



FORE School of Management
New Delhi

Management Development Programmes 2013-14



Building new vistas of knowledge

FORE School of Management, New Delhi

Calendar of Management Development Programmes (April 2013 - March 2014)

Sl. No.	Programme Title	Dates	Fees (Rs.)*		Programme Director (s)
			Non-Residential	Residential	
1.	Enhancing Managerial Effectiveness through Self-Awareness	May 1-3, 2013	18,000	32,000	Prof. Neetu Jain
2.	Spreadsheet Modeling for Financial Analysis	May 6-7, 2013	12,000	22,500	Prof. Himanshu Joshi
3.	Financial Intelligence and Financial Planning for Women Executives	May 9-10, 2013	12,000	22,500	Prof. Vinay Dutta/Prof. Shalini Kalra Sahi
4.	Developing Gender Sensitivity at Workplace	June 20-21, 2013	12,000	22,500	Prof. Sanghamitra Buddhapriya
5.	Applied Marketing Research	July 8-9, 2013	12,000	22,500	Prof. Asif Zameer
6.	Improving Interpersonal Effectiveness and Team Building	July 10-12, 2013	18,000	32,000	Prof. Neetu Jain/Prof. Neeraj Kumar
7.	Behavioral Finance and Investment Decisions	July 15-16, 2013	12,000	22,500	Prof. Shalini Kalra Sahi
8.	Work Life Balance for Women Executives	July 18-19, 2013	12,000	22,500	Prof. Sanghamitra Buddhapriya
9.	Effective Communication through Theatre Technique	July 22-24, 2013	18,000	32,000	Prof. Reeta Raina
10.	Effective Selling Skills	July 25-26, 2013	12,000	22,500	Prof. Asif Zameer
11.	Developing Emotional Intelligence for Professional Success	July 29-31, 2013	18,000	32,000	Prof. Sanghamitra Buddhapriya
12.	Advanced Excel Training	August 1-2, 2013	12,000	22,500	Prof. Sumeet Kaur
13.	Effective Spares Management: Winning in the Aftermarket	August 5-6, 2013	12,000	22,500	Prof. Mohita G. Sharma
14.	Superannuation Planning	August 7-8, 2013	12,000	22,500	Prof. Vinay Dutta
15.	Training of Trainers	August 12-14, 2013	18,000	32,000	Prof. Neeraj Kumar/Prof. Neetu Jain
16.	Understanding CRM for Developing Winning Strategies (including practice session on Microsoft Dynamics Software)	August 21-23, 2013	18,000	32,000	Dr. Jitendra K. Das
17.	Spreadsheet Modeling for Business Valuation	August 26-27, 2013	12,000	22,500	Prof. Himanshu Joshi/Prof. Vandana Gupta
18.	Enhancing Managerial Performance through Stress Management	August 29-30, 2013	12,000	22,500	Prof. Neetu Jain
19.	Effective Negotiation Skills	September 2-4, 2013	18,000	32,000	Prof. Neeraj Kumar/Prof. Prachi Bhatt
20.	Project Management Excellence through Information & Communication Technology	September 5-6, 2013	12,000	22,500	Prof. V.M. Mathur
21.	Finance for Non-Finance Executives	September 9-11, 2013	18,000	32,000	Prof. Vinay Dutta
22.	Corporate Social Responsibility (CSR) Practices in India	September 12-13, 2013	12,000	22,500	Prof. Shallini Taneja
23.	Effective Purchasing Skills	September 16-17, 2013	12,000	22,500	Prof. Mohita G. Sharma
24.	Managerial Leadership and Team Building	September 18-20, 2013	18,000	32,000	Prof. Sanghamitra Buddhapriya
25.	Financial Inclusion	September 23-24, 2013	12,000	22,500	Prof. Ravikesh Srivastava/Prof. Mohit Anand
26.	HRM for Line Managers	September 25-27, 2013	18,000	32,000	Prof. Neeraj Kumar/Prof. Neetu Jain
27.	Effective Brand Management	September 30-October 1, 2013	12,000	22,500	Prof. Freda J. Swaminathan
28.	Foreign Exchange Risk Management	October 3-4, 2013	12,000	22,500	Prof. Himanshu Joshi
29.	Effective Communication and Presentation Skills	October 7-9, 2013	18,000	32,000	Prof. Anita Tripathy Lal
30.	Effective Supply Chain Management	October 16-18, 2013	18,000	32,000	Prof. Upendra Kachru/Prof. Mohita G. Sharma/Prof. Neeta Gupta
31.	Understanding B2B Strategies (with INDUSTRAT Simulation Software)	October 21-23, 2013	18,000	32,000	Prof. Asif Zameer
