SCHOOL OF MANAGEMENT
NEW DELHI



ADMISSIONS 2012

Learn to Lead

A photograph of a modern, bright interior space, likely a lobby or hallway. The room features large windows with dark frames, allowing natural light to flood in. The floor is made of large, light-colored tiles with a subtle pattern. There are some wooden chairs and a bench visible in the foreground. The overall atmosphere is clean, professional, and well-lit.

MISSION

“To achieve and sustain Leadership in Management Education, Research, Consultancy and Development.”



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FROM THE PRESIDENT'S DESK ...



FORE School of Management has been striving to develop leaders keeping in view the expectations of the present day business world. The managerial and leadership abilities of its students are developed through well designed courses which are taught by our distinguished and experienced faculty. Apart from imparting knowledge the emphasis has been on building overall personality based on individual aptitude and interest. They are being groomed to take up higher responsibilities and take appropriate decisions in their profession. We have a tradition of inculcating right values among the students.

The emphasis is on Research, Innovation and Inclusiveness. It is our belief that a management student should not only have the knowledge and professional skills but should also be responsive towards the greater demands of the society at large. More important, the students should aspire not only to be better managers but also to be better individuals and citizens. They must be well versed with the bigger issues the human civilization is faced with today, i.e., inclusive growth, adverse consequences of mindless exploitation of natural resources, etc.

I am happy that you have chosen FORE School of Management as your institution of learning. I can assure you that you will have a very stimulating and life turning experience.

A handwritten signature in black ink, appearing to read 'R.C. Sharma'.

R.C. Sharma

FROM THE DIRECTOR'S DESK ...



For the past three decades FORE has successfully created a position for itself as a leader in management education, research, consultation and training. This year the 21st batch of students for our full-time and part-time PGDM programmes and the 6th batch of students for the PGDM-International Business programme will be given admission. We lay foremost emphasis on enhancement of student's knowledge base and sharpening of professional skills through various curricular, co-curricular and extra-curricular activities.

At FORE School of Management, New Delhi students are expected to have an enriching experience which will enable them to reach new heights in their life. The curriculums we offer are constantly upgraded to be in sync with the industry requirements. Our faculty members are highly qualified and they maintain high standards of teaching which is constantly sharpened with their contributions through research publications, seminars, conferences, etc. at the national and international levels. Our key to success has been the opportunity we create for our students to interact closely with the corporate. We enjoy excellent goodwill with the corporate world who generously contributes to our various academic processes. To facilitate all this we have Centres of Excellence to enhance domain specific research and training amongst faculty members and entrepreneurship among students. We have collaboration with various institutions and universities in India and abroad to give our students better academic exposure. FORE provides a conducive environment for learning and personality growth.

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

Dr. Jitendra K. Das

THE EXECUTIVE BOARD



Dr. G.V.G. Krishnamurthy

Chief Patron
Former Election
Commissioner of India



Mr. R.C. Sharma

President
Former Director - CBI
Govt. of India



Mr. R.P. Billimoria

President - Emeritus
Former Chairman- Public Enterprises
Selection Board Govt of India and
Former Chairman-Steel Authority of
India Limited (SAIL)



Dr. B.B.L. Madhukar

Vice President (Finance) & Treasurer
Former CMD MMTC



Col. S.P. Wahi

Member
Former Chairman - Oil & Natural
Gas Corporation (ONGC)



Prof. Vinayshil Gautam

Member
Professor - Management Studies
IIT, Delhi



Ms. Omita Paul

Vice President (Academics)
Advisor to Hon'ble Finance
Minister of India



Ms. Shibani Varma

Member
Trustee, Dr. Gopal Das
R. D. Varma Charitable Trust
Industrialist



Mr. T.C. Venkat Subramanian

Member
Former Chairman & Managing Director
Export-Import Bank of India



Dr. Yasho V. Verma

Member
Chief Operating Officer -
LG Electronics India Pvt. Ltd



Dr. Jitendra K. Das

Secretary
Ex-Officio Member

THE ACADEMIC COUNCIL

Mr. R.C. Sharma

President - FORE
Chairman, Academic Council

Mr. R.P. Billimoria

President Emeritus – FORE
Member

Dr. B.B.L. Madhukar

Vice President (Finance) & Treasurer - FORE
Member

Prof. Vinayshil Gautam

A Al-Sager Chair Professor
Deptt. of Management Studies
IIT - Delhi
Member

Dr. Abad Ahmad

Former Pro Vice Chancellor
Delhi University
Member

Dr. Yasho V. Verma

Chief Operating Officer
LG Electronics India Pvt. Ltd., Greater Noida (UP)
Member

Mr. P. Dwarkanath

Director – Group, Human Capital
Max India Ltd., New Delhi
Member

Mr. Suresh Tripathi

President (Human Resources)
SRF Limited, Gurgaon
Member

Prof. Archana Shukla

Dean (Noida Campus), IIM Lucknow
Noida
Member

Dr. Jitendra K. Das

Director – FORE
Member

Chairman (PGP)

FORE School of Management, New Delhi
Secretary, Academic Council





THE ACADEMIC & ADMINISTRATIVE TEAM

Director
Chairman PGP
Executive Chairperson – Admissions
Chairperson – Placements
Chairperson – MDP
Chairperson – Doctoral Programme
Secretary – Faculty Council
Registrar

Dr. Jitendra K. Das
Dr. Qazi Asif Zameer
Dr. Sanghamitra Buddhapriya
Dr. Anita T. Lal
Prof. Freda J. Swaminathan
Dr. Hitesh Arora
Dr. Shalini Kalra Sahi
Dr. S.P. Chauhan

Area Chairpersons

Economics & Business Policy
Finance & Accounting
Information Technology
International Business
Marketing
Organisational Behaviour & Human Resource Management
Quantitative Techniques & Operations

Dr. Mathew Joseph
Prof. Vinay Dutta
Dr. S. Chandrasekhar
Prof. Pradip Chakrabarty
Dr. Qazi Asif Zameer
Dr. Sanghamitra Buddhapriya
Dr. Hitesh Arora

Chief Administrative Officer (CAO)
Deputy Registrar – Academics
Deputy Registrar – Administration
Controller of Examinations & Executive Editor, Abhigyan
Manager – Systems
Head – Librarian
In charge – Accounts
In charge – Admissions & Establishment

Air Comm. (Retd.) S.K. Midha
Mr. Chandra Prakash
Dr. R. C. Gupta
Ms. Mareena Mathew
Mr. Sunit Dutta
Mr. Rajesh Kr. Bhardwaj
Mr. V. Murlidharan
Mr. Y. K. Mehta



ACCREDITATIONS & LINKAGES

Accreditations and Recognitions

- AICTE, Ministry of HRD, Government of India.
- Association of Indian Universities (AIU), India
- Jamia Hamdard University for Ph. D Programme

Institutional Membership

- Association of Indian Management Schools (AIMS)
- All India Management Association (AIMA)
- National HRD Network, Delhi.
- Indian Society for Training & Development (ISTD)
- Associated Chamber of Commerce and Industry of India (ASSOCHAM)
- National Institute of Science, Communication and Information Research (NISCAIR)
- Indus Entrepreneurs, Delhi
- FSM Features in the Asian Directory produced by the EMD, Amsterdam, the Netherlands
- Association of Management Development Institutions in South Asia (AMDISA)
- European Foundation for Management Development (EFMD)
- ARTDO International, Philippines

International Collaboration

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

- Rennes International School of Business, France
- Asian Institute of Technology (AIT), Thailand
- Savannah State University, USA
- University of New Brunswick, Canada

“

**LEADERS AREN'T BORN,
THEY ARE MADE. AND
THEY ARE MADE JUST
LIKE ANYTHING ELSE,
THROUGH HARD WORK.**

—VINCE LOMBARDI

”



ABOUT FORE



Foundation for Organisational Research and Education (FORE) is committed to the advancement of Management Education, Research, Training and Consultancy. Established in 1981 as a non-profit institution, FORE has been working with industry and academia for developing new domains of managerial thought and education and contributing to the process of building leaders in today's global business environment.



