



**FORE School of Management**

Admission 2010



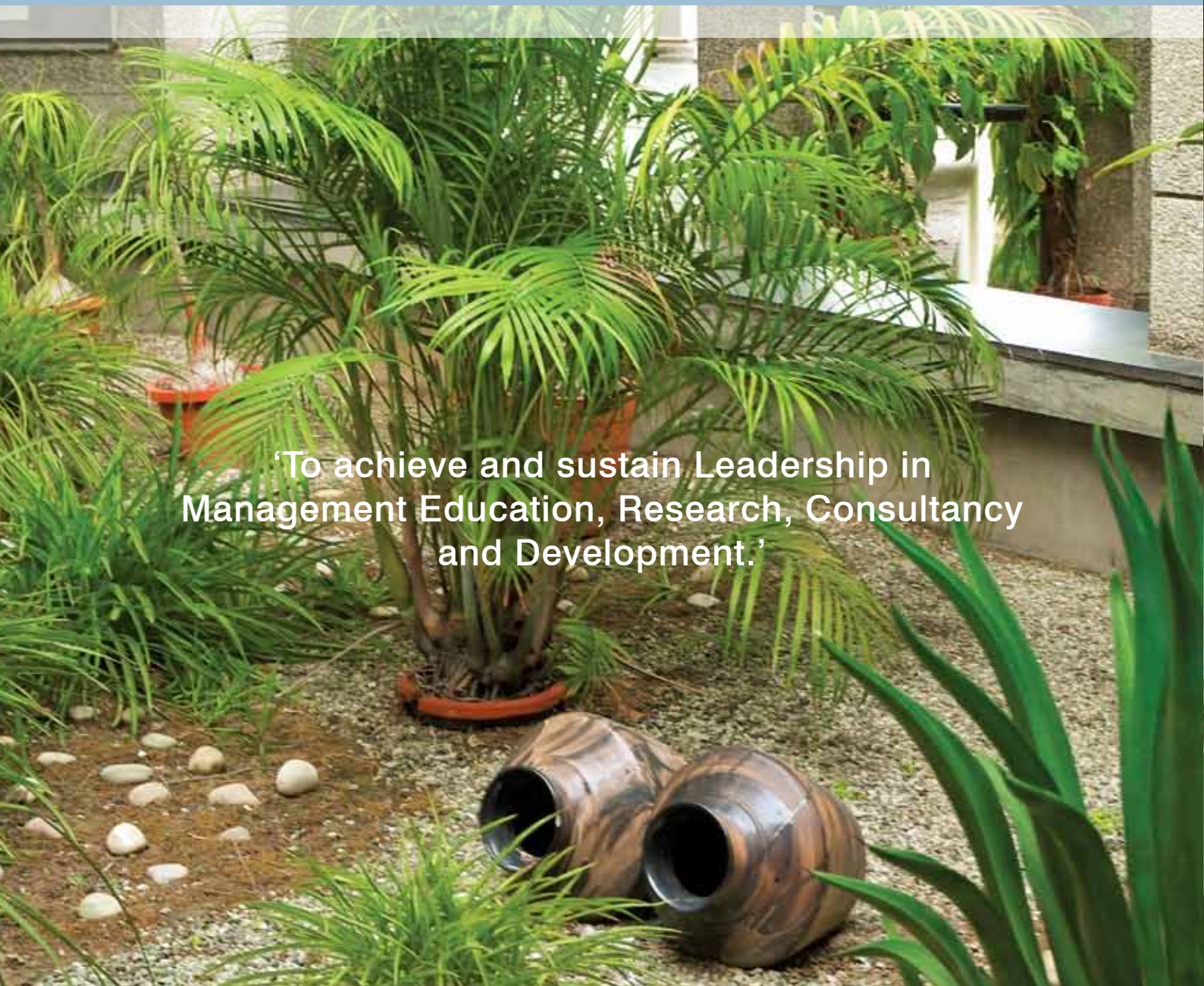
**NURTURING LEADERSHIP**







# mission



**‘To achieve and sustain Leadership in  
Management Education, Research, Consultancy  
and Development.’**





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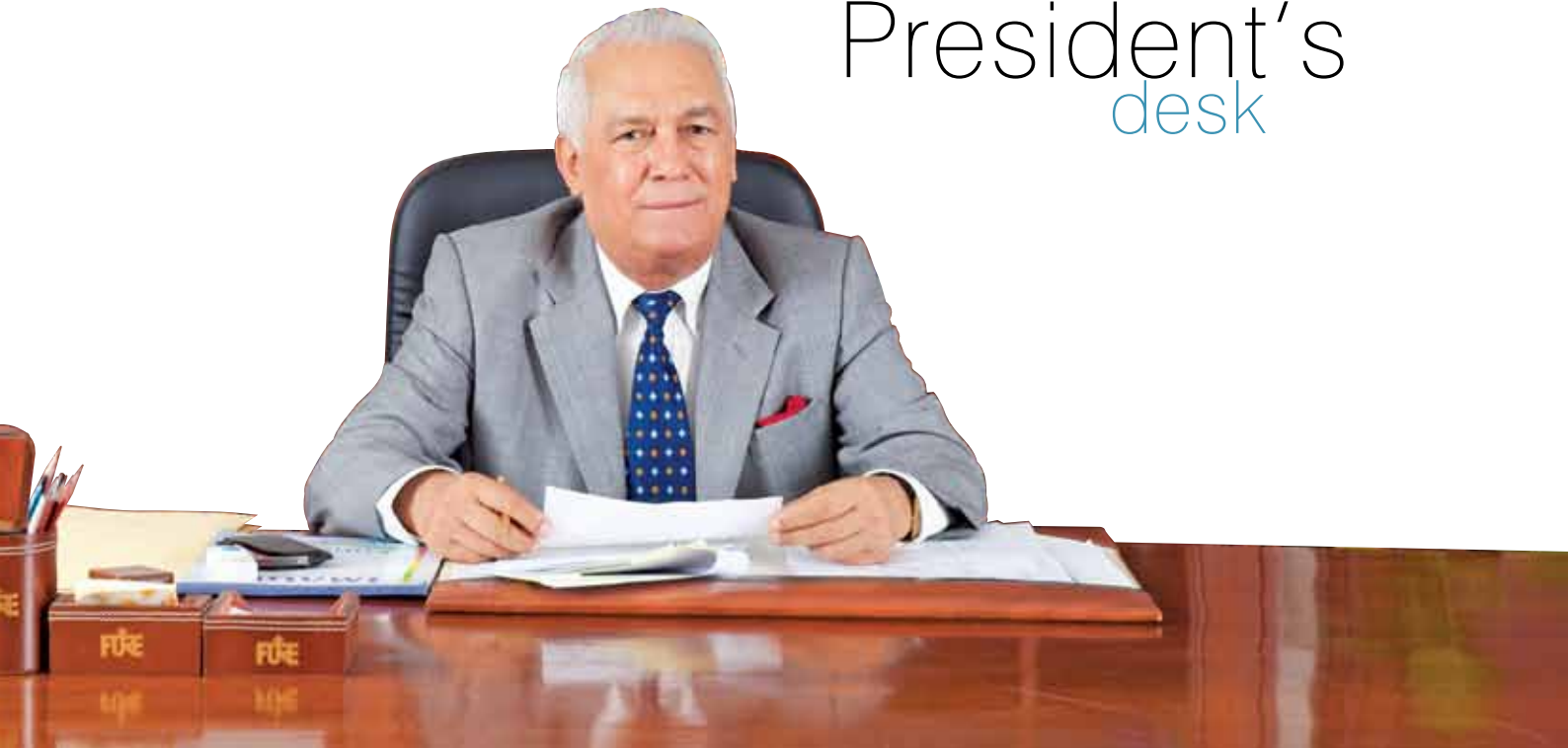
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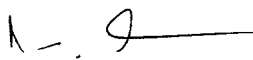
# from the President's desk



Dear Students,

We are happy that you are thinking of applying for Admission in FORE which is known for its excellence in management education. Right from its inception in 1991, FORE has striven to become the school which nurtures business leadership and meets the expectations of ever changing industrial, financial and commercial world. Commanding vast resources of intellectual capital, top class infrastructure and 25 years legacy of management education, FORE has developed a unique brand and tradition. The students are provided with a student centred environment and a curriculum that stimulates thinking and action. To support and facilitate this experience, FORE has reputed faculty, educated and trained from renowned educational institutions with senior level work experience in industry.