32.	Selection & Interviewing Skills	October 24-25, 2013	12,000	22,500	Prof. Neeraj Kumar/Prof. Reeta Raina
33.	Psychometric Testing & Applications	October 28-29, 2013	12,000	22,500	Prof. Sanghamitra Buddhapriya/Prof. Prachi Bhatt
34.	Policy and Institutional Frameworks of International Trade	November 7-8, 2013	12,000	22,500	Prof. Faisal Ahmed
35.	Inventory Control Management Processes and Practices	November 11-12, 2013	12,000	22,500	Prof. Upendra Kachru
36.	Strategic Human Resource Management	November 18-20, 2013	18,000	32,000	Prof. Sanghamitra Buddhapriya
37.	Doing Business in India	November 21-22, 2013	12,000	22,500	Prof. Ravikesh Srivastava/Prof. Mohit Anand
38.	Enhancing Leadership Dimensions	November 25-27, 2013	18,000	32,000	Prof. Anita Tripathy Lal
39.	E-Governance: Concepts and Challenges	November 28-29, 2013	12,000	22,500	Prof. V.M. Mathur
40.	Developing Strategies for Business Growth and Excellence	November 28-29, 2013	12,000	22,500	Prof. Ravikesh Srivastava
41.	Understanding CRM for Developing Winning Strategies (including practice session on Microsoft Dynamics Software)	December 2-4, 2013	18,000	32,000	Dr. Jitendra K. Das
42.	Advanced Corporate Finance	December 4-6, 2013	18,000	32,000	Prof. Vinay Dutta
43.	Competency Based Approach to Effective Performance Management	December 9-10, 2013	12,000	22,500	Prof. Prachi Bhatt/Prof. Sumeet Kaur
44.	Enhancing Assertiveness & Positive Attitude	December 11-13, 2013	18,000	32,000	Prof. Anita Tripathy Lal
45.	Enhancing Sales Team Performance	December 16-17, 2013	12,000	22,500	Prof. Asif Zameer/Prof. Anupam Narula
46.	Export Management	December 18-20, 2013	18,000	32,000	Prof. Ravikesh Srivastava
47.	Coaching & Mentoring for Personal and Professional Success	December 23-24, 2013	12,000	22,500	Prof. Sanghamitra Buddhapriya
48.	Project Management	January 10-11, 2014	12,000	22,500	Prof. Gopal Kumar/Prof. Mohita G. Sharma
49.	Financial Intelligence and Financial Planning for Women Executives	January 13-14, 2014	12,000	22,500	Prof. Vinay Dutta/Prof. Shalini Kalra Sahi
50.	Improving Interpersonal Skills at Workplace	January 15-17, 2014	18,000	32,000	Prof. Sanghamitra Buddhapriya/Prof. Anita Tripathy Lal
51.	Consumer Behavior Based Business Strategies: Tools and Techniques	January 20-21, 2014	12,000	22,500	Prof. Anupam Narula
52.	WTO Agreement and its Business Applications – Gaining Competitive Advantage	January 20-21, 2014	12,000	22,500	Prof. Savita Gautam
53.	Finance for Non-Finance Executives	January 22-24, 2014	18,000	32,000	Prof. Vinay Dutta
54.	Building Competencies for Leadership Roles	January 27-29, 2014	18,000	32,000	Prof. Sanghamitra Buddhapriya/Prof. Neeraj Kumar
55.	Decision Making Techniques for Managers	January 30-31, 2014	12,000	22,500	Prof. Hitesh Arora
56.	Disciplinary Proceedings and Domestic Enquiry	February 3-5, 2014	18,000	32,000	Prof. Neeraj Kumar
57.	Total Quality Management	February 6-7, 2014	12,000	22,500	Prof. Neeta Gupta/Prof. Mohita G. Sharma
58.	Enterprise Risk Management for Creating Risk Intelligent Organization	February 10-11, 2014	12,000	22,500	Prof. Vinay Dutta
59.	Enhancing Managerial Effectiveness	February 12-14, 2014	18,000	32,000	Prof. Neeraj Kumar
60.	Effective Customer and Client Management Techniques	February 17-18, 2014	12,000	22,500	Prof. Freda J. Swaminathan
61.	Developing Communication Competency	February 20-21, 2014	12,000	22,500	Prof. Reeta Raina
62.	Emerging Trends in IT	February 24-25, 2014	12,000	22,500	Prof. V.M. Mathur
63.	Effective Negotiation Skills	February 26-28, 2014	18,000	32,000	Prof. Neeraj Kumar/Prof. Prachi Bhatt
64.	Project Management for Development and Social Sector	March 3-5, 2014	18,000	32,000	Prof. Ravikesh Srivastava