FORE HAS BEEN SETTING BENCHMARKS IN MANAGEMENT EDUCATION FOR THE LAST 20 YEARS.

This is aptly reflected in the Top rankings by leading B-Schools surveys of the country and in the recent survey conducted by CRISIL – a leading Ratings, Research, Risk and Policy Advisory Company in India - has awarded A*** grading (the highest rating level) for the Delhi-NCR Level Scale to both our two year PGDM and IBM programs at FORE.

Located in the heart of South Delhi, FORE provides contextual learning and helps in the development of students as thinking professionals, who have the ability to meet the upcoming challenges for tomorrow's corporate leaders. The programmes offered at FORE aim at developing multiple skills including managerial decision-making, problem-solving, analytical reasoning, communications, creativity and innovation.

The Institute has a Board of Directors with representatives from Government, academic institutions and industry. The Institute has also an Academic Council consisting of eminent professionals from industry, government and other academic institutions.

FORE takes pride in its professional and high-quality faculty in the fields of General Management, Human Resource Management, Finance, Operations, Marketing, Information Technology, Economics and International Business. The faculty are drawn from leading national and international institutions and industries who are engaged in extensive research and consultancy, and possess myriad management skills. Eminent personalities and senior corporate professionals are invited from time to time to share their experiences and discuss real world managerial practices and market opportunities/ challenges with the students.



“

**YOU WILL NEVER BE A
LEADER UNLESS YOU
FIRST LEARN TO
FOLLOW AND BE LED.**

–TIORIO

”



STATE-OF-THE-ART INFRASTRUCTURE





Much of FORE's strength is rooted in its state-of-the-art infrastructure.

Library

- Fully automated and centrally air-conditioned library;
 - Over 23900 documents (books, journals, audio-video cassettes, etc.) on all areas of knowledge focused on management and other allied subjects;
 - Subscribes 160 national and international periodicals and a vast collection of video cassettes, CD ROMS;
 - Subscribes 15 national and 2 international newspaper regularly for updating students, faculty and staff members;
 - Subscribes to leading e-journals and databases on Management and allied topics.
- a) EBSCO online database which includes 1350 full text international journals;
 - b) ABI Inform Proquest online database which includes 3800+full text international journals;
 - c) Sages Online : Selected international journals on the subject areas;
 - d) CMIE Prowess : A database of large and medium Indian firms;
 - e) Capitaline Plus: A database of financial statistics;
 - f) Indiastat.com : Indian statistical database.
 - g) PressDisplay : A database of national and International Newspapers and Magazines.
- Member of DELNET through which the library shares with other member libraries.
 - Member of British Council Library, American Centre Library and NISCAIR library.
 - Latest and updated collection of print and non-print resources for reference.
 - Library resources are accessible through LAN - campus wide / Internet.



IT Infrastructure

- Computer centre with branded servers, SUN NAS for storage & 250 plus Desktops and Laptops, scanners, 70 printers, CD writers including webserver hosted in Computer Centre.
- Entire campus is connected to the internet through Cable & Wireless LAN (Heterogeneous OS).
- Fully Wi-Fi secured with Firewall, Antivirus & Antispam (UTM).
- 10 Mbps bandwidth from Spectranet & VSNL (TeL).
- Capitaline Plus & Prowess, database package (for Company / Industry Data).
- Specialised analysis packages like SPSS, Systat, Solver Suite & Minitab, Simulation: Crystal Ball.
- Business Intelligence / Data mining Tools-COGNOS & SAS.
- Project Management tools MS project.
- e-Learning and e-Working software: Claroline.
- Designing and publishing Software Adobe Acrobat 9 Pro Extended, Corel Draw & Photoshop.
- Programming Languages - C++, Visual Studio.Net, Java
- MSDN Academic Alliance for Microsoft Products including Navision.
- Database package like Oracle, SQL Server and My SQL.
- Library Management software - Libsys.
- UML Software design tool - Rational Rose.
- SAP ERP & NAVISION ERP



Other Facilities

- Air conditioned classrooms equipped with audio-visual equipment.
- Air conditioned auditorium (Virajam) with a capacity to seat 300.
- An amphitheater (Sunken Garden).
- Subsidised canteen facilities.
- Leased hostel facility.
- Reprographics, Fax, STD-ISD and Internet Facilities.



“

LEADERS MUST BE CLOSE ENOUGH TO
RELATE TO OTHERS, BUT FAR ENOUGH
AHEAD TO MOTIVATE THEM.

—JOHN MAXWELL

”

“

**LEADERSHIP IS THE
CAPACITY TO TRANSLATE
VISION INTO REALITY.**

– WARREN G. BENNIS

”



THE PGDM PROGRAMMES

Full Time Programmes

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

Part Time Programme

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

ADMISSION PROCEDURE

Eligibility

- The candidate must hold a Bachelor's degree with minimum 50% marks, of any of the Universities incorporated by an Act of Central or State Legislature in India or other Educational institutions established by an Act of Parliament or declared to be deemed as a University under section 3 of UGC Act 1956 or possess an equivalent qualification recognized by the Ministry of HRD, Govt. of India. The Bachelor's degree or equivalent qualification obtained by the candidate must entail a minimum of 3 years of education after completing Higher Secondary Schooling (10+2) equivalent.
- Candidates appearing for the final year degree examination in the year 2012 can also apply subject to furnishing the proof of graduation by October 1, 2012.
- All candidates are required to take the Common Admission Test (CAT) conducted by IIMs.

Selection Criteria

- Short listing on the basis of CAT percentile.
- Final selection is based on CAT percentile, academic performance, work experience and performance in group discussion (GD) & personal interview (PI). *(Some selection criteria may be added/ removed as considered appropriate by the Institute)*

How to Apply

- Candidates can apply on the prescribed Application Form available at the reception of FORE School of Management as well as various selected branches of AXIS Bank by paying ₹ 2000/-. Admission brochure, list of Axis Bank Branches & Pay-in slip can be downloaded from http://www.fsm.ac.in/adm_fulltimepgdm.html.
- In case a candidate is interested in applying for both PGDM & PGDM-IBM programmes, he/she is required to fill two forms separately.
- Candidates can also apply online <http://www.fsm.ac.in/signin.php>. For online application submission candidates need to pay ₹ 1650/- either through net banking, credit/debit card, or can send the Demand Draft made in favour of "FORE School of Management", payable at New Delhi along with the print of the E-mail confirmation of the application submission.
- Candidates can apply either in Self Sponsored Category or Company Sponsored Category. Candidates applying under Company Sponsored Category need to download the format from the website and submit the Company Sponsored Certificate in the given format within the

stipulated timeframe. Change in category is not allowed.

- Candidates shortlisted for GDPI are required to fill up the "Information Sheet" online before appearing the process.

Admission Fees

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

- Our placement activities and compensation offered to our students matches the best that the industry offers.
- We offer scholarships to needy students with excellent academic performance.
- We provide an opportunity (as per our schedule) to all two year full time students to attend a one week's International Immersion program at a location outside India.
- We provide ample opportunities to our students to engage in a variety of co-curricular and extra-curricular activities for their holistic development.
- Besides the well qualified core faculty at FORE, we invite industry leaders to take courses and special sessions for students to discuss the best business practices etc.