The current global recession has alerted FORE management and faculty to the new challenges and responsibilities. Innovative changes in the syllabi of both FMG and IMG programs FORE aims at developing young leaders who will contribute to the dynamic needs of the industry and systematically face the challenges of changes. Today's economic situation certainly needs professional inputs and our faculty is ready to help the students in acquiring the needed attitude, skills and strategy.

  
R.C. Sharma

You are invited to know more about FORE and benefits of joining FORE family.

# from the Offg. Director's desk



FORE School of Management is a dynamic educational institution committed to providing high quality post graduate educational programs and has an excellent support system that encourages you to achieve excellence in your studies.

Our Focus is to help you and make available opportunities in realizing your ambitions. In choosing FSM you will be following thousands of other successful students who have achieved their ambitions by joining FSM.

Our curriculum is consistently updated keeping in view the changes that are taking place in the Global Environment. Apart from vigour of teaching, students have ample opportunity to interact with Corporates, peer from other well known management Institutes so that holistic development in personality will be there. Recently Computer Centre is upgraded with latest hardware and software products used globally like Rational Rose, ERP (Navision), SAS, SPSS 16.0, Crystal ball etc.

We have excellent Faculty, Support Staff, Computer Centre, Library and a learning environment which will go a long way in shaping your career.

I wish you every success as you embrace your studies at FSM.

  
Dr. S. Chandrasekhar

# the Executive Board



Dr. G.V.G. Krishnamurty  
Chief Patron



Mr. R.C. Sharma  
President



Mr. R.P. Billimoria  
President-Emeritus



Dr. B.B.L. Madhukar  
Vice President (Finance) & Treasurer



Col. S.P. Wahi  
Member



Prof. Vinayshil Gautam  
Member



Ms. Omitha Paul  
Vice President (Academics)



Ms. Shibani Varma  
Member



T. C. Venkat Subramanian  
Member



Dr. Yasho V. Verma  
Member



Dr. S. Chandrasekhar  
Secretary

**Mr. R.C. Sharma**

President – FORE  
Chairman, Academic Council

**Mr. R.P. Billimoria**

President Emeritus – FORE

**Col. S.P. Wahi**

Former Chairman, ONGC

**Mrs. Omita Paul**

Former Addl. Director General, Doordarshan

**Dr. B.B.L. Madhukar**

Former CMD, MMTC

**Prof. Vinayshil Gautam**

Professor, IIT, Delhi

**Dr. Abad Ahmad**

Former Pro Vice Chancellor, Delhi University

**Dr. Devi Singh**

Director, Indian Institute of Management, Lucknow

**Prof. Joe Philip**

President, Xavier Institute of Management &  
Entrepreneurship, Bangalore

**Dr. Madhulika Kaushik**

Professor, Management Studies,  
IGNOU, New Delhi

**Dr. Baldev Raj Sharma**

Former Executive Director,  
Shriram Centre for Industrial Relations & Human Resources

**Dr. Udai Pareek**

Former Chairman, Academy of HRD,  
Ahmedabad

**Mr. P. Dwarkanath**

Group Director – (Human Capital)  
Max India Ltd.

**Mr. G.K. Aggarwal**

Executive Director (HR)- PMA  
NTPC Ltd.

**Dr. D.K. Banwet**

Professor, Deptt. of Management Studies  
IIT, Delhi

**Dr. S. Chandrasekhar**

Officiating Director – FSM  
Secretary- Academic Council

# the Academic & Administrative Team

<b>Dr. S. Chandrasekhar</b> Officiating Director
<b>Dr. K.L. Chawla</b> Programme Director, PGDM (FMG)
<b>Dr. D.K. Batra</b> Programme Director, PGDM (IMG) & Registrar
<b>Dr. Ravikesh Srivastava</b> Programme Director, PGDM (WMG)
<b>Prof. Freda J. Swaminathan</b> Placement Convener

<b>Mr. Shri Ram Elhence</b> Chief of Finance & Accounts
<b>Dr. D.L. Sachdeva</b> Librarian
<b>Mr. Sunit Dutta</b> Manager-Systems
<b>Mr. Chandra Prakash</b> Dy. Registrar (Academics)
<b>Ms. Mareena Mathew</b> Controller of Examinations & Executive Editor- 'Abhigyan'.
<b>Mr. Y. K. Mehta</b> Incharge (Admissions & Estt.)

## Area Chairpersons

Economics & Business Policy	Dr. K.L. Chawla
Finance & Accounting	Prof. Vinay Dutta
Information Technology	Dr. S. Chandrasekhar
International Business	Prof. Pradip Chakrabarty
Marketing	Dr. D.K. Batra
Organisational Behaviour & Human Resource	Dr. Sanghamitra Buddhapriya
Quantitative Techniques & Operations	Prof. Vivek Kumar

## Heads-Centres of Excellence

Centre for Research	Dr. Ravikesh Srivastava
Centre for Management Development Programmes	Prof. Vivek Kumar
Centre for Software Development	Dr. S. Chandrasekhar
Centre for Psychometric Research, Training & Evaluation	Dr. Sanghamitra Buddhapriya
Centre for Six Sigma	Prof. Vivek Kumar



# Benchmarking & Recognitions – Accreditations

## National

- AICTE, Ministry of HRD, Government of India approved Two-year Full time and Three year part-time PGDM Programmes.
- AICTE approved two year full-time PGDM in International Business Management.
- AICTE has accredited two year full time PGDM Programme.
- AICTE considers Two year full time PGDM Programmes are at par with MBA degree.
- Member of Association of Indian Management Schools (AIMS)
- Member of All India Management Association
- Permanent Institutional Member of National HRD Network, Delhi.
- Member of Computer Society of India.
- Permanent Institutional Member of Indian Society for Training & Development.
- Member of the Associated Chamber of Commerce and Industry of India (ASSOCHAM)
- Institutional Member of DELNET
- Member of Confederation of Indian Industry (CII)
- Institutional Member of National Institute of Science Communication and Information Research (NISCAIR)

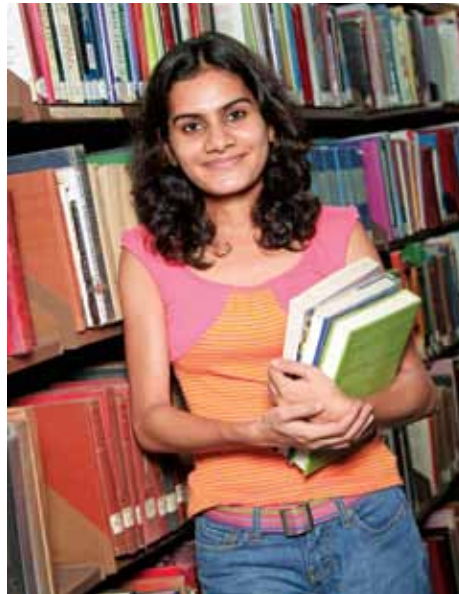
## International

- Tie-up with Rennes International School of Business, France for students exchange, faculty exchange, research & consultancy.
- Member of INTERMAN, an ILO/UN sponsored international network management institution. FORE, through INTERMAN, has links with leading management development centres, management institutions and enterprises in 72 countries.
- FSM Features in the Asian Directory produced by the EMD, Amsterdam, the Netherlands
- Member of Association of Management Development Institutions in South Asia (AMDISA)
- Member of Life Office Management Association (LOMA), an international association of Insurance and Financial Services Company (founded in 1924).
- Member of European Foundation for Management Development (EFMD)
- Tie-up with KPMG for Six Sigma Certification









Foundation for Organisational Research and Education (FORE) is committed to the advancement of Management Education, Research, Training and Consultancy. Incorporated 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 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 future challenges of tomorrow's corporate leaders. The programmes develop multiple skills including managerial decision-making, problem-solving, analytical reasoning, communications, creativity and innovation.

