

FORE School of Management



Foundation for
Organisational Research
and Education

A HIGHER DEGREE A HIGHER PURPOSE



ADMISSION 2011-2014

Post Graduate Diploma in Management

3 YEAR PART TIME FOR WORKING EXECUTIVES

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



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 the 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 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 discuss real world managerial practices and market opportunities/ challenges with the students.

DIRECTOR'S MESSAGE

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 19 years. With over 3000 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 various reputed organizations in some of the most leading industries.

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.

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.

Please do not hesitate to contact us for additional information.



Dr Jitendra K. Das

ABOUT THE PROGRAM

Technology, globalization and continuous organizational transformation have made the job of present day managers more 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 (FOUNDATION COURSES)			
AREA	TERM -1	TERM -2	TERM -3
Finance	Management Accounting - I	Management Accounting - II	-
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-I
COURSES IN SECOND YEAR (FOUNDATION & SPECIALIZATION COURSES)			
Finance	-	Corporate Finance - I	Corporate Finance - II
Information Technology	Networking & E-Commerce	-	-
Organizational Behaviour & Human Resource	Organisation Design & Change	Personnel Management & Industrial Relations	Training and Development*
Marketing	-	Marketing Strategy & Competitive Analysis	-
Economics & Business Policy	Macro Economics	Business Environment	Strategic Management Legal Aspects of Business
Operations	Business Research Methods	Operations Management -II	Total Quality Management*
COURSES IN THIRD YEAR (INTEGRATION & SPECIALIZATION COURSES)			
Finance	• Project Appraisal & Financing* • Management of Personal Finances*	• Shareholder Value • Strategies, Reporting & Analysis* • Management of Financial Services *	• Merchant Banking* • Security Research & Stock Derivatives*
Organizational Behaviour & Human Resource	• Performance & Compensation Management*	• Labour Legislation* • Organisation Development*	• Strategic HRM*
Marketing	• Consumer Behaviour* • Sales & Distribution Management *	• Marketing of Services* • Retail Management*	• Business to Business Marketing* • Integrated Marketing • Communication (1/2)* • Strategic Brand Management (1/2)*
Economics & Business Policy	• International Economics & Trade	• Innovation & Entrepreneurship • Development (1/2)	• Corporate Governance (1/2) • Business Ethics & Corporate Social • Responsibility (1/2)
Operations	• Project Management* • Materials Management*	• Supply Chain Management*	• World Class Manufacturing* • Operations Strategy*

*Specialization papers

*Specialization courses are subject to revision depending on business scenario

FACULTY

ECONOMICS & BUSINESS POLICY

PROF. K.L. CHAWLA

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

FINANCE & ACCOUNTING

PROF. VINAY DUTTA

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

PROF. KANHAIYA SINGH

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

PROF. VANDANA GUPTA

PGDM (IIM-A)
Experience: Over 19 years

PROF. AMBRISH GUPTA

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

PROF. HIMANSHU JOSHI

MBA (Finance), Ph.D
Experience: Over 10 years

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 39 years

PROF. SAVITA GAUTAM

PGDIT- IIFT, Ph.D (pursuing) on WTO and Environment Issues
Experience: Over 16 years

MARKETING

DR. JITENDRA K DAS (DIRECTOR)

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

PROF. ASIF ZAMEER

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

PROF. SHIVENDRA KUMAR PANDEY

Ph.D, MBA, NET, B.Sc.
Experience: Over 9 years

PROF. FREDA JOSEPH SWAMINATHAN

PGDM (IIM-A),
MS-Communications (Illinois State University, USA)
Experience: Over 32 years

PROF. NALIN JAIN

MBA (Full Time-Marketing/SBM) from FMS,
University of Delhi, B.Tech. Electrical (IIT, BHU)
Experience: Over 27 years

PROF. ANUPAM NARULA

Ph.D, M.A. (Economics), PGDBM (Marketing), B.Sc.
Experience: Over 13 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 (FMS)-Delhi University,
Post Doctoral (Mc Master University Canada)
Experience: Over 15 years