Our fees plan is as follows:

Programme	Self Sponsored Category	Company Sponsored Category
PGDM	₹ 11 lacs	₹ 16.50 lacs
PGDM-IBM	₹ 11 lacs	₹ 16.50 lacs

Merit-cum-Means Scholarships

FORE School of Management offers scholarships to meritorious students for PGDM and PGDM IBM Programmes. The Merit-cum-Means Scholarship is provided on the basis of academic performance and student's aggregate family income.

This scholarship provides for 100 per cent tuition fees waiver (Category-I), or 50 per cent tuition fees waiver (Category-II) or 25 per cent tuition fees waiver (Category-III) to students selected for this scholarship as per the rules of the institute.

For further details please contact:

Admissions Office

FORE School of Management
Website: www.fsm.ac.in
Email: admissions@fsm.ac.in

* There is no additional fees for the International Immersion Programme mentioned above.

“

WHEN PEOPLE CAN SEE
WHICH DIRECTION THE
LEADERS ARE GOING,
IT BECOMES EASIER TO
MOTIVATE THEM.

—LAKSHMI MITTAL

”



ACADEMIC PROGRAMMES



PGDM – (Future Managers Group)

The Two Year Full Time Post Graduate Diploma in Management – Future Managers Group Programme (PGDM - FMG) is designed to train and groom the future managers at FORE.

Objectives

- To have comprehensive understanding of the corporate world
- To integrate the theoretical knowledge with the practical aspects of organizational settings and techniques of management
- To acquire conceptual and analytical abilities required for effective decision making
- Evolve with the dynamic and complex working environment

Learning Outcomes

The students will be able to:

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

Instructional Methodology and Pedagogy

The instructional methodology comprises of an optimum mix of lectures, classroom discussions, case studies, role-plays, group discussions, special sessions from professionals from industry and trade, management games, sensitivity training, management films, industrial visits and industry interaction.



Academic Calendar

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

Courses in First Year

Compulsory courses

Term-I

Sl. No.	Subject	Credits
1.	Marketing Management-I	1
2.	Financial Accounting	1
3.	Basics of IT & MIS	1
4.	Managerial Economics	1
5.	Human Behaviour in Organization	1
6.	Managerial Communication	1
7.	Decision Making Models	1

Term-2

1.	Marketing Management – II	1
2.	Management Accounting	1
3.	Networking & Internet Technology in Business	1
4.	Macro Economics	1
5.	Human Resource Management	1
6.	Business Statistics	1

Term-3

1.	Corporate Finance	1
2.	E-Commerce	1
3.	Business Environment	1
4.	Advanced Communication and Analysis	1
5.	Operations Management	1
6.	Business Ethics	0.5
7.	Business Research Methods	0.5

Courses in Second Year

Compulsory Courses

Term-4

Sl. No.	Subject	Credits
1.	Strategic Management	1
2.	Organisational Design & Change	1
3.	Electives	6

Term-5

Sl. No.	Subject	Credits
1.	Legal Aspects of Business	1
2.	Electives	6

Term-6

1.	Interpersonal Skills	0.5
2.	Electives	4

Elective Courses

The second year students of PGDM (FMG) are required to complete exactly 16 credits from the elective courses during the second year in the areas of Marketing, Finance, HR, IT, Operations, International Business, Business Policy, Communication and Foreign Languages. A student may specialize in two functional areas and for that purpose he/she has to register for a maximum 6 and minimum of 4 courses in each functional area.

Term-4

Marketing

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

Finance & Accounts

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

Human Resource

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

Operations

Sl. No.	Subject	Credits
1.	Total Quality Management	1
2.	Project Management	1
3.	Advanced Statistical Methods	1
4.	Materials Management	1

Information Technology

1.	Business Intelligence	1
2.	Strategic Management of IT	1

International Business

1.	Commodity Trading & Price Risk Management	1
2.	Export Marketing	1
3.	Trade & Environment	1

Foreign Language – Part-I

1.	Foreign Language, Part-I	1
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Term-5**Marketing**

1.	Strategic Brand Management	1
2.	B2B Marketing	1
3.	Rural Marketing	1
4.	Customer Relationship Management	1

Finance & Accounts

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

Human Resource

1.	Performance & Compensation Management	1
2.	Strategic HRM	1
3.	International HRM	1
4.	Labour Laws	1

Operations

1.	Supply Chain Management	1
2.	Advanced Operations Management	1

Information Technology

1.	Excel Based Modelling	1
2.	Enterprise Resource Planning	1
3.	Requirement Gathering & Analysis	1

Business Policy

Sl. No.	Subject	Credits
1.	International Economics & Trade	1
2.	Corporate Social Responsibility	0.5
3.	Innovation & Entrepreneurship Development	0.5

International Business

1.	Starting an Exim Enterprise	1
2.	Doing Business in Asia Pacific	1
3.	Import Management	1

Foreign Language – Part-II

1.	Foreign Language, Part-II	1
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Term-6**Marketing**

1.	Retail Management	1
2.	Integrated Marketing Communication	1

Finance & Accounts

1.	Merchant Banking	1
2.	Corporate Restructuring: Mergers & Acquisitions	1
3.	International Corporate Finance	1

Human Resource

1.	Negotiation Skills	1
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Operations

1.	Six Sigma	1
2.	Operations Strategy	1

Information Technology

1.	Business Development in IT	1
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Business Policy

1.	Corporate Governance	0.5
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International Business

1.	Trade & Geopolitics	0.5
2.	Intellectual Property Rights	1
3.	WTO & International Trade Policy	1

Communication

1.	Communication for Effective Leadership	0.5
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Courses are subject to change.



PGDM (International Business Management)

The Two Year Full Time Post Graduate Diploma in Management (PGDM) - International Business Management programme aims at preparing students to take up careers in corporate houses and family businesses engaged in International Business operations.

Objectives

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

Learning Outcomes

The students will be able to:

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

Instructional Methodology and Pedagogy

The instructional methodology comprises of an optimum mix of lectures, classroom discussions, case studies, role-plays, group discussions, special sessions by professionals from industry and trade, management games, sensitivity training, management films, industrial visits and industry interaction.

Academic Calendar

First Year	Term -I, II, III	Foundation Courses
	June – March	Core Courses
	April-June	Summer Internship
Second Year	Term -IV, V, VI	Core & Elective Courses
	July – March	

Courses in First Year

Compulsory courses

Term-I

Sl. No.	Subject	Credits
1.	Marketing Management-I	1
2.	Financial Accounting	1
3.	Information Technology in Business Trade & Industry	1
4.	Business Economics	1
5.	Managerial Communication	1
6.	Quantitative Methods	1
7.	Starting an Exim Enterprise	1
8.	Global Business Environment	1

Term-2

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

Term-3

1.	International Marketing Management	1
2.	Market Research	0.5
3.	International Corporate Finance	1
4.	Cross Culture & Diversity Management	0.5
5.	Interpersonal Skills	0.5
6.	Production & Operations Management	1
7.	International Trade Procedure and Documentation	1
8.	WTO and International Trade Policies	0.5
9.	Regional Trade Blocks	0.5

Courses in Second Year

Compulsory Course

Term-4

Sl. No.	Subject	Credits
1.	International Business Strategy	1
2.	Electives	6

Term-5

1.	Research Project	1
2.	Electives	5

Term-6

1.	Research Project (1 credit)	1
2.	Electives	3.5

Elective Courses

The Second year students of PGDM (IBM) are required to complete exactly 14.5 credits from the elective courses during the second year in the areas of Marketing, Finance, HR, IT, Operations, International Business, Business Policy, Communication and Foreign Languages. A student may specialize in two functional areas and for that purpose he/she has to register for a maximum 6 and minimum of 4 courses in each functional area.

