



FORE SCHOOL OF MANAGEMENT
NEW DELHI

Post Graduate Diploma in Management

3 Year Part-time Programme for Working Executives

*A unique course designed for Working Executives for
enhancing their managerial and professional skills*

ADMISSION 2012-2015

A Higher Degree a Higher Purpose

FROM THE DIRECTOR'S DESK



I am happy to note that you have an interest in FORE School of Management. You would be pleased to know that we have been providing quality education in management for the past 20 years. With over 4000 students having graduated since its inception in 1992, FORE School of Management operates under the aegis of Foundation for Organisational Research and Education founded in 1981. This three-year part-time PGDM programme has been running successfully since 1992 and the admitted students and alumni belong to some of the most leading organizations.

You may be aware that we at FORE have a long and distinguished tradition of Management Education, Research, Training and Consulting. Our faculty members are academicians and industry experts who are well recognized in their areas of specialization. We enjoy the reputation of being one of the foremost Business Schools in India and we are committed to providing the best learning environment to our students.

FORE always strives for excellence. In our part-time programme we maintain the academic rigour through constant evaluation, quizzes and project work at a level similar to our full-time PGDM programme. Hence, our part-time Diploma adds a lot of value in the career enhancement prospects of the candidates.

Executives/professionals with two or more years of work experience from a multitude of disciplines who are keen to pursue Management Education in an intellectually stimulating environment come to FORE to enhance their management competency through our three-year part-time PGDM programme. This programme is specially designed to familiarize students with conceptual understanding leading to skill improvement and finally enabling them to enhance their management competency through our context-relevant classroom interactions. It also provides a platform for networking with fellow executives with rich industry experience. You will come to cherish your association with FORE.

My best wishes to you in your search for excellence.

Dr. Jitendra K. Das

Director



ABOUT FORE



Foundation for Organizational 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.

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 comprising of members serving in or retired from Government, academic institutions and industry. The Institute also has 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, International Business, Human Resource Management, Finance, Operations, Marketing, Information Technology and Economics. The faculty is 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 to discuss real world managerial practices and market opportunities/challenges with the students.



ABOUT THE PROGRAMME

Technology, globalization and continuous organizational transformation have made the job of present day managers quite complex and demanding. It has been realized that today's manager must possess multiple skills to handle their complex business environment. Keeping this in view, FORE meets the demands of working professionals who choose to pursue their Post Graduate Management Degree along with their career.

The three year part-time Post Graduate Diploma in Management (PGDM) for working executives started in the year 1992 is approved by the All India Council for Technical Education (AICTE), Ministry of Human Resource Development (MHRD), Govt. of India.

The programme is designed to impart knowledge and skills in the basic and functional areas of management. It is designed for individuals who are working as middle/junior level executives/officers/managers in public or private sector organizations, but have not had an opportunity to acquire formal management education.

Being a part time (evening) programme, it is suitable for those working in Delhi and National Capital Region (NCR).

Objectives

To develop analytical, problem-solving and decision-making capabilities by exposing them to the use of various management tools and techniques.

The specific objectives of the programme are:

- To stimulate understanding of real business world with an emphasis on practical cases.
- To learn ways to implement classroom/learning in workplace.
- To inculcate values and attitudes which equip them with social awareness and responsibility.
- To provide platform for networking with fellow executives with rich industry experience.