PROF. ANITA T. LAL

Ph.D. (IIT-Kanpur)
Experience: Over 14 Years

PROF. NEERAJ KUMAR

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

PROF S.P. CHAUHAN

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

PROF. NEETU JAIN

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

PROF. PRACHI BHATT

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

QUANTITATIVE TECHNIQUES AND OPERATIONS

PROF. HITESH ARORA

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

PROF. NEETA GUPTA

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

PROF. SUMEET KAUR

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

PROF. MOHITA GANGWAR SHARMA

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

INFORMATION TECHNOLOGY

PROF. S. CHANDRASEKHAR

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

PROF. V.M. MATHUR

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

PROF. SHILPI JAIN

B.E., M.Tech, MBA and Fellow Scholar – MDI Gurgaon
Experience: Over 12 years

STATE-OF-THE-ART INFRASTRUCTURE



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

LIBRARY

- Fully computerized and air-conditioned Library.
- Over 25000 titles (books, back volumes of journals, reports, Government publications and other non -book material) on Management and related areas.
- 125 periodicals and a vast collection of video cassettes, CD-ROMs etc.
- Subscribes to EBSCO online Database which includes 1200 full text international journals on Management & related topics. It also subscribes to statistical Database INDIASTAT.COM
- Member of DELNET through which the Library shares resources with other member Libraries.
- Member of British Council Library, American Centre Library and NASCAIR Library.
- Latest and best collection of books for reference.

- Library Resources are accessible through Internet

IT INFRASTRUCTURE

- Computer centre with branded servers & 250 plus Desktops and Laptops, scanners, 70 printers, CD writers
- Server 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).
- 8 Mbps bandwidth from Spectranet & VSNL.
- Capitoline plus & Prowess, database package (for Company / Industry Data).
- Specialized analysis packages like SPSS, Systat, Solver Suite & Minitab, Simulation: Crystal Ball.
- Business Intelligence / Data mining

Tools-COGNOS & SAS.

- 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.
- Library Management software - Libsys.

OTHER FACILITIES

- Air conditioned classrooms equipped with audio-visual equipment.
- Air conditioned auditorium (Virajam) with a capacity of 300 seats.
- An amphitheater (Sunken Garden).
- Subsidized canteen facilities.
- Reprographics, Fax, STD-ISD and Internet Facilities

ADMISSION PROCEDURE

HOW TO APPLY

The Prospectus and Application form can be obtained by cash payment of Rs. 1600/- at our Reception. Demand Draft of Rs.1650/, made in favor of "FORE School of Management" payable at New Delhi can be sent to obtain the form by post. For Online Submission, payment of Rs. 1650/ can be made through Debit/Credit card at <http://fsm.ac.in/signin.php>

ELIGIBILITY CRITERIA

Bachelor Degree in any discipline and a minimum 2 years of work /Industry 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

Consistent academic record, work experience and performance in Written Test and Interview.

LAST DATE FOR APPLICATION

Last Date for submission of forms : May 06, 2011

WRITTEN TEST & INTERVIEW

13-14 May, 2011

CLASS TIMINGS

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

Saturday: 2:30 pm to 9:30 pm

COURSE FEE

Rs.3, 60,000 (Three Lakh Sixty Thousand) to be paid in 6 (Six) installments

COMMENCEMENT OF PROGRAM

July 2011



OUR FEW PAST AND PRESENT STUDENTS

LT. COL. ASHUTOSH SINGH

Indian Army

SAURABH SINGH

Senior Manager
Bank of America

NAGARAJ KURANDWAD

Sr. Executive
Honda Siel Cars India Ltd.

VIJAY KUMAR

Assistant General
CSIR,

DEEPAK NAGPAL

Sr. Accounts Manager
Cannon India Pvt. Ltd

DUSHYANT KUMAR TALWAR

Senior Disputes Analyst
American Express

VIVEK KUMAR

Deputy Manager
J K Tyre & Industries Ltd.