Term-4

Marketing

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

Finance & Accounts

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

Human Resource

Sl. No.	Subject	Credits
1.	Personnel Management Industrial Relations	1
2.	Competency Mapping	1
3.	Training & Development	1
4.	Personal Growth Lab	1

Operations

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

Information Technology

1.	Business Intelligence	1
2.	Strategic Management of IT	1

International Business

1.	Commodity Trading & Price Risk Management	1
2.	Export Marketing	1
3.	Trade & Environment	1

Foreign Language – Part-I

1.	Foreign Language, Part-I	1
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Term-5**Marketing**

1.	Strategic Brand Management	1
2.	B2B Marketing	1
3.	Rural Marketing	1
4.	Customer Relationship Management	1

Finance & Accounts

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

Human Resource

1.	Performance & Compensation Management	1
2.	Strategic HRM	1
3.	International HRM	1
4.	Labour Laws	1

Operations

Sl. No.	Subject	Credits
1.	Supply Chain Management	1
2.	Advanced Operations Management	1

Information Technology

1.	Excel Based Modelling	1
2.	Enterprise Resource Planning	1
3.	Requirement Gathering & Analysis	1

Business Policy

1.	International Business Law	1
2.	Innovation & Entrepreneurship Development	0.5

International Business

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

Foreign Language – Part-II

1.	Foreign Language, Part-II	1
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Term-6**Marketing**

1.	Retail Management	1
2.	Integrated Marketing Communication	1

Finance & Accounts

1.	Merchant Banking	1
2.	Corporate Restructuring: Mergers & Acquisitions	1

Human Resource

1.	Negotiation Skills	1
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Operations

1.	Six Sigma	1
2.	Operations Strategy	1

Information Technology

1.	Business Development in IT	1
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Business Policy

1.	Corporate Governance & Social Responsibility	0.5
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International Business

1.	Trade & Geopolitics	0.5
2.	Intellectual Property Rights	1

Communication

1.	Effective Leadership Communication	0.5
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Courses are subject to change.

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

The three-year part time Post Graduate Diploma in Management (PGDM) programme is designed to help the working managers trained at FORE to follow a three-fold approach to operate successfully in the corporate environment.

Objectives

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

Instructional Methodology and Pedagogy

The instructional methodology comprises of an optimum mix of lectures, classroom discussions, case studies, role-plays, group discussions, special sessions by professionals from industry and trade, management games, sensitivity training, management films, industrial visits and industry interaction.



Academic Calendar

First Year	Term –I, II, III	Core Courses
	July – April	
Second Year	Term – IV, V, VI	Core Courses
	May – March	
Third Year	Term –VII, VIII, IX	Core and Elective Courses
	May – March	

Courses in First Year

Compulsory Courses

Term-1

Sl. No.	Subject	Credits
1.	Financial Accounting	1
2.	Decision Making Models	1
3.	Basics of IT and MIS	1
4.	Human Behaviour in Organisation	1

Term-2

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

Term-3

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

Courses in Second Year

Compulsory Courses

Term-4

Sl. No.	Subject	Credits
1.	Business Research Methods	1
2.	Macro Economics	1
3.	Networking Technologies and E-Commerce	1
4.	Organisation Design and Change	1

Term-5

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

Term-6

Sl. No.	Subject	Credits
1.	Project Appraisal and Financing	1
2.	Strategic Management	1
3.	Legal Aspects of Business	1
4.	Interpersonal Relations at Work	1

Courses in Third Year

Compulsory courses and Electives

During third year, students are required to complete exactly 10 credits from elective courses in any of the functional areas like – Finance, HR, Marketing, Operations, International Business and Business Policy. In addition to this 2 credits from the offered core courses must be completed.

Term-7

Compulsory Courses:

Sl. No.	Subject	Credits
1.	International Economics and Trade	1
2.	Electives	3

Elective Courses:

Marketing

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

Finance

1.	Management of Financial Services	1
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Human Resource

1.	Industrial Relation and Labour Legislation	1
2.	Training and Development	1

Operations

1.	Total Quality Management	1
2.	Advance Operations Management	1

International Business

1.	Export Marketing	1
2.	Commodity Trading & Price Risk Management	1

Term-8**Compulsory Courses:**

Sl. No.	Subject	Credits
1.	Innovation and Entrepreneurship Development	0.5
2.	Manufacturing Planning and Controlling	0.5
3.	Electives	3

Elective Courses:**Marketing**

1.	Services Marketing	1
2.	Retail Management	1

Finance

1.	Management of Personal Finances	1
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Human Resource

1.	Performance and Compensation Management	1
2.	Strategic HRM	1

Operations

1.	Six Sigma	1
2.	Project Management	1

International Business

1.	Doing Business in Asia-Pacific	1
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Term-9

Sl. No.	Subject	Credits
1.	Electives	4

Elective Courses:**Marketing**

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

Finance

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

Human Resource

1.	Negotiation Skills	1
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Operations

1.	Advance Statistical Methods	1
2.	Technology Management	1

Business Policy

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

Courses are subject to change.





CENTRES OF EXCELLENCE

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

Centres of Excellence	Objectives	Head of the Center
Centre for Entrepreneurship Development	Motivating management students to be entrepreneurs. Supporting and funding the best B-plans.	Dr. Anita T. Lal
Centre of Excellence in Business Analytics	Interdisciplinary Centre for Advanced Data Analysis and Model development in functional areas of Management.	Dr. S. Chandrasekhar
Centre for Psychometric Testing and Research (CPR)	Develop the centre into an estimable intellectual space in psychometric testing and research. It aims at promoting education, research and training in this area.	Dr. Sanghamitra Buddhapriya Dr. Prachi Bhatt
Centre for Sustainable Development	To initiate research in sustainable development model and to actively disseminate them.	Dr. Jitendra K. Das