CURRICULUM

COURSES IN FIRST YEAR (CORE COURSES)			
AREA	TERM-1	TERM-2	TERM-3
Finance	Financial Accounting	Management Accounting	-
Information Technology	Basics of IT & MIS	-	-
Organizational Behaviour & Human Resource	Human Behaviour in Organisation	Managerial Communication	Human Resource Management
Marketing	-	Marketing Management-I	Marketing Management - II
Economics & Business Policy	-	-	Managerial Economics
Operations	Decision Making Models	Business Statistics	Operations Management
COURSES IN SECOND YEAR (CORE COURSES)			
Finance	-	Corporate Finance	Project Appraisal and Financing
Information Technology	Networking Technologies & E-Commerce	Strategic Outsourcing as Business Tool (1/2)	-
Organizational Behaviour & Human Resource	Organisation Design & Change	-	Interpersonal Relations at Work
Marketing	-	Marketing Strategy (1/2)	-
Economics & Business Policy	Macro Economics	Business Environment	Strategic Management
Operations	Business Research Methods	Supply Chain Management	Legal Aspects of Business
COURSES IN THIRD YEAR (CORE & ELECTIVE COURSES)			
Finance	<ul style="list-style-type: none"> ■ Management of Financial Services* 	<ul style="list-style-type: none"> ■ Management of Personal Finances* 	<ul style="list-style-type: none"> ■ Merchant Banking* ■ Security Research & Stock Derivatives*
Organizational Behaviour & Human Resource	<ul style="list-style-type: none"> ■ Industrial relation and Labour Legislation* ■ Training and Development* 	<ul style="list-style-type: none"> ■ Performance and Compensation Management ■ Strategic HRM* 	<ul style="list-style-type: none"> ■ Negotiation Skills*
Marketing	<ul style="list-style-type: none"> ■ Consumer Behaviour* ■ Sales & Distribution Management* 	<ul style="list-style-type: none"> ■ Services Marketing* ■ Retail Management* 	<ul style="list-style-type: none"> ■ Business to Business Marketing* ■ Advertising & Brand Management *
Economics & Business Policy	<ul style="list-style-type: none"> ■ International Economics & Trade 	<ul style="list-style-type: none"> ■ Innovation & Entrepreneurship Development (1/2) 	<ul style="list-style-type: none"> ■ Corporate Governance (1/2)* ■ Business Ethics & Corporate Social Responsibility (1/2)*
Operations	<ul style="list-style-type: none"> ■ Total Quality Management* ■ Advanced Operations Management* 	<ul style="list-style-type: none"> ■ Manufacturing Planning and Controlling (1/2) ■ Six Sigma* ■ Project Management* 	<ul style="list-style-type: none"> ■ Advance Statistical Methods* ■ Technology Management*
International Business	<ul style="list-style-type: none"> ■ Export Marketing* ■ Commodity Trading and Price Risk Management* 	<ul style="list-style-type: none"> ■ Doing Business in Asia-Pacific* 	

*Elective courses

NOTE: The course list given above is subject to revision.



ADMISSION PROCEDURE

How to Apply

The Prospectus and Application form can be obtained by cash payment of ₹ 1600/- at the Institute's Reception or a Demand Draft of ₹1650/, made in favor of "FORE School of Management" and payable at New Delhi can be sent to obtain the form by post. Candidates can also apply online <http://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 alongwith the print of the E-mail confirmation of the application submission.

Eligibility Criteria

- Bachelor's Degree in any discipline
- MINIMUM 2 years of work experience after graduation.

The candidate must hold a Bachelor's degree 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.

Selection Procedure

Shortlisted candidates are required to appear for a written test and personal interview.

Consistent academic record, work experience and performance in Written Test and Interview are the various parameters of selection.

Last Date for Application

Last date for submission of Application Forms: May 7, 2012 (Monday)

Written Test & Interview

May 11, 2012 (Friday) & May 12, 2012 (Saturday)

Class Timings

Thursday & Friday: 6:15 PM to 9:30 PM

Saturday: 2:30 PM to 9:30 PM

Course Fee

₹ 4,05,000 (Rupees FOUR Lakh FIVE Thousand only) to be paid in 9 (Nine) equal installments

Commencement of Programme

July 2012

INFRASTRUCTURE

Library Resources

- Fully computerized, bar-coded and fully air-conditioned;
- Over 23900 documents (books, journals, audio-video cassettes, etc.) on all areas of knowledge focused on management and other allied subjects; 160 journals, periodicals, Video cassettes, CD-ROMs, etc;
- Subscribed to EBSCO and Sage journals online. The other research oriented databases, viz., CMIE-Prowess, Capital Line plus and Indiatat have been subscribed by the library which enable our students to access statistics and reports of Indian companies;
- A multimedia and digital library facility with five computer systems;
- Offer single-window search facility to access the information resources available in the library;
- Membership of British Council Library (BCL), American Resource Center (ARC), Developing Library Network (DELNET) and NISCAIR Library;
- Library resources are accessible through Internet.

IT Infrastructure

- Computer centre with branded servers & 250 plus Desktops and Laptops; scanners, 70 printers, CD writers including web server hosted in Computer Centre;
- Entire campus is connected to the internet through cabled & Wireless LAN (Heterogeneous OS);

- Wi-Fi enabled campus;
- 10 Mbps bandwidth from Spectranet & VSNL;
- eLearning and eWorking software Claroline;
- Capitaline Plus & Prowess, database package (for Company/ Industry Data);
- Specialised analysis packages like SPSS, Systat, Solver Suite & Minitab, Simulation: Crystal Ball;
- Business Intelligence/ Datamining Tools-COGNOS & SAS;
- MSDN Academic Alliance subscriber;
- Database package like Oracle, SQL Server and My SQL;
- Software Design Tool like Rational Rose for Object-oriented Unified Modeling Language (UML).