FORE School of Management

FORE School of Management (FORE) has been established by the Foundation for Organizational Research and Education, a non-profit organization, with a mission **“To achieve and sustain Leadership in Management Education, Research, Consultancy and Development”**.

FORE conducts following long-duration educational programmes:

- Two-year full-time Post-Graduate Diploma in Management (PGDM) approved and accredited by the All India Council for Technical Education (AICTE), Government of India and recognized as equivalent to MBA Degree of an Indian University by the Association of Indian Universities (AIU).
- Two-year full-time Post-Graduate Diploma in Management (International Business Management) approved by the All India Council for Technical Education (AICTE), Government of India.
- Three-year part-time Post-Graduate Diploma in Management (PGDM) approved by the All India Council for Technical Education (AICTE), Government of India.

Eminent academicians with many years of experience and experts from industry recognized nationally and internationally constitute faculty at FORE. FORE has in-house training facilitators in the field of HR Management, Financial Management, Operations Management, Marketing Management, Information Technology and Strategic Decision Making.

With a sharp focus on Management Education, Management Development Programs, Consulting and Research, FORE stands amongst the Top Business Schools in the country.

Management Development Programmes

In an ever growing business world acquiring and updating professional skills is a continuous activity for organizations with requisite inputs provided by reliably knowledgeable resource persons. FORE School of Management (FORE), among best business schools in the country, has been a forerunner in design and conduct of Management Development Programmes in terms of number, variety, reach and relevance of the programmes.

FORE conducts MDPs to equip managers with knowledge, skills and attitudes for effectively responding to global developments and competitive requirements. These MDPs are designed with an appropriate blend of conceptual knowledge and experiential learning to germinate, grow and harvest the soft, technical and managerial skills of participants in the contemporary business context with an emphasis on

developing ability to apply learning in an efficient and effective decision making in real world to boost the performance and privity of the organizations – be it in the private, public, government, social or non-governmental sectors.