FORE PUBLICATIONS



ABHIGYAN – The Refereed Journal

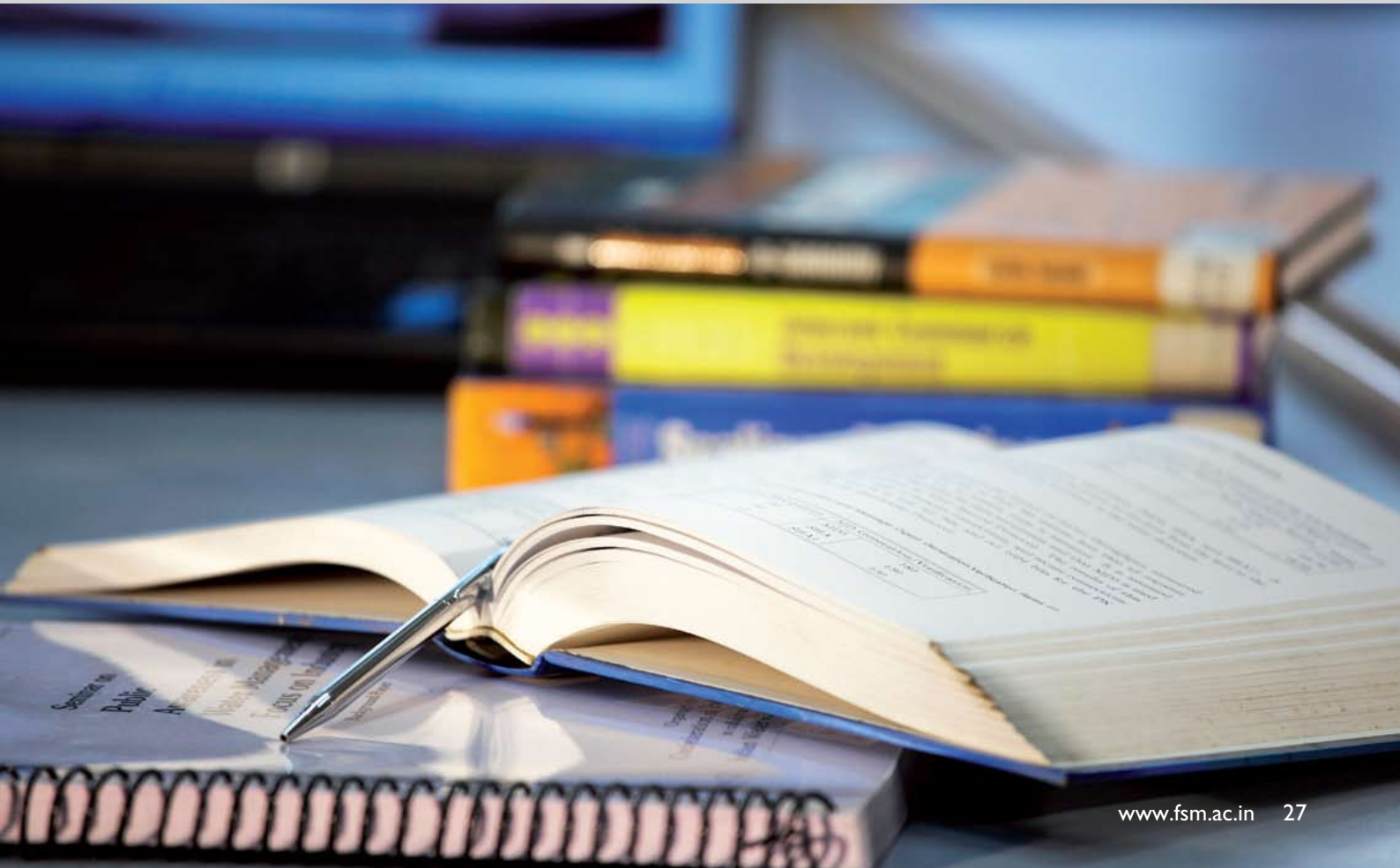
Abhigyan is a prestigious International refereed journal on management published quarterly by FORE for researchers, academicians, management students and corporate. It is being published under the guidance of Honorary Chief Editor, Prof. Vinayshil Gautam.

International Recognition of Abhigyan

- FORE has entered into distribution and content license agreement of Abhigyan with GALE-cengage learning (Farmington Hills, USA)
- Cabell publishing Inc. (Texas, USA) has recommended Abhigyan for inclusion in the 10th edition of Cabell's Directory of publishing opportunities in management.

FOREPRINTS

“Foreprints”, a newsletter is published quarterly reflecting the happenings on and off the FORE campus concerning students, alumni, corporate world & other literary activities.



“

**MANAGEMENT WORKS
IN THE SYSTEM;
LEADERSHIP WORKS ON
THE SYSTEM.**

–STEPHEN R. COVEY

”



FACULTY

Economics & Business Policy



Prof. Mathew Joseph

PhD (University of Glasgow, UK)

Experience: Over 35 years

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



Prof. Subhasis Bera

Ph. D. (Economics) - JNU, M.Phil (International Trade and Development) - JNU, MA (Economics)

Experience: Over 6 years

He has worked on World Bank, a leading policy think tank (ICRIER) and taught in a university and in a college. He has contributed to an edited book and published peer reviewed articles in journals.



Prof. K.L. Chawla – on long leave

Ph.D. (Economics), LL.B.

Experience: Over 33 Years

Published one book, contributed chapters in two edited books and written over 32 articles in refereed national & international journals and newspapers. Recipient of ICSSR fellowship for doctoral research.



Prof. Ravikesh Srivastava – on long leave

M.Sc (Agri Economics), Ph.D (BHU), UGC Senior Research Fellow
Experience : Over 22 years

Ex-Faculty member at Indian Institute of Management Lucknow for 5 years and published 25 research papers in various refereed Journals. Also worked for various consultancies including World Bank, various ministries of central and state government , GHCL, HSIL and Maruti.

Finance & Accounting



Prof. Vinay Dutta

M.Com, CAIIB, PGDip. in IRPM
Experience: Over 27 years

Experience in banking, academics & executive training. Worked with Bank of India, Corporation Bank, IndusInd Bank, NIBSCOM and International Travel House. Published articles in magazines & journals.



Prof. Ambrish Gupta

M.Com., Ph.D., FCA
Experience: Over 28 years

Recipient of 'Rashtriya Gaurav' award. Over 28 years top level corporate and academic experience. Authored two books: 1. Financial Accounting for Management (Pearson Education) and 2. Inflation Accounting. Published many research papers in reputed journals. Papers presented in International Conferences.



Prof. Vandana Gupta

PGDM (IIM-A)
Experience: Over 21 years

B.Com (Hons) Rank holder from Delhi University, MBA-Finance from IIM-Ahmedabad and pursuing PhD in Finance at present. Two decades of experience which includes 13 years of Industry experience with leading Corporates like ICRA, Infosys, Religare and Telstra. Was heading equity research for Religare in Delhi. Also a director with wavnomics Pvt. Ltd. Published Research papers.



Prof. Himanshu Joshi

MBA (Finance), PhD
Experience: Over 10 years

Has been into teaching, training and research for more than 10 years. Has published and presented research papers in refereed journals and national & international conferences. Conducted various executive development programmes for companies like Bharati, AstraZeneca, Autometers, and Directorate of Resettlement, Indian Army. Conducted one international two-week training programme on Micro Finance and Micro Enterprise Management for Entrepreneurial group from Pakistan.



Prof. Kanhaiya Singh

M.Com, M.A. (Eco) CAIIB, Ph.D
Experience: Over 39 years

Has three decades' experience of working with leading nationalized Banks. Represented Bank at Bank Economists Forum and other Forums. He was the Director of Rural Development & Self Employment Training Institute and also associated as senior faculty with Birla Institute of Technology, MESRA, Ranchi at Noida Centre. Authored 6 Books on Banking and published many Research papers.



Prof. Shalini Kalra Sahi

FPM (MDI-Gurgaon), M.Phil (Delhi University), MBE(Delhi University), UGC-NET
Experience: Over 4 years

She has around four years of teaching experience. She is a Fellow of MDI, Gurgaon and her thesis has been in the area of Behavioural Finance and Investment decision making. Her areas of teaching and research interest are Behavioural Finance- Micro, Investor Psychology and Financial Management. She has papers in both national and international journals.

Information Technology



Prof. S. Chandrasekhar

BE, M.Tech (IIT-Kanpur), Ph.D. (Georgia-USA)
Experience: Over 37 years

Academician from IIM Lucknow and research scientist at Deptt. of Space and TATA Institute of Fundamental Research. Was a UNDP fellow and also visiting professor under Euro-India faculty exchange programme at Manchester Business School. Has many publications in reputed national and international journals. Participated as Speaker in various national and international conferences. Fellow of various professional institutions like IEEE, IETE, Institute of Engineers etc. Guided a number of Doctoral Students and in Academic Advisory Committee of various management institutions.



Prof. V.M. Mathur

M.Sc (O.R.)
Experience: Over 38 years

Corporate and academic experience with reputed organisations like EPI, Aditya Birla Group, J.P. Industries, IEC, E3R Infotech, NICMAR. Pursuing Ph.D in I.T. Management.