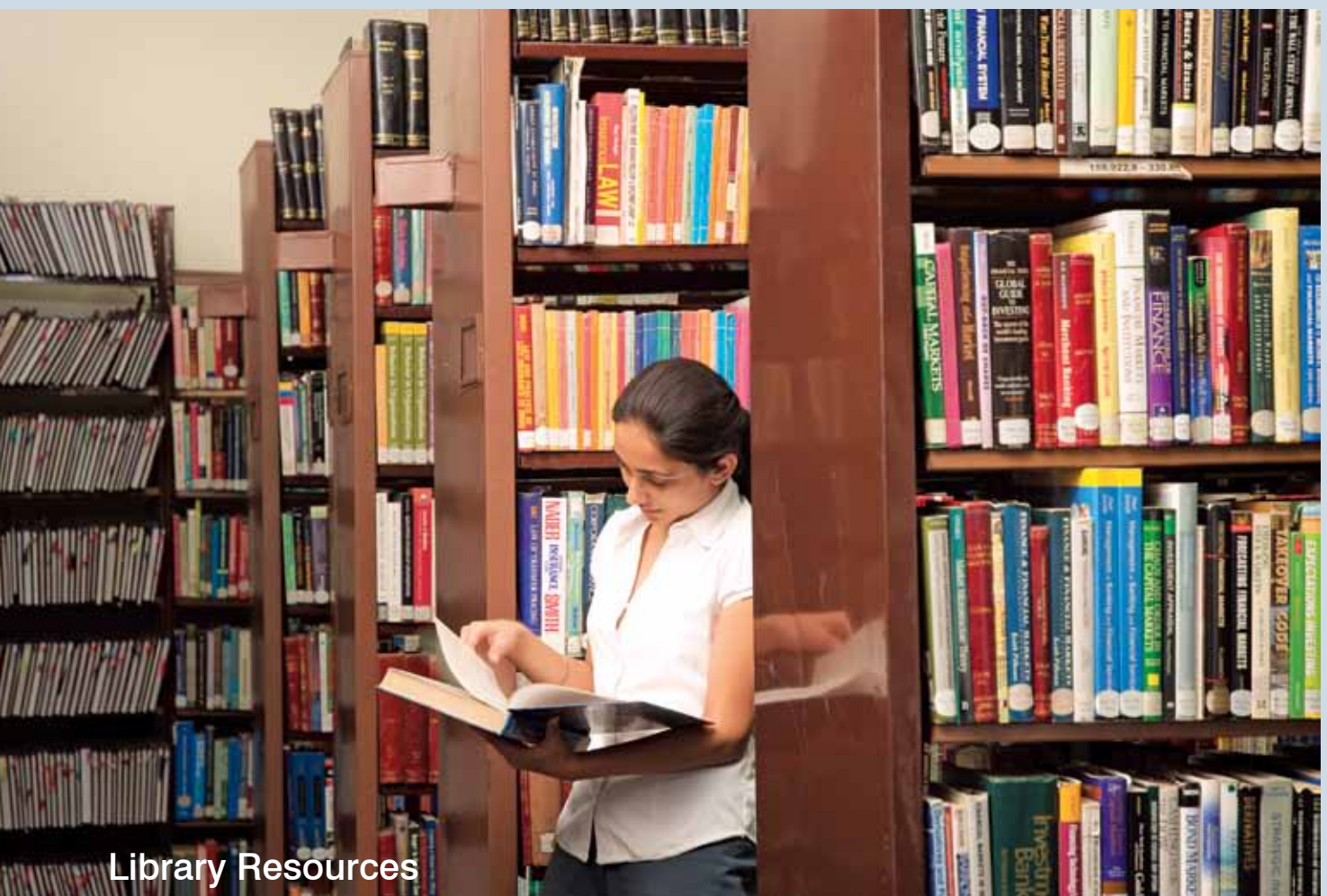
FORE takes prides in its professional and high-quality faculty, modern infrastructure, technology and resources- be it in the fields of General Management, Human Resource, Finance, Operations, Marketing, Information Technology, Economics and International Business.





## state-of-the-art Infrastructure

Much of FORE's strength is rooted in its state-of-the-art infrastructure – be it faculty, supportive staff or facilities. The faculty are from leading national and international institutions and industries who have extensive research, consultancy and myriad management skills. Eminent personalities and senior corporate professionals are invited to share real world managerial practices and market opportunities/challenges with students. The programmes at FORE therefore have a blend of academic excellence and business acumen.



### Library Resources

- Fully computerized, and air-conditioned.
- Over 25000 titles (books, back Volumes of journals, reports, Government publications and other non -book material) on Management and related areas.
- 100 Journals, periodicals and a vast collection of video cassettes, CD-ROMs etc.
- Subscribes to EBSCO online Database which includes 1200 full text foreign journals on Management & related topics. Apart from this it subscribes to statistical Database INDIASTAT.COM
- Member of DELNET through which Library share resources with other member Libraries and get books and articles which are not available in our Library.
- Member of British Council Library, American Center Library and NASCAIR Library.
- Latest and best collection of books for reference.



## IT Infrastructure

- Computer centre with branded servers & 220 plus Desktops and Laptops, scanners, 70 printers, CD writers.
- Entire campus is connected to the internet through cabled & Wireless LAN (Heterogeneous OS).
- Fully Wi-Fi secured with Firewall, Antivirus & Antispam.
- 6 Mbps bandwidth from Spectranet & VSNL
- 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.
- Project Management tools MS project.
- Designing and publishing Software Corel Draw, Photoshop & Acrobat Writer.
- C++ , Visual Studio.Net, Java
- MSDN Academic Alliance subscriber.
- Database package like Oracle, SQL Server and My SQL.

## Other Facilities

### Infrastructure Support

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





## Post Graduate Diploma in Management (PGDM)

### Full Time

Programme	Title of Post Graduate Diploma	Duration
Future Managers Group (FMG)	Post Graduate Diploma in Management	2 years
International Managers Group (IMG)	Post Graduate Diploma in Management (International Business Management)	2 years

### Part Time for Working Managers

Programme	Title of Post Graduate Diploma	Duration
Working Managers Group (WMG)	Post Graduate Diploma in Management	3 years

## Admissions

### Admission Procedure for PGDM – FMG/IMG

#### Eligibility

- Graduation degree with minimum 50% marks or equivalent in any discipline from an AICTE/UGC/AIU recognized University and CAT.

#### Selection Criteria

- Short-listing on the basis of score of CAT, with sectional cut off and thereafter situational group discussion (GD) and personal interview (PI).
- Final selection is on the basis of CAT score, performance in the GD/PI, academic performance, work experience etc.