Infrastructure Support

- Air-conditioned classrooms equipped with audio-visual facilities;
- Air-conditioned auditorium (Virajam) with seating capacity of 300 persons;
- Air-conditioned conference hall (Pragya Hall);
- An amphitheater (Sunken Garden);
- Leased hostel facility available;
- Subsidized canteen facilities;
- Reprographics, Fax, STD/ISD and Internet facilities.



FACULTY

Economics & Business Policy

Prof. Mathew Joseph

Ph.D. (University of Glasgow, UK)
Experience: Over 35 years

Prof. Subhasis Bera

MA (Economics) (Silver Medalist) M. Phil.
(International Trade & Development) (JNU);
Ph.D. (Economics) (JNU)
Experience: Over 6 years

Prof. Shallini Taneja

M.A. (Economics); MBA (HRM); M. Phil.
(Economics); FPM-MDI, Gurgaon (Pursuing)
Experience: Over 4 years

Prof. K.L. Chawla (On Leave)

Ph.D. (Economics), LL.B.
Experience: Over 32 years

Prof. Ravikesh Srivastava (On Leave)

M.Sc. (Agri Economics), Ph.D. (BHU), UGC
Senior Research Fellow
Experience: Over 20 years

Finance & Accounting

Prof. Vinay Dutta

M. Com., CAIIB, PG Dip. in IRPM
Experience: Over 26 years

Prof. Ambrish Gupta

M.Com., Ph.D., FCA
Experience: Over 27 years

Prof. Kanhaiya Singh,

M.Com. M.A. (Eco.) CAIIB, Ph.D.
Experience: Over 37 years

Prof. Himanshu Joshi

MBA (Finance), Ph.D.
Experience: Over 9 years

Prof. Shalini Kalra Sahi

MBE & M. Phil. (Business Economics)-
University of Delhi, Fellow (FPM- Doctoral
Level), MDI Gurgaon, NET
Experience: Around 4 years

Prof. Vandana Gupta

PGDM (IIM-A)
Experience: Over 19 years

International Business

Prof. Pradip Chakrabarty

B. Tech (Hons.)-IIT (Kharagpur), MBA (Delhi
University), Colombo Plan Fellowship, (Govt. of
Australia/ Univ. of New South Wales)
Experience: Over 38 years

Prof. Savita Gautam (On Leave)

PGDIT- IIFT, Ph.D. (pursuing)
Experience: Over 16 years

Information Technology

Prof. S. Chandrasekhar

B.E., M.Tech (IIT-Kanpur),
Ph.D. (Georgia-USA)
Experience: Over 36 years

Prof. V. M. Mathur

M. Sc. Management Sciences (O.R.),
Ph.D. (Pursuing)
Experience: Over 35 years

Prof. Rakhi Tripathi

MS (Computer Science), University Maryland
System (Bowie State University), USA;
Ph.D. (Submitted), IIT Delhi
Experience: Over 7 years

Marketing

Dr. Jitendra K. Das (Director)

B. Tech. (IIT Delhi), M. Tech. (IIT Delhi),
Ph.D., University of Toronto
Experience: Over 30 years

Prof. Freda Joseph Swaminathan

PGDM (IIM-A), MS-Communications (Illinois
State University, USA)
Experience: Over 31 years

Prof. Asif Zameer

B.E. (Delhi College of Engineering), MBA, Ph.D.
Experience: Over 22 years

Prof. Anupam Narula

B.Sc., M.A. (Economics), PGDBM (Marketing),
Ph.D.
Experience: Over 13 years

Prof. D.K. Batra (On Leave)

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

Organisational Behaviour & Human Resource

Prof. R.P. Billimoria

B.Sc. (Hons); Nuffield Fellow (Social Sciences)
Birmingham University, UK; Fellow, Institute of
Directors, UK; Chartered Fellow, Chartered
Institute of Personnel and Development, UK;
Fellow, National Institute of Personnel
Management and Fellow, AIMA
Experience: Over 41 years

Prof. Sanghamitra Buddhapriya

Ph.D. (Faculty of Management Studies, Delhi
University), Post Doctoral (McMaster
University, Canada)
Experience: Over 17 years

Prof S. P. Chauhan

Ph.D. (Psychology) Panjab University
(Chandigarh)
Experience: Over 30 years

Prof. Anita T. Lal

Ph.D. (IIT-Kanpur)
Experience: Over 15 years

Prof. Neeraj Kumar

B.Sc.; PGD in Social & Labour Welfare,
PGDM (Gold Medalist)
Experience: Over 29 years