Prof. Rakhi Tripathi

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

Has research background of more than 7 years. Worked on some prestigious projects on Networking and E-government at I.I.T. Delhi. Several research papers have been published in national as well as international reputed journals, conferences and books.

International Business



Prof. Pradip Chakrabarty

B.Tech (Hons.)-IIT (Kgp), MBA (Delhi Univ), Colombo Plan Fellowship, (Govt. of Australia / Univ. of New South Wales).

Experience: Over 40 years

Ex-Prof., Indian Institute of Foreign Trade, Manipal Instt. of Mgt., Visiting Prof. to Univ. of Sc. & Tech. Beijing, Al Ghurair Univ., Dubai, Institute of Finance Mgt., Dar-es-salam, Tanzania, BITS, Pilani. Was Genl. Manager Escorts, Modies, Khaitans, Regional Manager (STC, London).



Prof. Savita Gautam (On Leave)

PGDIT- IIFT

Experience: Over 17 Years

Corporate international trade experience, teaching and executive training experience. Her PhD work is on WTO and Environment Issues.



Marketing



Dr. Jitendra K. Das (Director)

*B.Tech (IIT Delhi), M.Tech (IIT Delhi),
Ph.D (University of Toronto)*
Experience: Over 29 years

Has a wide ranging experience of Industry including at WIPRO. He has taught various courses at IIM, Lucknow and a few courses at IIM, Ahmedabad and IIM, Kozhikode. He has to his credit many national and international publications. He has been a consultant to the World Bank, IDRC (Canada), GWB (for GTZ Germany), etc. and a member of some policy committees of Government of India.



Prof. Freda Joseph Swaminathan

PGDM (IIM-A), MS-Communications (Illinois State University, USA)
Experience: Over 33 years

Academic and Corporate experience in Marketing and Advertising. Worked in LINTAS, JW Thompson, Goodyear India Ltd; ASP (Birlas) and DSS Mobile communications. Presented papers in various national seminars.



Prof. Asif Zameer

Ph.D, MBA, BE (Delhi College of Engineering)
Experience: Over 23 years

Academic and Corporate experience in Marketing. Worked with Gillette, Heatly & Gresham, Amkette, BHEL etc. Has various publications, paper presentations in International / National Conferences and MDPs to his credit.



Prof. Anupam Narula

Ph.D, M.A (Economics), PGDBM (Marketing)
Experience: Over 14 Years

Silver Medalist in PGDBM, he has taught in various premier B-Schools in NCR like Apeejay, BIMTECH, Army Institute, Jaipuria, Galgotia etc. and had undertaken various institutional building activities with premier and upcoming B-Schools in NCR. His current research areas of interest include Consumer Buying Behavior, Strategic Brand Management, Service Marketing, International Marketing, Textile Marketing and Educational Marketing.



Prof. D.K. Batra (On Leave)

Ph.D, MBA (FMS), B.Tech, UNDP Research Fellow, fellow at FIT NY Univ. of N.Y (USA)
Experience: Over 20 Years

Vast academic & industry experience including being an Advisor to Ministry of Information Technology, Consultant to UNCTAD, Member Board of Studies U.P. Tech. University & ex- member Governing Council of Deen Dayal Upadhyay College, Delhi University.

Organisational Behaviour & Human Resource Management



Prof. Prachi Bhatt

Ph.D, MHRM (Gold Medalist), DNIIT-NIIT

Experience: Over 5 years

Has done projects with Zydus Cadila Healthcare Ltd., Ahmedabad and GCMMF Ltd. Anand, Gujarat. She has to her credit research papers published in National and International refereed journals. She is Certified in Negotiation Research and Teaching from Kellogg School of Management, Chicago, USA.



Prof. R.P. Billimoria

B.Sc. (Hons); Nuffield Fellow (Social Sciences) Birmingham University, UK; Fellow, IoD, UK; Chartered Fellow, CIPD, UK; Fellow, NIPM and Fellow, AIMA.

Experience: Over 41 years

Formerly Chairperson, PSEB; Indian Airlines; SAIL; NTC and NMDC; Director (P), SAIL and Director of Personnel, Tata Steel. Awarded Governor of Bihar's Gold Medal; Sir Jehangir Ghandy Gold Medal for Industrial Peace; 15th Michael John Memorial Medal for contribution to management research and HRD; Life Time Achievement Award by NIPM and Dadabhai Naoroji Millenium Lifetime Achievement Award.



Prof. Sanghamitra Buddhapriya

PhD (FMS- Delhi University), Post-Doctoral (McMaster University, Canada)

Experience: Over 16 years

Recipient of prestigious Shastri Indo Canadian fellowship. Gold medalist in M.A in Personnel Management & Labour Welfare. Authored two books and published many research papers in refereed journals. Presented papers in National and International conferences. Conducts research and management development programmes on various issues related to Organisational Behavior and Human Resource Management.



Prof. S.P. Chauhan

Ph.D. (Psychology) Punjab University, Chandigarh

Experience: Over 30 years

He has conducted training programmes for organizations such as NTPC, NHPC, ONGC, EIL, NSPCL, BEL, NALCO, NDPL, Maruti Udyog Ltd., BPR&D, Whirlpool, DCM Engineering, etc. He has published more around 30 papers and articles in the well known referred journals. His specific areas of interest are: Leadership, Team Building and Group Dynamics, Emotional Intelligence, Professional obsolescence, HR Practices etc. Prior to joining FORE, Prof. Chauhan was with Shri Ram Centre for IR & HR, New Delhi, as a Professor. He was also Director with CMD Modinagar, and Sri Sharda Institute of Indian Management – Research, New Delhi.



Prof. Neeraj Kumar

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

Experience: Over 30 years

Received Gold Medal in PGDM. More than 20 years' experience in HRM functions with SAIL. Handled International consultancy assignment at Egyptian Iron and Steel Company. Trained over a thousand managers in both public and private sector. Co-authored a text book on Employee Relations Management.



Prof. Neetu Jain

PhD, MBA, MSc (Chem), UGC-NET, Diploma in Trg & Devt.

Experience: Over 12 years

Receipient of 'AIMS International young management researcher award' and Rashtriya Gaurav award'. Published many papers in peer reviewed national and international journals and has a book to her credit. Presented papers in national and international conferences. Conducted MDP's on Stress management, Cognitive reorientation and Self Management.



Prof. Anita T. Lal

Ph.D. (IIT-Kanpur)

Experience: Over 15 years

Her expertise lies in the areas of Business Communication, Leadership & Entrepreneurship. She also has the experience of teaching for three years as visiting faculty at IIT Delhi. Conducted a number of MDPs in the areas of interpersonal relationship, communication, leadership & entrepreneurship. She has national and international research papers in the areas of Business Communication and Entrepreneurship. She has keen interest in personality development and research related activities. She is also heading the Centre for Entrepreneurship Development (CED).



Prof. Reeta Raina

MPhil (Eng. Litt.), Phd (Organizational Comm.)

Experience: Over 24 years

Has been into teaching, training and research for the last two decades. Prior to this assignment, she had been teaching at Management Development Institute, Gurgaon. Has published and presented research papers in both National and International Journals and conferences respectively and has authored one book published by International Publishing House (LAP), Germany. She teaches and trains people in developing communication competencies and communication skills. She has conducted workshops for IAS and IPS & PCS officers as well as managers & senior managers from private undertakings.

Quantitative Techniques and Operations



Prof. Hitesh Arora

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

Experience: Over 13 Years

He has thirteen years of teaching, research and industry experience. He has a number of research papers on Mathematical Programming in national and international journals of repute.