### Admission Procedure for PGDM (Part Time) Working Managers Group

#### Eligibility

- Graduation in any discipline from an AICTE/UGC/AIU recognized university and at least two year's work experience after graduation.

#### Selection Procedure

- Test and Personal Interview
- Final selection is on the basis of Performance in the test, personal interview, academic performance and work experience.





# academic Programmes



# about the Programme



**Prof. K.L. Chawla**  
Programme Director (PGDM-FMG)

## Future Managers Group (FMG)

### Two year Full Time Post Graduate Diploma in Management

#### Objectives

The two-year full time PGDM programme is designed to prepare the future managers:

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

#### Academic Calendar for FMG Programme

<b>First Year</b>	Term I, II, III June-March	Foundation Course Core Courses
	April-June	Summer Internship*
<b>Second Year</b>	Term IV, V, VI June-March	Integrative, Elective Courses

#### Instructional Methodology

An optimum mix of lectures, case discussions, group discussions & presentations, seminars, management games, sensitivity training, management films, industrial visits and interactive sessions with corporate professionals.

## Courses in First Year

Area	Term - I	Term - II	Term - III
Economics & Business Policy	<ul style="list-style-type: none"> <li>Managerial Economics</li> </ul>	<ul style="list-style-type: none"> <li>Macro Economics</li> </ul>	<ul style="list-style-type: none"> <li>Business Environment</li> <li>Corporate Social Responsibility*</li> <li>Business Ethics*</li> </ul>
Finance and Accounting	<ul style="list-style-type: none"> <li>Management Accounting-I</li> </ul>	<ul style="list-style-type: none"> <li>Management Accounting-II</li> <li>Corporate Finance-I</li> </ul>	<ul style="list-style-type: none"> <li>Corporate Finance-II</li> </ul>
Information Technology	<ul style="list-style-type: none"> <li>Basics of IT &amp; MIS</li> </ul>	<ul style="list-style-type: none"> <li>Networking and Internet Technology in Business</li> </ul>	<ul style="list-style-type: none"> <li>E-Commerce</li> </ul>
Marketing	<ul style="list-style-type: none"> <li>Marketing Management - I</li> </ul>	<ul style="list-style-type: none"> <li>Marketing Management-II</li> </ul>	<ul style="list-style-type: none"> <li>Market Research*</li> </ul>
Organisational Behaviour & Human Resource	<ul style="list-style-type: none"> <li>Human Behaviour in Organisation</li> <li>Managerial Communication</li> </ul>	<ul style="list-style-type: none"> <li>Human Resource Management</li> </ul>	<ul style="list-style-type: none"> <li>Advanced Communication and Analysis</li> </ul>
Quantitative Techniques & Operations	<ul style="list-style-type: none"> <li>Decision Making Models</li> </ul>	<ul style="list-style-type: none"> <li>Business Statistics</li> <li>Operations Management-I</li> </ul>	<ul style="list-style-type: none"> <li>Operations Management-II</li> <li>Business Research Methods*</li> </ul>

\*half credit courses





## Courses in Second Year

Area	Term - IV	Term - V	Term - VI
Integrative Courses	<ul style="list-style-type: none"> <li>Strategic Management</li> <li>Corporate Governance*</li> <li>Organisation Design &amp; Change</li> <li>Innovation &amp; Entrepreneurship Development*</li> </ul>	<ul style="list-style-type: none"> <li>Legal Aspects of Business</li> <li>International Economics &amp; Trade</li> </ul>	<ul style="list-style-type: none"> <li>Disaster Management*</li> <li>People Management*</li> <li>Corporate Business Project*</li> </ul>
<b>Electives**</b>			
Economics & Business Policy	<ul style="list-style-type: none"> <li>Enterprise Wide Risk Management</li> </ul>		
Finance & Accounting	<ul style="list-style-type: none"> <li>Management of Commercial Banks</li> <li>Security Research &amp; Stock Derivatives</li> <li>Corporate Tax Planning</li> </ul>	<ul style="list-style-type: none"> <li>Personal Wealth Management</li> <li>Management of Financial Services</li> <li>Project Appraisal &amp; Financing</li> <li>Shareholder Value: Strategies, Reporting and Analysis</li> </ul>	<ul style="list-style-type: none"> <li>Merchant Banking: Corporate Resource Raising from the Capital Markets</li> <li>Corporate Restructuring: Mergers &amp; Acquisitions</li> <li>International Corporate Finance</li> </ul>
Information Technology	<ul style="list-style-type: none"> <li>Excel Based Modelling</li> <li>Business Intelligence</li> </ul>	<ul style="list-style-type: none"> <li>Enterprise Resource Planning</li> <li>Requirement Gathering and Analysis</li> </ul>	<ul style="list-style-type: none"> <li>Strategic Management of IT</li> </ul>
International Business		<ul style="list-style-type: none"> <li>Business in Asia Pacific</li> <li>Imports Management</li> </ul>	<ul style="list-style-type: none"> <li>Trade &amp; Environment</li> </ul>
Marketing	<ul style="list-style-type: none"> <li>Consumer Behaviour</li> <li>Marketing of Services</li> <li>Sales &amp; Distribution Management</li> <li>Rural Marketing</li> </ul>	<ul style="list-style-type: none"> <li>Strategic Brand Management</li> <li>B2B Marketing</li> <li>Advanced Marketing Research</li> </ul>	<ul style="list-style-type: none"> <li>Distribution Logistics Management*</li> <li>Retail Management*</li> <li>Integrated Marketing Communications</li> <li>Customer Relationship Management</li> <li>International Marketing</li> <li>Competitive Analysis &amp; Marketing Strategy</li> </ul>
Organisational Behaviour & Human Resource	<ul style="list-style-type: none"> <li>Personnel Management &amp; Industrial Relations</li> <li>Competency Mapping</li> <li>Training &amp; Development</li> <li>Personal Growth Lab*</li> </ul>	<ul style="list-style-type: none"> <li>Performance &amp; Compensation Management</li> <li>Labour Legislations</li> <li>Strategic HRM</li> </ul>	<ul style="list-style-type: none"> <li>International HRM*</li> <li>Organisational Development*</li> <li>Negotiation Skills</li> </ul>
Quantitative Techniques & Operations	<ul style="list-style-type: none"> <li>Total Quality Management</li> <li>Project Management</li> <li>Advanced Statistical Methods</li> <li>Materials Management</li> </ul>	<ul style="list-style-type: none"> <li>Supply Chain Management</li> <li>Advanced Operations Techniques</li> <li>Application of Operational Research in Decision Making</li> <li>World Class Manufacturing</li> </ul>	<ul style="list-style-type: none"> <li>Six Sigma</li> <li>Technology Management</li> <li>Operations Strategy</li> </ul>

\*\*Subject to change

\*half credit courses

### Course of Independent Study (CIS)

Keeping in view the growing interest of the students in specific functional areas, students are allowed for a Course of Independent Study to pursue his/her special interest.

## about the Programme

### International Managers Group (IMG)

#### Two year Full Time Post Graduate Diploma in Management in International Business Management (PGDM-IBM)

The programme aims at preparing students to take up careers in corporate and family businesses engaged in International Business operations.

##### Objectives

- To develop and train participants for assuming positions of responsibility in the corporate or family business sector in the context of an International environment.
- To provide a thorough grounding in the conceptual framework of management theory, in the skills appropriate to managerial practice, as well as in the essential issues in International business operation.
- To equip the participants for working in a competitive global environment enabling them to face confidently the pressures and challenges of the new millennium in achieving competitive advantage.

The basic thrust is on learning organisational dynamics in the context of global business environment. This would help the students to focus on acquiring skills to adopt internationally benchmarked decision making tools and implementation practices.