Prof. Reeta Raina

M. Phil. (Eng. Litt.),
Ph.D. (Organizational Communication)
Experience: Over 24 years

Prof. Neetu Jain

M. Sc. (Chem), Dip. In Trg. & Dev.,
MBA, Ph.D.
Experience: Over 11 years

Prof. Prachi Bhatt

DNIIT-NIIT, MHRM, Ph.D.
Experience: Over 5 years

Quantitative Techniques and Operations

Prof. Upendra Kachru

BE (Met.) NIT-Durgapur, MBA-Univ. of Illinois,
USA
Experience: Over 39 years

Prof. Hitesh Arora

NET (JRF), Ph.D. (University of Delhi)
Experience: Over 12 years

Prof. Neeta Gupta

B.E. University of Roorkee (IIT Roorkee), MBA
Experience: Over 20 years

Prof. Sumeet Kaur

M. Sc. (Gold Medalist), M. Phil., Ph.D.
Experience: Over 5 years

Prof. Mohita Gangwar Sharma

PGDIT-IIFT, B.Tech. Electrical (IIT-BHU),
FPM-IIM Lucknow
Experience: Over 14 years

Strategic Management

Prof. Vinay Asthana

MA Economics (University of Hyderabad);
UGC- NET/ JRF; ICWA (ICWAI Kolkata);
FPM (IIM Lucknow)
Experience: Over 11 years

Prof. V. J. Thomas

M.B.A. (A.M.U.); UGC-NET;
Ph.D. (IIT Delhi) - thesis submitted
Experience: Around 4 years



Views of some of our ALUMNI AND STUDENTS



Mr. Neeraj Lal, Chief Engineer (Production), ONGC, (Batch-19).

The Part-Time PGDM program at FORE School of Management has a balanced curriculum and a collaborative environment. It offers excellent ground for self development and enables to lead in the current dynamic global market. But one may face some challenges while pursuing such programs. The first challenge is juggling the twin demands of job as well as study. After joining the programme life has become more demanding, especially if one has a family. However, let me admit, the evening program, is certainly about discovering who you are and what you know (or don't know) as a result of several experiences in almost all the classes. The greatest take-away for a student is how the diversified group of students from different industry background embrace each other's differences and learn how to work together, which in itself is a great learning experience leaving one with a lifetime impact.



Mr. Abhishek Gupta, Senior Associate-Programme Management, Sapient Corporation Private Limited, (Batch-18).

Having worked in the Technology domain for more than five years, I was looking for a course which could help me in getting financial business knowledge and at the same time help me to foster my managerial abilities. The Part Time PGDM course at FORE provided a great opportunity as the program curriculum and class timings suited best for me. During the course, I was able to connect to some of the best people in their respective fields who have been either visiting or regular faculty for different subjects. All of them have inspired me in one way or the other. The course has its own challenges too. Sometimes it is very difficult to manage classes with work, but when you consider the benefits of being able to simultaneously relate course concepts with real work environment, the satisfaction is above par. No doubt, I see a considerable improvement in my strategic-thinking and leadership skills which have helped me move to Management domain from Technology.



Ms. Cauvery Sharma, Consultant, Accenture, (Batch-17).

I will always cherish the time I spent in FORE School of Management. Coming to college after a tiring and hectic day at work was a breather for me, which I always looked forward to. The program not only provided interactive lectures, challenging assignments and presentations but also very interesting and mind stirring case studies that I never wanted to miss. Special credit to the able guidance and support of the Faculty who were understanding of the constraints that we had in our professions and were always ready to help us out. Moreover, the program also provided me an opportunity to interact and socialize with executives working in different organizations and understand their perspectives with regard to varied issues.

ORGANIZATIONS

- ABC Consultants
- Airtel
- American Express
- AVL India Software
- Aptech Ltd.
- Alcatel
- Asian Paints
- Aventis Pharma
- Azad News
- Aditya Birla Retail Ltd.
- Bank of America
- Bharti Broadband Network Ltd.
- Bharti Telenet
- Blue Star
- Bayer Material Science Pvt. Ltd.
- British Airways
- Carrier Aircon
- CII
- CISCO Systems
- Client Associates
- CMS Computers
- Comnet International
- Computer Science Corporation
- Comvion (India) Pvt. Ltd.
- Canadian High Commission
- CMC
- Deutsche Bank
- Delux Exports
- Destinations of the World Travel & Tourism LLC
- CNN-IBN
- Escorts Ltd.
- E-Fund Inc.
- Esarem Technologies
- Eureka Forbes
- Envision Consulting
- Ernst & Young
- Hyundai Motors
- FCB Ulka
- GE Capital
- GAIL
- HSBC
- HCL Technologies
- HDFC Bank
- Hero Honda
- Hindustan Lever Ltd.
- Honda Siel Cars India
- HP
- Hindustan Times
- Hyatt Regency
- Haygroup
- Hughes Communication India Ltd.
- Hewlett Packard
- Hewitt
- Honda
- Hutchison
- IDFC Ads Pvt. Ltd.
- ICICI Bank
- Indian Army
- IDPL
- Indica Research
- Ingersoll Rand India
- IBM Daksh
- Jaldi E-Commerce
- Jet Airways
- JK Tyre & Industries Ltd.
- Kanoria Petro Pvt. Ltd.
- Khanna Info Tech
- KPMG
- Kshitij Creations
- Kluwer India (P) Ltd.
- L'Oreal India
- Lucent Technologies