In-company Programmes

FORE also conducts customized in-company management development programmes. These programmes are designed according to specific needs of the organizations. The pedagogy used is in keeping with the background, experience and aspirations of participants as specified by the sponsoring organizations. A brief list of in-company programmes conducted by FORE in recent past is as follows:

- “Building Managerial Competencies” for Powergrid
- “Communication and Presentation Skills” for Petronet LNG
- “Customer Relationship Management” for All-e-Technologies
- “Developing Emotional Intelligence Leadership” for Petronet LNG
- “Disciplinary Proceedings” for GAIL India
- “Effective Communication Skills” for Donaldson India
- “Enhancing Competencies for Business Development” for NTPC
- “Finance for Business Managers” for Lanco Infratech Ltd
- “Finance for Non-finance Executives” for JK Lakshmi Cement
- “Finance for Non-finance Executives” for Polyplex India
- “Financial Prudence” for Petronet LNG
- “HR for Line Managers” for Hindalco Industries
- “Improving Interpersonal Effectiveness & Team Building” for Petronet LNG
- “International Trade & Shipping Logistics” for STC
- “Interpersonal Skills” for STC
- “Labour Laws & Statutory Compliances” for SRF
- “Leadership & Managerial Skills” for BALCO Korba
- “Leveraging Knowledge & Learning Orientation” for Petronet LNG
- “Managing Change for Sr. Executives” for Indian Oil Corpn
- “Marketing for Non-Marketing Professionals” for Max Specialty Films
- “Operational Excellence” for Petronet LNG
- “Optimism & Positive Mindset” for Aga Khan Foundation (India)
- “Planning and Organizing” for Petronet LNG
- “Positive Power & Problem Solving” for Petronet LNG
- “Spare Parts Management” for NALCO
- “Stress Management” for Indian Oil Corpn
- “Stress Management” for NBCC Limited
- “Superannuation Planning” for STC
- “Team Building & Conflict Management” for Petronet LNG
- “Work Life Balance for Women Executives” for NBCC Limited
- “Work Life Balance for Women Scientists” for CSIR, Ghaziabad

The contemporary scenario of the Corporate Olympiad is fiercely competitive with uncertainties and ambiguities in the business environment. Corporate Renaissance – revival and rebirth – is the key mantra for organizations to participate and win the race. It is also about excitement and adventurous exploration which throws up opportunities and challenges that test human ingenuity and endurance. We at FORE School of Management see this as a corporate movement and want to take this further through our own action plans.

Indian organizations need leaders with a world vision, resolve and mindset to win. They must instill new dreams and hopes among organizational members, trigger creativity, activate release of collective energy of people in their respective organizations and initiate corporate transformation. FORE School of Management is embarking on this path to build corporate transformational leaders through its carefully designed Management Development Programmes.

I invite you to join the movement of FORE School of Management for building globally competitive organizations lead by transformational leaders.