Prof. Neeta Gupta

B.E. University of Roorkee (IIT Roorkee), MBA

Experience: Over 22 years

Has undertaken a number of assignments in the field of professional education teaching Business Statistics, Operations Management and IT courses at post graduate level. She has been part of MDPs in Supply Chain and Purchase Management. Areas of Interest include Lean manufacturing and statistical process control (SPC).



Prof. Sumeet Kaur

P.hD, M.Phil, M.Sc.

Experience: Over 5 years

Over 5 years teaching & research experience. She has published couple of papers in International & National journals of repute.



Prof. Upendra Kachru

BE (Met.) NIT-Durgapur, MBA-Univ. of Illinois, USA

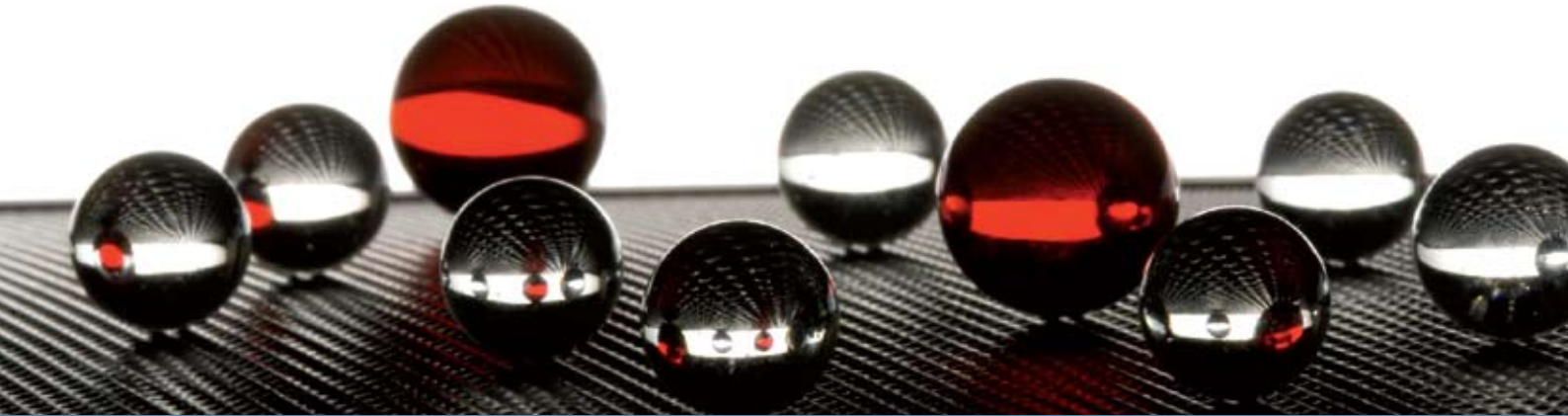
Experience : Over 39 years

First Chief Executive of Maruti Udyog Ltd and Managing Director of H.P Pelzer (India) Ltd. A renowned author with books on Strategy, Production & Operations Management, Logistics and Supply Chain Management etc. Member of EAC of Ministry of Environment for New Construction Projects.



IF YOUR ACTIONS INSPIRE OTHERS TO DREAM MORE, LEARN MORE, DO MORE AND BECOME MORE, YOU ARE A LEADER.

–JOHN QUINCY ADAMS



BEYOND THE CLASSROOM

Student Council Activities

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

Corporate Interaction Division (CID)

CID is intended to be the face of the institute to the industry. It aims at bridging the gap between the academia and the corporate world by organizing seminars, conferences and workshops. Students organize weekly sessions to gain experiential learning through Anubhuti – a forum under the aegis of CID that regularly invites senior corporate professionals and leaders to share their practical business experiences with students. During the years 18 Anubhuti sessions were organized. Some of the prominent speakers invited to interact with the students include Director, Oracle, CFO, Canon, CEO, Equity Research, HR Head, ONGC.

FORE Career Division (FCD)

FORE Career Division is a student body which coordinates

and manages placement activities at FORE. FCD acts as a bridge between the students and the companies. It aims at identifying placement needs of the Industry and matches them with the competencies of students through a series of planned activities.

FORE Alumni Network (FAN)

The FAN team is the main link between the Institute and Alumni. It strengthens the bond of the FORE fraternity through various activities including an interactive web-site for the alumni, an annual alumni meet, a cricket match of alumni with current students and a host of other rendezvous activities.

FORE FRONT – Think Tank

A team that enriches learning by conducting various inter and intra college events, debates etc. in each functional area of management. Think tank team primarily focuses on testing the creativity and knowledge of students in diverse functional areas of management.

FORE Sports And Cultrual Division (FSD)

The FORE Sports and Cultural Division (FSD) aims to help students achieve excellence by re-energizing them during their stressful life at campus by organizing various sports and cultural events throughout the year. Rongli Making, Tatoo

Making and the Blood Donation Camp (in collaboration with Rotary International) are some of the cultural events that are regularly organized at FORE. Last year, special performances of Santoor recital by Pt. Shiv Kumar Sharma and Sitar Vadan by renowned Padambhushan Pt. Debu Chaudhary were organized under the aegis of Spic Macay.

Besides above, FSD team is actively involved in organizing various intra and inter sports events at FORE to encourage sports as well as sporting spirit among students. During the last year, FSD organized Intra-college cricket, soccer and table tennis tournaments. These events witnessed overwhelming participation from various B Schools. FSD also ensures participation of our students in events organised by other B Schools and has a tradition of bringing trophies/prizes.

NEXUS - The Cultural Committee

Team Nexus is responsible for organizing a national level annual and highly reputed management festival, "Genesis", open for participation to all B-School students. Students

from B-schools participate in debates, management games, case analysis, competitions etc. During Genesis 2010, teams from reputed management institutes such as IIM Ahemadabad, IIM Lucknow, SIBM, IIFT, IMI, Amity International Business School, JMC, Guru Gobindh College participated in the event.

ANTAR - in Service to the Community

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

Bandhan: Visit to old-age home for Rakashabandhan, Republic Day celebration at old-age home, AIDS Awareness Talk Show in association with TCS Maitree Club Red, TCS AIDS Awareness Week, Vastrasamman – collected and donated 400 kgs of usable clothes through an NGO GOONJ, Sanrakashan-Plant for the Planet held in association with Indian Youth Climate Net Work (IYCN), Abhiwadan – an event organized to honour senior citizens.





CENTRE FOR ENTREPRENEURSHIP DEVELOPMENT (CED)

“The Centre for Entrepreneurship Development (CED) aims to promote Entrepreneurship amongst the management students by creating a conducive ecosystem for the students to develop their creative ideas into brilliant business plans such that they are motivated to come up with their own Start-ups.”The Centre for Entrepreneurship was launched with a Seminar on ‘Charms of being an Entrepreneur in the Challenging Times’ February 26, 2010. Some of the activities organized by CED during the year 2010-11 are:

- Entrepreneurship Awareness Camp –EAC
- “Ideazz” the Business Idea competition
- “Dreamzz” the Business Plan Competition
- “MindMine”- a National level inter-college Business Plan competition
- Entrepreneurship Week
- Movie Making Mania “IDEAS FOR INDIA”
- Marketing Plan for “BUILDING BLOCKS”
- Mentoring Sessions by successful entrepreneurs
- Seminar on “Scope of Innovation in start-ups”
- Panel Discussion jointly with NEN on “Emerging Entrepreneurial opportunities in Clean-tech and Education Sectors”

MDPs @ FORE

A major activity at FORE School of Management has been designing, developing and conducting innovative Management Development Programmes (MDPs) for professionalizing management in India. Realizing that globalization will result in greater competitive pressures as well as growth opportunities, FORE has developed many MDPs to equip managers with knowledge, skills and attitudes required for effectively responding to these pressures and opportunities. The MDPs have been designed with a proper blend of conceptual and experiential learning in the areas of Economics and Business Policy; Finance & Accounting; Information Technology; International Business; Marketing; Human Resource Development; Quantitative Techniques & Operations area.