ALUMNI/STUDENTS

Lt. Col. ASHUTOSH SINGH

Indian Army

SAURABH SINGH

Senior Manager

Bank of America

NAGARAJ KURANDWAD

Senior Executive

Honda Siel Cars India Limited

VIJAY KUMAR

Assistant General

CSIR

DEEPAK NAGPAL

Senior Accounts Manager

Cannon India Pvt. Ltd.

DUSHYANT KUMAR TALWAR

Senior Disputes Analyst

American Express

VIVEK KUMAR

Deputy Manager

J K Tyre & Industries Ltd.

BIRENDRA KUMAR SRIVASTAVA

Broadcast Engineer

Star TV (TTCPL)

GOPAL AGRAWAL

Branch Manager

HDFC Bank Limited

MANISHA HARPALANI

ISDN PRI Officer

Bharti Infotel Ltd.

MANU MISHRA

Process Specialist

GE Capital International Services

NEHA GOGLANI

QJK Scriptor

British Airways

PRAKASH SHARMA

Sr. Engineer (BIS)

GAIL (India) Ltd.

AVINASH KUMAR

Territory Sales Incharge

Pidilite Industries Limited

AMAR KUMAR

Field Support Executive

Hindustan Lever Limited

MUKESH KALRA

Financial Consultant

ICICI Bank Ltd.

AAKASH KHURANA

Marketing Manager

OMNEX INDIA PVT. LTD.

ABHISHEK GUPTA

Senior Associate Program Management

Sapient Corp. Pvt. Ltd.

ARVIND KUMAR SAXENA

Assistant Manager

Canadian High Commission

JASMEET SINGH

Executive Officer

Confederation of Indian Industry (CII)

SURAJ ABLE ELLEY

Project Manager

NIIT Limited

Advantages@FORE

The Selection Process – FORE School of Management admits professionals with a proven caliber to perform. All prospective candidates go through a rigorous selection process and are handpicked by the experienced faculty. This ensures that the professionals perform remarkably well during their three year stint at FORE and later go on to achieve great success professionally. Our wide alumni base in leading positions at various companies bears testimony to the above fact.



Location – FORE School of Management is located in the heart of Delhi in Qutub Institutional Area. This location gives us a strategic advantage as many of the corporate offices are located in the Delhi/NCR region and their employees are motivated to pursue this course. The stimulating environment is priceless for the development of the managers who join the course to enhance their capabilities further.

Academic Programs – The three year part-time Post-Graduate Diploma in Management is a rigorous, industry relevant program and provides a healthy competitive environment where the professionals are continuously challenged to perform to the best of their abilities. The whole program is designed to impart key decision making skills, to develop the ability to handle high work pressure, to inculcate the habit of delivering tasks on time under tight deadlines and to do all of this as a team player. All these equip the professionals to take on leadership positions in the industry.

Faculty – The Faculty at FORE School of Management hail from premier educational institutions and reputed business organizations. They publish numerous research papers in national and international journals and spearheaded new thinking in the development of effective models in various areas of management. More than 70% of the faculty members come with more than 15 years of industrial and academic experience. About 65% of the Faculty at FORE School of Management have Bachelors, Masters, Ph.D. degree from atleast one of the reputed institutes like IIT, IIM, JNU, FMS, MDI-Gurgaon or a Foreign University. Most of our Faculty have a Doctoral Degree (Ph.D) from reputed Institutes/Universities in India and abroad. FORE is amongst the very few management institutes to have a healthy student faculty ratio that helps to ensure that optimum attention is paid to all students and make the faculty more approachable.

Alumni – Our alumni are our greatest strength. The proof of excellence of FORE School of Management is seen in its over 4000 alumni who are spearheading best management practices in Indian and Global industries. Our alumni are actively involved in mentoring the students at FORE, whether it is through an informal chat session; a briefing session on a particular industry or even through guest lectures. The whole process shows the commitment the alumni have towards the Institute and the fresh minds of tomorrow.





FORE School of Management

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