Jitendra K. Das
Director

List of Participating Organizations

A2Z Group	Dhanuka Agritech	Indian Rare Earths Limited	North Eastern Electric Power Corporation Limited	SIMON India
Abbott Truecare Pharma Private Limited	DISH TV	Indo Canadian Consultancy Services	Northern Coalfields	Singapore Tourism Board
Abhishek Industries	Donaldson India Filter Systems Private Limited	Indraprastha Power Gen Co	NRDC	Singareni Collieries Co
Active Media Technology	Dorling Kindersley (India)	InterContinental Eros Nehru Place	NSIC	Sir Shadi Lal Enterprises
Adani Enterprises	Dr. Lal Path Labs	IRCON International	NTPC	SKH Metals
AES India	DRDO, MOD, GOI	IRCTC	NTPC-SAIL Power Co	Smart Cube
Agro Tech Foods Limited	ECCG	ISGEC	Nucleus Software Exports	Smile Foundation
Aircel	EDAG Engg & Design India	Jain Irrigation Systems Ltd	Numaligarh Refinery	SMS India
Allahabad Bank	Eicher Motors	Jaypee Hotels Limited	Obero Intercontinental	South Eastern Coalfields Limited
Amarpali Group	Elixir Web Solutions	JC Decaux Advertising India Private Limited	Oil India Limited	SRF Ltd
Andhra Bank	Emami Limited	Jindal Stainless	OKAYA Power Ltd	State Bank of Patiala
Apeejay Surrendra Management Services Private Limited	Engineers India	Jindal Steel & Power	Omaxe	STC
Apollo Munich Health Ins Co	ESIC	JK Cement	ONGC Petro-Additions	Steel Authority of India
Apollo Tyres	Evalueserve	JK Cement Ltd	ONGC Videsh Ltd	Stork Rubber Products
Aravali Power Company Limited	EXIM Bank	JK Lakshmi Cement	Orissa Hydro Power Corp	Stryker India
Arcent India	Faith Healthcare Private Limited	JK Lakshmi Cement Limited	Ortel Group of Companies	Subros Ltd
Artemis Medicare Services	Family Health International	JUSCO (A Tata Enterprise)	OTPC-ONGC Tripura Power Co	Sun Pharmaceutical Industries
Asahi India Glass	Fedders Lloyd	KAYA Limited	Oxfam GB	Sutra Handicrafts
Assam Electronics Dev Corpn	Feedback Ventures	KHD Humboldt Wedag India Private Limited	Panalpina World Transport India	Synergy Environics
AVIVA Life Insurance	Food Corporation of India	Kingfisher Airlines	Paramount Group	Syndicate Bank
Axis Bank	Foundation for MSME Clusters	Kotsons	Parle Biscuits	Synergy Corporate Interiors
Ayurved Ltd	G.D. Foods Manufacturing India Private Limited	KRIBHCO	Parsvanath Developers	Tamil Nadu Police Housing Corpn
Bajaj Capital	GAIL (India)	KSS KazStroy Service	Pawan Hans Helicopters	Tamilnad Mercantile Bank
Bank of Baroda	General Insurance Corporation of India	Lakshmi Vilas Bank	PCRA	Tata Chemicals Ltd
Bank of India	GHCL	LEA Associates South Asia Private Limited	Pearson Education India	Tata Consultancy Services
Bank of Maharashtra	Gilat Satellite Networks India	Lease Plan India	Penguin Books India	TATA Pigments
Barista Coffee Co	GMR-Delhi Indira Gandhi International Airport	Leighton India	Pentair Water India Private Limited	Tata Ryerson
Bceom India	Golden Peacock Overseas	Lemon Tree Hotel	Pepsico India Holdings	TATA Steel Limited
Becton Dickinson India	Gopalpur Ports Limited	LIC of India	Petro – IT Limited	Technip KT India
Behr India Limited	Grasim Industries Limited	Lumenis India Private Limited	Petroleum Planning & Analysis Cell	Tehri Hydro Development Corp
Benetton India	Greater Noida Industrial Dev Authority	MaFoi Management Consultants	Petronet LNG	Telecommunications Consultants India Limited
Bergen Systems	GSPC Gas Company	MAHA Vitaran	Pidilite Industries	Thales India Private Limited
Bharti AXA Life Insurance Company Limited	Gujarat Energy Training Research Institute	Mahanadi Coalfields Limited	PNB Housing Finance Ltd	THDC India Limited
Bharti Foundation	Gujarat Narmada Valley Fertilizers Limited	Maharashtra State Electricity Distribution Co	PNB Investment Services Limited	The Bank of Rajasthan