FORE also conducts in-house Training Programmes at client's facilities throughout the country both for the Government and Corporate Sector. The programmes on a variety of subjects are tailor-made as per the client requirements and have been well received. Some of the MDPs which we conduct are:

- Developing Managerial Competencies
- Managerial Leadership and Team Building
- Work Life Balance for Women Executives
- Coaching and Mentoring
- Emotional Intelligence
- Interpersonal Relations at work
- HR for Line Managers
- Managing Stress at work
- Negotiation for Business Success
- Effective Communication and Presentation Skills
- Enhancing Assertiveness & Positive Attitude
- Project Management
- Decision Making Techniques for Managers
- Financial Derivatives – Risk Hedging Strategies
- Distribution Efficiency through Logistics Management
- Shipping Logistics for International Traders
- Advanced Corporate Finance
- Finance for Non-Finance Business Managers
- Service Management: People, Operations and Strategy
- Marketing for Non-Marketing Executives
- Effective Selling Skills
- Effective Client Management Techniques
- Sales Presentation and Negotiation Skills
- Marketing Orientation and Decision Making for MSMEs
- CRM for Developing Winning Strategies
- Emerging Trends in IT
- Enterprise Risk Management



“

**DO NOT FOLLOW WHERE
THE PATH MAY LEAD. GO
INSTEAD WHERE THERE
IS NO PATH AND LEAVE A
TRAIL.**

–MURIEL STRODE

”



PLACEMENTS @ FORE

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

Summer Internship Program (SIP)

Summer Internship Program at FORE is a great mechanism for the students to engage and evaluate interesting industry segments and engineering their resources to make a pitch for a pre-placement offer (PPO). Summer Internship is a part of the course curriculum for the students. The Internship usually starts in the 1st week of April and ends in the 2nd week of June with a duration of 6-8 weeks. After the completion of the Summer Internship the students are required to submit the Internship report alongwith the company feedback. Thereafter, the students are evaluated based on the presentations of their Summer Internship projects.

Summer Internships 2011 has been a great season for us with a majority of the students being placed by the Institute. Students received Internship offers from Asian Paints; Religare Commodities Ltd.; Reserve Bank of India; Hector Beverages; SAP; DB Schenker; LG Electronics; Indo Simon Electric Pvt. Ltd.; RFCL; Bausch & Lomb; Madura Garments; Pitney Bowes; ICICI Prudential; IIFCL; Fresenius Kabi; Hero Honda; American India Foundation; Amway India; Emami Ltd.; Hilti India; Akzo Nobel; Carnation Auto IFE Global Logistics, UK etc.

Final Placements

The Placement Cell of the Institute guides and assists the students for securing suitable career opportunities in organizations within and outside India. FORE being one of the country's premier business schools, takes pride to have nurtured some of the finest Business Managers in the country.

In 2011, the placement process set new benchmarks in many fronts. The Institute achieved 99% placements with a highest salary package of Rs.13 lacs p.a. and an average salary of Rs.7 lacs p.a. Of the total of 62 companies that visited the campus, 27 companies were visiting the campus for the first time. As regard to sector-wise placements, MARKETING led with 62.83% followed by FINANCE (31.86%), OPERATIONS and HR accordingly.

List of Companies

AC Nielsen	Fenesta	Kotak Bank
Adani Group	Fresenius Kabi	KPMG
Adidas	Gati	Lakme
Akzo Nobel	Genpact	Lifestyle (Dubai)
Allahabad Bank	GMR Group	LG
Amar Ujala	Globus Spirits	Madura Garments
Ambujex Technologies	Goodyear	Make my Trip
American India Foundation	Google	Milward Brown
Amway India	Grail Research	Moser Baer
Asian Paints	Havells	Nielsen Bases
Bajaj Allianz	HCL	NIIT
Balmer & Lawrie	HCL Comnet	OBC
Bank of Baroda	HDFC Bank	Onicra
Bank of India	HDFC Life Insurance	Oracle
Bausch & Lomb	Hector Beverages	Oriflame
Becton Dickinson	Hero Honda	Pipal Research
Benchmark Six sigma	Hilti India	Pitney Bowes
Berger Paints	HP	Positive Moves
BILT	HP DSAS	Power Finance Corporation
BOA Continuum (Bank of America)	HSBC	Power Trading Corporation
BSE	HSBC AMC	Punj Lloyd
Carnation Auto	HUL	Punjab Tractors
Castrol	ICICI Bank	Reckitt Benckiser
Citi Financial	ICICI Prudential	Religare Commodities Ltd.
Citibank	ICICI Securities	Reserve Bank of India
Citigroup Global Services	IDBI Bank	RFCL
DB Schenker	IDEA	Ruchi Soya
D E Shaw	IFCI	SAP
Darashaw	IFE Global Logistics (UK)	SBI
Data Monitor	IIFCL	SBI Life Insurance
Deloitte	IMRB	Smart Cube
Deutsche Bank	India Infrastructure	Sony
DMV Business & Market Research	India Bulls	SRF
Draft FCB Ulka	Indian Oil	Standard Chartered
DSP Blackrock	Indo Simon Electric Pvt. Ltd.	State Bank of Hyderabad
DTZ DEBENHAM	Ingram Micro	Swedish Trade Council
E-meditek Solutions	Inspire one	Tata Steel
Emami	Inter Globe	Triton Group
Eicher	Irevna	Tulip Telecom
Ernst & Young	Jindal ITF	Usha International
Ernst & Young DSS	Jindal Steel	Yes Bank
Fedders Lloyd	Jumbo (Dubai)	ZS Associates

Some of our Distinguished Alumni

NAME	DESIGNATION	COMPANY NAME
Abhishek Mishra	Executive Director	Mustang International
Amit B Vohra	Executive Director	Mustang International
Arshpal Maini	Director	Deloitte & Touch Consulting
Chinmaya Saxena	Market Intell. Lead	Microsoft
Kapil Aggarwal	Director of Pricing & Distribution	Hyatt International Hotels & Resorts
Manish Arora	Associate Director	Oracle
Nikhil Dubey	Director	Barclays
Prashant Narayan	General Manager	Thomas Cook
Pratyksh Panwar	AVP	HSBC
Rajiv Nanda	Director Operations - Asia	GE Money
Sanjiv Bajaj	Joint Director	Bajaj Capital
Vidur Rattan	Deputy General Manager	Bharti Cellular Limited
Anjali Amar	DGM	IBM Global Services India Pvt. Limited
Nitin Manaktala	CEO	OMNIMax India
Gaurav Jindal	Director	Jindal Fibres Ltd.
Nikhil Nanda	CEO/MD	JHS Svindgaard Laboratories Ltd.
Jasbir Kochar	Head – Human Resources – Flat Products	Tata Steel
Vinay Aggarwal	Vice President	Morgan Stanley
Priya Batra	Head – Marketing	Vodafone
Girish Bainwat	National Sales Head	Whirlpool India Pvt. Ltd.
Shantanu Saha	CEO	The Recruiters
Nidhi Gupta	Director	Desein Indure Pvt. Ltd.
Anjum Chopra	Arjun Award Recipient	Cricket Expert







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