#### International Professional Study Tour

A professional short-term study tour to Silicon Valley (USA) after Term-III, is offered on an optional basis, so that students interact with a global organisations and gain an International experience.



**Dr. D.K. Batra**  
Programme Director - PGDM (IMG)



## Courses in First Year

Area	Term-I	Term – II	Term III
Economics & Business Policy	• Business Economics	• International Economics	
Finance and Accounting	• Management Accounting	• Corporate Finance	• International Corporate Finance
Information Technology	• Information Technology in Business, Trade & Industry		• E-Business & Data Security in International Environment
International Business	• Trade Logistics	• International Trade Procedures and Documentation	• Global Business Environment
Marketing	• Marketing Management	• International Marketing Management • Market Research*	• Consumer Behaviour
Organisational Behaviour & Human Resource	• Managerial Communication	• Human Behaviour in Organisation	• Organisation Design and Change
Quantitative Techniques & Operations	• Quantitative Methods	• Decision Making Models • Research Methods*	• Production & Operations Management

**Research Project:** Research Project is undertaken by each student under the guidance of a faculty member as a part of academic curriculum requirement during Term-V and VI. Students are expected to enhance their integrative learning through application of inter-disciplinary concepts, knowledge and skills on decision making and problems faced by industry.





## Courses in Second Year

Area	Term - IV	Term - V	Term - VI
Economics & Business Policy	<ul style="list-style-type: none"> <li>• International Business Strategy</li> </ul>	<ul style="list-style-type: none"> <li>• International Business Law</li> </ul>	<ul style="list-style-type: none"> <li>• Corporate Governance &amp; Social Responsibility*</li> </ul>
Finance & Accounting (Electives)	<ul style="list-style-type: none"> <li>• Management of Commercial Banks</li> <li>• International Investment Management &amp; Stock Derivatives</li> </ul>	<ul style="list-style-type: none"> <li>• International Financial Markets and Institutions</li> <li>• Personal Wealth Management</li> <li>• Project Appraisal &amp; Financing</li> </ul>	<ul style="list-style-type: none"> <li>• Merchant Banking: Corporate Resource Raising from the Capital Markets</li> <li>• Corporate Restructuring: Mergers &amp; Acquisitions</li> </ul>
International Business	<ul style="list-style-type: none"> <li>• WTO and International Trade Policies*</li> <li>• Regional Trade Blocs*</li> </ul>		
Marketing (Electives)	<ul style="list-style-type: none"> <li>• Sales &amp; Distribution Management</li> <li>• Services Marketing</li> <li>• Rural Marketing</li> </ul>	<ul style="list-style-type: none"> <li>• Strategic Marketing</li> <li>• Advertising &amp; Brand Management</li> <li>• Advanced Marketing Research</li> </ul>	<ul style="list-style-type: none"> <li>• International Business to Business Marketing*</li> <li>• Customer Relationship Management*</li> </ul>
Organisational Behaviour & Human Resource	<ul style="list-style-type: none"> <li>• International HRM</li> </ul>	<ul style="list-style-type: none"> <li>• Cross Culture &amp; Diversity Management</li> </ul>	<ul style="list-style-type: none"> <li>• International Business Negotiation*</li> </ul>
Quantitative Techniques & Operations	<ul style="list-style-type: none"> <li>• Global Supply Chain Management</li> </ul>	<ul style="list-style-type: none"> <li>• International Project Management</li> </ul>	

\*Half credit courses

Additional Electives

- ERP (½ Credit)
- Business Ethics (½ Credit)
- Global Financial Reporting (½ credit)





Academic Calendar for IMG Programme

First Year	Term I, II, III June-March	Foundation / Core Courses
	April-June	Summer Internship*
Second Year	Term IV, V, VI June-March	Integrative / Core / Elective Courses

\*Summer Internship

After completing the first year of the programme, as a part of the academic curriculum requirement, students of the full time programme are required to undertake a summer internship and project with an organisation. The objective is to get FORE students to go through internship and complete a project given by the organisation whereby they can gain practical experience while applying the concepts they have learnt.





# about the Programme

## Working Managers Group (WMG)

### Three Year Part Time Post Graduate Diploma in Management

The three-year Part-time Post Graduate Diploma in Management (PGDM) for working managers was started by the Institute in the year 1992. The programme is approved by the All India Council for Technical Education (AICTE), Ministry of Human Resource Development, Government of India. This programme caters to the needs of working professionals who aim to develop cutting edge managerial skills by pursuing a Post Graduate Management programme, while continuing in their career.

#### Objectives

- To develop analytical, problem solving and decision making capabilities by exposing the students to the use of various management tools and techniques.
- To stimulate understanding of real business world through emphasis on practical cases that simulates real life situations.
- To inculcate values and attitudes which provide them social awareness and responsibility.



**Dr. Ravikesh Srivastava**  
Programme Director – PGDM (WMG)

### Academic Calendar for Part - Time Programme

<b>First Year</b>	Term I, II, III July-March	Foundation /Core Courses
<b>Second Year</b>	Term IV, V, VI May-March	Integration / Core Courses
<b>Third Year</b>	Term VII, VIII & IX May-March	Integration / Specialisation Courses

## Courses in First Year

Area	Term - I	Term - II	Term - III
Economics & Business Policy			• Managerial Economics
Finance & Accounting	• Management Accounting-I	• Management Accounting-II	
Information Technology	• Basics of IT & MIS		
Marketing		• Marketing Management-I	• Marketing Management-II
Organisational Behaviour & Human Resource	• Human Behaviour in Organisation	• Business Communication	• Human Resource Management
Quantitative Techniques & Operations	• Decision Making Models	• Business Statistics	• Operations Management-I



## Courses in Second Year

Area	Term - IV	Term - V	Term - VI
Economics & Business Policy	• Macro Economics	• Business Environment	• Strategic Management • Legal Aspects of Business
Finance & Accounting		• Corporate Finance-I	• Corporate Finance-II
Information Technology	• Networking & E-Commerce		
Marketing		• Marketing Strategy & Competitive Analysis	
Organisational Behaviour & Human Resource	• Organisation Design & Change	• Personnel Management & Industrial Relations*	• Training & Development*
Quantitative Techniques & Operations	• Business Research Methods	• Operations Management-II	• Total Quality Management

\*Specialisation courses

## Courses in Third Year

Area	Term - VII	Term - VIII	Term - IX
Economics & Business Policy	• International Economics and Trade	• Innovation & Entrepreneurship Development (1/2 credit)	• Corporate Governance (1/2 credit) • Business Ethics & Corporate Social Responsibility (1/2 credit)
Finance & Accounting	• Project Appraisal & Financing*	• Management of Financial Services* (1/2 credit) • Mergers & Acquisitions* (1/2 credit) • Shareholder Value: Strategies, Reporting & Analysis*	• Merchant Banking* • Security Research & Stock Derivatives*
Marketing	• Consumer Behaviour* • Sales & Distribution Management*	• Marketing of Services*	• Business to Business Marketing* • Integrated Marketing Communication* (1/2 credit) • Advertising & Brand Management* (1/2 credit)
Organisational Behaviour & Human Resource	• Performance & Compensation Management*	• Labour Legislation*	• Strategic HRM*
Quantitative Techniques & Operations		• Supply Chain Management (1/2 credit)	

\*Specialisation courses

## Instructional Methodology

It focuses on experiential learning through an optimum mix of lectures, discussions, case studies, role-plays, group discussions & presentations, seminars, special sessions by professionals from industry & trade, management games, sensitivity training, management films, industrial visits and corporate interaction.