Biltech Building Elements	Gujarat State Petroleum Corpn	Mangalore Refinery and Petrochemicals Limited	Power Finance Corporation	The Boston Consulting Group
Biogen Idec Biotech India	Gujarat State Petronet Ltd	Marubeni Itochu Steel India	Promed Exports	The Energy & Research Institute
Brahmos Aerospace	HAFED	Maruti Suzuki India	PTC India Limited	The Oriental Insurance Company Limited
Bridgestone India	Hay Group	Max Bupa Health Insurance Co	Pulsar Knowledge Centre	The Singareni Collieries Company Limited
British High Commission	HCL Technologies	Max India Ltd	Punjab & Sind Bank	Thomson Digital
Bureau of Indian Standards	HDFC Limited	MAX Life Insurance Company Limited	Punjab National Bank	Torrent Power Ltd
C.B. Richard Ellis	Hero Exports	Max Neeman International	Quest Diagnostics India	Toshbro Medicals Pvt Ltd
Capital IQ Information Systems India	HeroMoto Corp	MAX New York Life Insurance Co	Radico Khaitan	Tourism Finance Corporation of India Limited
CBRE South Asia Private Limited	HGS (India) Ltd	MAX Speciality Films	Railtel Corporation of India	TRF
Centbank Financial Services Limited	Hill & Associate India	Mentor Graphics (India)	Rajasthan State Industrial Development & Investment Corporation Limited	Tricolite Electrical Industries
Central Bank of India	Himachal Pradesh Power Corporation Limited	Minda Industries	Ranbaxy Laboratories	UCO Bank
Central UP Gas	Hindalco Industries	Minda Silca Engg	Rashtriya Chemicals & Fertilizer	Union Bank of India
Chambal Fertilizers & Chemicals	Hindustan Aeronautics Limited	MMTC	REC Transmission Projects Co	Uniproducs (India)
Chhattisgarh State Power Distribution Company Limited	Hindustan Insecticides	Modi Arc Electrodes Co	Relaxo Footwears	United Biotech
Cholamandalam MS Gen Ins	Hindustan Petroleum Corpn	Mohan Exports (India)	Resmed India Private Limited	US Embassy
Cincom Systems India	Hindustan Sanitaryware & Industries	Mondial Services (India)	Rio Tinto India	Usha Shriram (India)
Coca-Cola India	Hindustan Tin Works	Motherson Sumi Systems	RITES	Uttarakhand Power Corpn
Cochin Shipyard Limited	HMT Machine Tools	MRF	Robert Bosch India	Uttaranchal Gramin Bank
Coffee Board	Honda Motorcycle & Scooter India	Munish Forge	Rockwell Automation	Uttaranchal Jal Vidyut Nigam
Consulting Engg Services (India)	HP Power Corporation Limited	Musashi Auto Parts India	Rockwin Flometer India	Vatika Group
Continental Engines	HSIL Limited	NABARD	Rohan Motors	VATIKA Ltd
Coming SAS	Hyundai Mobis India Limited	Nainital Bank	RSWM	Vijaya Bank
COX & Kings Limited	IDBI	NALCO	Rural Electrification Corpn	Visakhapatnam Steel Plant
Cyber Media (India)	Idea Cellular Ltd	Narmada Hydroelectric Dev Corp	Sage Publications	Vodafone Essar Mobile Services
Dabur India Limited	IFFCO	National Backward Classes Fin & Dev Corpn	Sara International	Voltas Limited
DCM Engineering	IFFCO Chhattisgarh Power Ltd	National Commodity & Derivatives Exchange	Satluj Jal Vidyut Nigam	VRS Foods Limited
DCM Shriram Consolidated	IND Swift Limited	National Fertilizers	Schenck RoTec India	World Health Organization
De La Rue Cash Processing Solutions (I)	India Today Group	National Housing Bank	Seclore	Yamuna Power & Infrastructure Limited
Dedicated Freight Corridor Corpn of India	Indian Bank	National Skill Dev Corpn	Seco Tool India	
Delhi Transco Limited	Indian Compressors Ltd	NCDC	Secure Meters	
DEN Networks Limited	Indian Metal & Ferros Alloys	NHPC	Sesa Goa	
Development Credit Bank Limited	Indian Oil Corporation - R&D	NIIT Ltd	Shri Ram Pistons & Rings	
DFID India	Indian Overseas Bank	North Eastern Council		
	Indian Railway Finance Corpn			

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