ARVIND KUMAR SAXENA

Assistant Manager
Canadia High Commission

BIRENDRA KUMAR SRIVASTAVA

Broadcast Engineer
Star TV (TTCPL)

AMIT BHARDWAJ

Road's Engineer Hindustan Colas Ltd.
MANIT OHRI Engineer – Dell
Operations
Wipro Infotech

MANISHA HARPALANI

ISDN PRI Officer
Bharti Infotel Ltd.

JASMEET SINGH

Executive Officer
Confederation of Indian Industry (CII)

Aakash Khurana

Marketing manager
OMNEX INDIA PVT.LTD

DEEPAK NAGPAL

Sr. Accounts Manager
Cannon India Pvt. Ltd

MUKESH KALRA

Financial Consultant
ICICI Bank Ltd.

GOPAL AGRAWAL

Branch Manager
HDFC Bank Limited

Amar Kumar

Field Support Executive
Hindustan Lever Limited

PRAKASH SHARMA

Sr. Engineer (BIS)
GAIL (India) Ltd.

AVINASH KUMAR

Territory Sales Incharge
Pidilite Industries Limited

SURAJ ABLE ELLEY

Project Manager
NIIT Limited

TANAYA WALIA

Vice President Azad News

NEHA GOGLANI

QIK Scriptor
British Airways

MANU MISHRA

Process Specialist
GE Capital International Services

Abhishek Gupta

Senior Associate Program Management
Sapient Corp.Pvt. Ltd.

OUR PGDM PART TIME STUDENTS/ALUMNI ARE FROM LEADING ORGANIZATIONS SUCH AS

• ABC Consultants	• Client Associates	• FCB Ulka	• ICICI Bank
• Airtel	• CMG Worldwide	• Feedback HSS	• Indian Army
• American Express	• Colliers International	• GE Capital	• IDPL
• Amorphous	• CMS Computers	• GAIL	• Indian Ptero.com
• AVL India Software	• Comnet International	• Hanro Tools Inc.	• Indica Research
• Aptech Ltd.	• Computer Science Corporation	• BHL Global Pvt. Ltd.	• Indica Traders Pvt. Ltd.
• Alcatel	• Comvision (India) Pvt.Ltd.	• HSBC	• Ingersoll Rand India
• Asian Paints	• Canada High Commission	• HCL Technologies	• IBM Daksh
• Aventic Pharma	• CMC	• HDFC Bank	• Jaldi E-Commerce
• Azad News	• Deutsche Bank	• Hero Honda	• Jasubhai Digital Media
• AMO India Pvt. Ltd.	• Delux Exports	• Hindustan Lever Ltd.	• Jet Airways
• Aditya Birla Retail Ltd.	• Destination of the World Subc. Pvt. Ltd.	• Honda Siel Cars India	• JK Tyre & Industries Ltd.
• Bank of America	• CNN-IBN	• HP	• Kanoria Petro Pvt. Ltd.
• Bharti Broadband Network Ltd.	• Escorts Ltd.	• Hindustan Times	• Kapoor Tools Pvt. Ltd.
• Bharti Telenet	• E-Fund Inc.	• Hyatt Regency	• Khanna Info Tech
• Blue Star	• Electronic Systems BTS	• Haygroup	• KPMG
• BVQI	• Esarem Technologies	• Hughes Communication India Ltd.	• Kshitij Creations
• Bayer Material Science Pvt. Ltd.	• Eureka Forbes	• Hewlett Packard	• Kinetic Rools P. Ltd.
• British Airways	• Euvision Consulting	• Hewitt	• KGM Country (India)
• Carrier Aircon	• Earnst & Young	• Honda	• Kluwer India (P) Ltd.
• CII	• FXL	• Hutchison	• L'Oreal India
• CISCO Systems	• Hyndai Motors	• IDFC Ads Pvt. Ltd.	• Lucent Technologies



www.fsm.ac.in



FORE School of Management

B-18, Qutab Institutional Area, New Delhi-110016

Phone : +91 26569996, 41242415

Fax : +91 2696 4229

Email: admission@fsm.ac.in