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

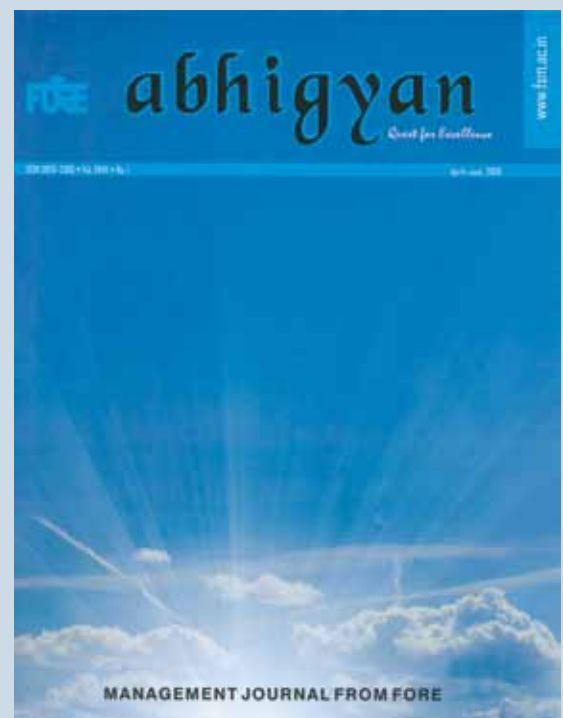
Centres of Excellence	Objectives
Centre for Research	<ul style="list-style-type: none"> <li>• Encourage and support research in the different fields of management with particular emphasis on Organisational Research</li> <li>• Establishes tie-ups with other professional bodies to promote research and consultancy.</li> </ul>
Centre for Management Development Programs	<ul style="list-style-type: none"> <li>• Offers in-company and open programs to the corporates.</li> <li>• Equips managers with the latest in management skills &amp; techniques to meet the opportunities of the market.</li> <li>• To customize programmes addressing the challenges in today's world.</li> </ul>
Centre for Software Development	<ul style="list-style-type: none"> <li>• Develops useful and innovative software products</li> </ul>
Centre for Psychometric Research, Training and Evaluation	<ul style="list-style-type: none"> <li>• Develops Psychometric Test and HRD Instrument for selection, assessment survey and training effectiveness.</li> <li>• Offers consultancy services &amp; training to the corporates.</li> </ul>
Centre for Six Sigma	<ul style="list-style-type: none"> <li>• Offers Green Belt and Black Belt training to management students and managers in collaboration with KPMG.</li> </ul>

### FORE's – Refereed Journal, Abhigyan

Abhigyan – is a prestigious International Management refereed journal published quarterly by FORE for researchers, academicians, management students and corporates. The journal is 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.







## Economics & Business Policy

### Dr. K.L. Chawla

Sr. Professor, Programme Director (FMG) & Area  
Chairperson- Economics & Business Policy

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

**Experience :** Over 31 Years

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

### Prof. Ashok Lal

Sr. Professor

M.Sc (Phy), MEP (IIM-A)

**Experience :** Over 30 years

Worked with corporates like STC, ITC. Published various articles on communication and education and authored/directed plays and films. Taught in MDI, IIFT, Jamia Milia etc.

### Dr. Ravikesh Srivastava

Professor

M.Sc (Agri Economics), Ph.D. (BHU), UGC Senior  
Research Fellow

**Experience :** Over 20 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.

### Chandan Sharma

Assistant Professor

M.A. (Applied Econometrics); Ph.D (Pursuing); IEG,  
Univesity of Delhi

**Experience :** Over 4 years

Published 7 papers in refereed journals, 3 chapters in books and presented research papers in prestigious conferences i.e. at IGIDR, Indian econometrics society, IEG, ISID and IIM-B etc.



## Finance & Accounting

### Prof. Vinay Dutta

Sr. Professor & Area Chairperson

M.Com., CAIIB, PGDip. in IRPM

**Experience :** Over 25 years

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

### Dr. Ambrish Gupta

Sr. Professor- Finance & Accounts

M.Com., Ph.D., FCA

**Experience :** Over 27 years

Recipient of '**Rashtriya Gaurav**' award. Over 27 years top level corporate and academic experience. Authored two books: 1. Inflation Accounting and 2. Financial Accounting for Management (Pearson Education). Published many research papers in reputed journals.

### Prof. Vineet Gupta

Professor- Finance & Accounts

CA (Gold Medalist), MBA (FMS), AMA (Australia)

**Experience :** 23 years

A gold medalist Chartered Accountant and alumni of FMS, Delhi he has worked with a number of distinguished fortune 100 companies like AXA, General Motors, & E.I. DuPont at Senior Positions in India and abroad in Finance & Non-finance disciplines.

### Prof. Kanhaiya Singh

Professor

M.Com., M.A. (Eco) CAIIB, Ph.D

**Experience :** Over 30 years

Has Three decades experience of working with leading nationalized Bank. Represented Bank at Bank Economists Forum and other Forums. Was Director of Rural Development & Self Employment Training Institute. and also associated with BIT, MESRA, Ranchi at Noida Centre.

### Vandana Gupta

Adjunct Faculty

PGDM (IIM-A)

**Experience :** 18 years

Corporate experience includes Infosys and ICRA Ltd coupled with teaching experience at several institutes.



## Information Technology

### Dr. S. Chandrasekhar

Officiating Director & Area Chairperson

BE, M.Tech (IIT-Knpur), Ph.D. (Georgia-USA)

**Experience :** Over 35 years

Academician from IIM Lucknow and research scientist at Deptt. of Space. Was a UNDP fellow and also fellow under Euro-India faculty exchange programme. Has many publications in reputed national and international journals. Participated as Speaker in various national and international seminars. Fellow of various professional institutions.

### Prof. V.M. Mathur

Professor

M.Sc Management Sciences (O.R.), Ph.D (Pursuing)

**Experience :** Over 35 years

Corporate and academic experience with reputed organisations like EPI, Aditya Birla Group, J.P. Industries, IEC, E3R Infotech, NICMAR.

### Dr. D.K. Punia

Associate Professor

B.E. (Electronics & Telecommunications), Fellow –MDI, Lead Assessor ISO 9001\*

**Experience :** 12 years

Experience in IT industry including research, consulting, teaching, project management etc. Has been associated with e-governance research and practice for last ten years. Worked with Wipro Consulting Services, IAP Company Limited, UCPL.





## International Business

### Prof. Pradip Chakrabarty

Senior Professor & Area Chairperson

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

**Experience :** Over 38 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).

### Savita Gautam

Assistant Professor

PGDIT- IIFT, Ph.D (pursuing) on WTO and Environment Issues

**Experience :** Over 15 Years

Corporate international trade experience, teaching and executive training experience.



## Marketing

### Dr. D.K. Batra

Sr. Professor & Area Chairperson -Marketing

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.

### Prof. Freda Joseph Swaminathan

Professor

PGDM (IIM-A), MS-Communications (Illinois State University, USA)

**Experience :** 31 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.

### Asif Zameer

Assistant Professor

BE (DCE), MBA, PhD(Pursuing)

**Experience :** 21 years

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

### Dr. Shivendra Kumar Pandey

Assistant Professor

Ph.D., MBA, NET, B.Sc.

**Experience :** 8 years

Published many papers in peer reviewed refereed national journals and presented papers in national and international seminars.



## Organisational Behaviour & Human Resource

### Prof. R.P. Billimoria

President-Emeritus

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

**Experience :** Over 40 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.

### Dr. Sanghamitra Buddhapriya

Professor & Area Chairperson

**Experience :** Over 14 years

Recipient of prestigious Shastri Indo Canadian fellowship.  
Authored two books and published many research papers  
in refereed journals. Conducts research and management  
development programmes on various issues related to  
organisational behavior and HRM.

### Dr. Anita T. Lal

Associate Professor

Ph.D. (IIT-Kanpur)

**Experience :** Over 13 years

Her core competencies lies in teaching Communication,  
Leadership and Entrepreneurship. She also conducts  
MDPs in those areas. She has been a visiting faculty for  
Communication Skills to IIT Delhi and IIT Kanpur. Presented  
several papers in National and International conferences.





### Neeraj Kumar

Associate Professor

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

**Experience** : 28 years

Experience in HRM functions with SAIL and as a Corporate Trainer. Handled international consultancy assignment at Egyptian Iron and Steel Company. Trained over a thousand managers in both public and private sector.

### Dr. Neetu Jain

Assistant Professor

Ph.D, MBA, M.Sc(Chem), Dip. In Trg. & Dev., UGC- NET

**Experience** : 10 years

Presented several papers in National and International conferences & seminars and has many publications and a book to her credit.

### Dr. Prachi Bhatt

Assistant Professor

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

Have done projects with Zydus Cadila Healthcare Ltd. Ahmedabad and GCMMF Ltd. Anand, Gujarat. Research papers published in National and International Journals. Active member in the organizing committee of National and International conferences.



## Quantitative Techniques and Operations

### Prof. Vivek Kumar

Sr. Professor & Area Chairperson

BE (Roorkee), MBA (FMS)

**Experience :** Over 28 years

Operations Management experience with Shriram, Tata and Polar Groups. Lead Auditor for ISO 9000 and ISO 14000 Std., SQC, TQM and Productivity Expert.

### Prof. Upendra Kachru

Professor

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.

### Dr. Hitesh Arora

Associate Professor

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

**Experience :** Over 9 Years

Over 9 years teaching, research and industry experience. He has published a number of research papers on Mathematical Programming in national and international journals of repute.



**Kaushik Paul**

Assistant Professor

BE(Jadavpur University), PGDM (IIM-B)

**Experience :** Over 12 years

He has taught in various premier B-Schools like ICFAI Business School, Hyderabad and worked with organisations such as NIIT, CitiFinancial etc.

**Rajesh Matai**

Assistant Professor

B.E. (Mech.), M.Tech.(IIT Kanpur)

**Experience :** Over 5 Years

Above 5 years teaching, research and industry experience. He has published a couple of papers in national journal of repute and international conference proceedings in area of Operations Management. Currently, He is pursuing PhD on topic Facility Layout Planning.

**Neeta Gupta**

Adjunct Faculty

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

**Experience :** Over 20 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.





beyond the  
Classroom







### **Student Council Activities**

Students at FORE enhance their managerial and leadership skills when they become empowered members of different student committees that organise a series of important, student-initiated events in the institution. This gives them a 'real-life' experience of interacting with corporates and working in teams, planning and controlling budgets, managing events, time-management and overall decision-making.

### **Corporate Interaction Division (CID)**

CID strengthens and manages FORE's interface with the corporate world by organising seminars, conferences and workshops.

Students have weekly experiential learning through Anubhuti – a forum, which invites senior corporate professionals and leaders to share their practical business experiences with students.

### **FORE Career Division (FCD)**

FCD coordinates and manages placement activities at FORE. It aims at identifying placement needs of corporates and matching these with the strength of students, through a series of planned communication and activities.

### **FORE Alumni Network (FAN)**

The FAN team is a liaison 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 meet, a cricket match of alumni with current students and a number 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.



### **FORE Sports Division (FSD)**

Sports and the sporting spirit are encouraged by this team through sports events both within FORE and with other institutions – be it chess, football or cricket.

### **FOREWord**

An annual publication and a quarterly e-newsletter that disseminates information about FORE to corporate, alumni and students.

### **FORE Nexus – The Cultural Committee**

Responsible for organizing FORE's annual and highly reputed management festival, "Genesis", at the National Level with other B-Schools. It includes debates, management games, case analysis, competitions etc.

### **Library Committee**

FORE has a student library committee which evaluates subscriptions, student suggestions and looks after the continuous value addition and upgradation of the library.

### **Canteen Committee**

The Canteen Committee works towards ensuring nutritious, hygienic and balanced diet at reasonable rates.







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

1. Environment awareness programmes.
2. General Health awareness programmes.
3. Cloth distribution to the needy and poor section of the society.
4. Scholarships to meritorious students of economically weaker sections.
5. Assistance in getting education loans from banks and financial institutions.

## some of our Distinguished Alumni

Sanjiv Bajaj	Director	Bajaj Capital Limited
Anjali Amar	DGM	IBM Global Services India Pvt. Limited
Arshpal Maini	Director	Deloitte and Tourche Consulting, India
Meenu Gupta	CEO	Mirage International Services
Nitin Manaktala	CEO	OMNIMax India
Manish Arora	GM	Sun Microsystems Inc.
Amit Budhiraja	CEO	Atlantis Inc.
Abhishek Mishra	Regional Head	ICICI
Gaurav Jindal	Director	Jindal Fibres Ltd.
Manoj Jain	VP	Satyam Computer Services Limited
Nikhil Nanda	CEO/MD	JHS Svindgaard Laboratories Ltd.
Prashant Narayan	GM	Thomas Cook
Amit Chopra	Associate Director	UBS AG
Vidur Rattan	DGM	Bharti Cellular Limited
Swati Saxena	Zonal Incharge	The Hindustan Times Ltd.

# industry Associates

- 3M
- Aaj Tak
- Abacus Consultants
- ABB Ltd.
- ABN Amro
- Absolutdata
- Accenture
- ACNielsen ORG Marg
- Adani Energy Ltd.
- Adidas
- Aditya Birla Group
- Adventity
- Alethia
- Amarop International
- Ambujex Technologies
- American Express
- Anchor Electricals
- Apollo Tyres
- Armstrong
- Arvind Mills
- Ashok Leyland Finance
- Asian Paints
- AuxiCogent
- Aviva
- Axis Risk Management Consultants
- B.K. Birla Group
- Bajaj Allianz
- Bajaj Capital
- Ballarpur Industries Limited
- Bank of America
- Bank of America Continuum
- Bank of Baroda
- Bank of Nova Scotia
- Bata India
- Bausch & Lomb
- Becton Dickinson
- Benchmark SixSigma
- Berger Paints
- Bharat Petroleum Corporation Limited
- Bharat Shell
- Bhart Axa Life Insurance
- Bharti Airtel
- Bhatia Brothers (Dubai)
- Bhushan Steel
- Birla Home finance
- Birla Sunlife Insurance
- BirlaSunlife AMC
- Blue Star
- Bosch & Lomb
- BPL Innovision
- BPL Ltd.
- Britannia
- BSNL
- Business Continuity Management Institute
- Business Octance
- Cadence
- Café Coffee Day
- Canara Bank
- Caparo Financial Solutions Ltd.
- Carlsberg
- CarlZeiss
- Carnation
- Centurian Bank
- Cerebrus Consultants
- Chambal Fertilizers
- Chesterton Meghraj
- Cholamandalam GMC
- Chrysallis HRD
- Citi Smith Barney
- Citibank
- Citicorp Financial Services
- Citicorp Maruti Finance
- Citicorp Securities
- Citigroup Global Services
- Coca Cola
- Corporate Executive Board
- CRODA Chemicals (India) Ltd.
- Crossword Software
- D E Shaw
- Dabur India Ltd.
- Dainik Jagran
- Darashaw & Co.
- DCM Benetton
- DCM Shriram
- Deloitte
- Deutsche Bank
- DIREM Marketing Services
- DLF Group
- DLF Pramerica Life Insurance
- DLF Universal
- DS Group
- DSP Merrill Lynch
- DTZ
- Dupont
- East India Hotels
- Eicher Goodearth
- Eicher Motors
- Electrolux
- E-Meditek Solutions
- Emrop International
- Engineers India Ltd.
- Ernst & Young
- Escorts Finance Ltd.
- Escorts Ltd.
- Escorts Mobile Communication Ltd.
- Escorts Mutual Fund
- E-Serve International Ltd.
- Essar Group
- Essel Propack
- Essel Shyam
- Eternity Infocom
- Executive Board
- FCB Ulka
- FCI
- Federal Mogul
- Fedex
- Feedback Ventures
- Fidelity Investments
- Finitives
- First Choice
- Fortis Healthcare
- Frost & Sullivan
- Fullerton
- Gati Logistics
- GE Capital Services India Ltd.
- GE Consumer Finance
- GE Countrywide
- GE Money
- GE SBI
- General Motors
- Genpact
- Globus Spirits
- GMR
- Godfrey Phillips
- Goodlass Nerolac Ltd.
- Goodyear
- Grail Research
- Grand Hyatt Hotel
- Grant Thornton
- GSK Marketing Federation
- Gujarat Heavy Chemicals
- Haier Mobile
- HBL Software
- HCL Infosystems Ltd.
- HCL Ltd.
- HCL technologies
- HDFC Asset Management Company Limited
- HDFC Bank
- HDFC Chubb
- HDFC Ltd.
- HDFC Standard Life Insurance
- Hero Corp.
- Hero Cycles Ltd.
- Hero Honda Motors
- Hewitt Associates
- Hewlett Packard
- Hindustan Times
- Hindustan Unilever Limited
- Holtec Consulting Pvt. Ltd.
- Honda Motorcycles & Scooters
- Honda Siel Ltd.
- HP
- HPCL
- HSBC
- HSBC AMC
- HSBC Securities
- Hyundai Motors
- IBM Global
- ICICI Bank
- ICICI Lombard
- ICICI Prudential Life Insurance
- IDBI Bank
- IDBI Principal
- Idea Cellular
- IFCI
- IFFCO TOKIO
- IIFCL
- IIS Infotech Ltd.
- IKEA
- IMRB
- IndiaBulls



- Indian Hotels Company Ltd.
- Indian Oil Corporation Ltd.
- Indica Research
- Indo Asian Simon
- Indraprastha Power Generation
- IndusInd Bank
- Infosys Technologies
- ING Vysya
- Ingersoll Rand
- INGRAM MICRO
- Invensys Powerware
- Invest Care
- ITC Agrotech
- ITC Ltd.
- ITC Welcomgroup
- Jagran Solutions
- James Martin & Co.
- Jaypee Industries
- JCB India Ltd.
- JHS Svenggaard
- JK Corporation Ltd.
- JK Dairy & Foods Ltd.
- JK Paper Ltd.
- Johnson & Johnson
- JPMorgan Chase
- Jubilant Organosys
- Jumbo Group (Dubai)
- K A Securities/Trustline
- K.C. Thapar Group
- Kale Consultants Ltd.
- Keane India
- Kimberly Clark Pudumjee Ltd.
- Kinetic Motors
- Kirloskar Pneumatic Company Ltd.
- Kotak Mahindra Bank
- Kotak Mahindra Old Mutual Life Insurance Ltd.
- Kotak Securities
- KPL International
- KPMG
- Krawler Information Systems
- Kritikal Solutions
- L&T Ltd.
- LeasePlan India Limited
- Leroy-Somer & Controls Pvt. Ltd.
- LG Electronics Ltd.
- Lifetree Convergence
- Living Media India Ltd.
- Lowe India
- LT Overseas Ltd.
- Lupin Laboratories
- Luxor Parker Writing Instruments
- Maastricht Bank
- Magma Leasing
- Magnum Nexus
- Mahindra Finance
- Mahindra Navistar Automotives Ltd.
- MakemyTrip
- Malwa Industries
- Mansukh Securities
- Maruti Insurance
- Maruti Udyog Limited
- Matrix Cellular Services
- Matsushita
- Max New York Life Insurance
- Max Pharma
- McKinsey Knowledge Centre
- Metlife
- Mitsui & Co.
- Mobile 18
- Modi Mundi Pharma
- Modi Xerox
- Modi Xerox Financial services Ltd.
- Modicare
- Monarch International
- MoserBaer India Ltd.
- Mother Dairy
- Motorola
- Mphasis BFL
- NALCO
- National Aviation Company of India Ltd.
- NDPL
- NEC
- Nestle
- Nestle India Ltd.
- New Holland Tractors
- Newgen Software
- Nielsen BASES
- NIIT
- NJ Indialinvest
- NTPC
- Oberoi Group
- Olympus (India) Pvt Ltd.
- ONGC
- Optimix
- Oracle Direct
- Oriental Bank of Commerce
- Oriflame
- Osram India Ltd.
- Ozone
- Ozone Ayurvedics
- Ozone Pharma
- Pantaloon
- Pashupati Acrylon
- Pepsi
- Perfect Relations Group
- Pipal Research
- Polymedicure
- Power Finance Corporation
- Power Grid Corporation
- PricewaterhouseCoopers
- Principal PNB
- Prognosys
- Punj Lloyd Ltd.
- Punjab National Bank
- Punjab Tractors Ltd.
- R.R. Oomerbhoy
- Radico Khaitan
- Radio Today
- Rajdoot Paints
- Rallis India
- Ramtech Solutions
- Ranbaxy Allied
- Raychem PRG
- Reliance Agrotech
- Reliance Industries Limited
- Reliance Infocom
- Reliance Life Insurance
- Reliance Retail
- Reliance Telecom
- Religare
- Research International
- Resurgent India
- RFCL
- Royal Sundram Insurance
- RPG Cellular
- Sahara India Pariwar
- SAIL
- Saint Gobain
- Samsung
- Satyam Computer Services
- SBI
- SBI Life Insurance
- Schlumberger
- Schneider Electric
- Shaw Wallace & Co.
- Shriram Honda
- Siemens Telecom Ltd.
- Silverline Industries Ltd.
- Silverline Telecom Ltd.
- Smithkline Beecham
- Spectranet Pvt. Ltd.
- Spencer's
- SRF Ltd.
- SSIPL
- Standard Chartered Bank
- Stanley Works
- State Trading Corporation
- Stryker India
- Surefin Finance
- Synovate
- Taj Hotels Resorts & Palaces
- TATA Consultancy Services
- TATA Indicom
- TATA Motors
- TATA Steel
- TATA Tele Services
- TATA Trent
- TDI Group
- Techbooks
- Tecnova
- Telcon
- Teleperformance
- The Smart Cube
- Thomas Cook
- Time Manager International
- Times Group
- Titan Industries Ltd.
- TNS Global
- Tommy Hilfiger
- Torrent Power
- Toshiba
- Turner Morrison
- TVS Motors
- UB Group
- Ujjivan Finance
- Unichem
- Unicorp
- Unilever Gulf
- United Spirits
- USA Web Solutions
- Usha International
- UTI AMC
- UTV
- Vaxtron
- Vertex
- VFC Industries
- Vidyut Metallics Ltd.
- Vodafone
- VOLTAS
- Volvoline
- VSNL
- Wimco
- Wipro Infotech
- WNS Global
- Xchanging
- Xcite Communication
- Zed Impex
- Zee Turner
- Zenith Optimedia
- Zydus Cadilla



web : [www.fsm.ac.in](http://www.fsm.ac.in)



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E-mail : [admissions@fsm.ac.in](mailto:admissions@fsm.ac.in)