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### Message by Area Chair-IT

FORE is delighted to introduce a brand new two year PGDM program with specialization in Big Data Analytics from this year. Our Institute has been successfully running its other two-year programs PGDM,PGDM-IB & PGDM-FM over the years.In this digital era of increasing data and automation big data analytics is finding an important use across industry and has a significant impact. Various studies from PwC and other leading global firms are very optimistic about the potential and growth for big data analytics jobs. The IBM report predicted that the number of big data job openings would grow from around 360,000 to 2.7 million by 2020. In other words, around 2.3 million new big data jobs would be created. The PwC report predicts that 2.7 million new jobs would be created. They will be the integral part of the future workforce. The analytics capabilities are becoming a major differentiator both for executives and for the organizations. The emphasis of this program is to skill the students with the big data analytics capabilities both at conceptual and application level to help them develop data driven strategies and solve business and managerial problems. Our curriculum is designed such that students acquire conceptual understanding of theoretical and abstract concepts, big data ecosystem, computing and programming environment and business problems and abreast with remain all developments and innovation in the industry.

Through our pedagogy, hands on data based decision and analytics projects and case-based methodology of teaching and Immersion and exchange programs, this program will be a gateway to excellent career opportunities in data



analytics. By joining this program, you will do a great investment in your future.

On behalf of FORE, wishing you the very best!!!

#### Dr. Lalit K Jiwani

PhD, IIT Delhi; M.Tech. (Integrated Electronics and Circuits) IIT Delhi; MS (Physics), IIT Kanpur; BSc(H) Physics, Delhi University.



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

FORE has been setting benchmarks in management education for the last 26 years. This is aptly reflected in the top rankings by leading B-Schools' surveys of the country. In a survey conducted by CRISIL – a leading Ratings, Research, Risk and Policy Advisory Company in India, FORE has been awarded A\*\*\* grading (the highest rating level) for the Delhi-NCR region.

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 School of Management, New Delhi aim at developing multiple skills including managerial decision-making, problem-solving, analytical

reasoning, communication, creativity and innovation. The Institute has a Board of Directors with representatives 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, Strategic Management, Human Resource Management, Finance, Operations, Marketing, Information Technology, Economics and International Business.

The members of faculty are drawn from leading national and international institutions and industries and 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.

# Post Graduate Diploma in Management (Big Data Analytics)

#### Introduction

The two-year full-time Post Graduate Diploma in Big Data Analytics is an AICTE approved program. It is designed on a unique curriculum structure to cater to the growing requirements of analytic professionals in the field of business and management. With the increasing usage of internet and smart devices both in business processes and otherwise, there is an explosion in the generation of data. The data is becoming an increasingly important part of strategy and decision making from boardroom to shop floor. Getting insight from this data demands sophisticated tools, models and processes. Through this new management program our objective is at building future managers with data analytics capabilities for a corporate career in the several key disciplines. It is our constant endeavour to enhance the knowledge and skill sets of future managers so that they are adequately equipped to accept the challenges posed by the increasingly technology driven business environment.

One of the important aspects of a technological driven economy is that innovation and disruption are at its core. The industries are changing at a fast pace and so does the skills required. The programme focuses on the fundamental concepts of management, organisation, finance, operations, behaviour, marketing and law. The program is designed in such a manner that the role of analytics is emphasised from the very beginning of the program. Through this program students will be exposed to core managerial concepts, business problems, big data ecosystem, case studies, data driven case studies and tools, platforms and software to solve them. It is our endeavour that through this program the student remains abreast with important developments and innovations in the industry.

#### The managers with analytics capabilities will find prominent role in the diverse areas

E-Commerce
Manufacturing and supply chain
Healthcare
Banking and Financial services
Consumer and retail
Education
Public and utility services
Agriculture and Agri-business
Advertising and Marketing
Marketing Research
HR

MIS

#### **Programme**

The main goal of the programme is to build strong management capabilities with analytic focus. It intends to achieve by offering courses in the areas of management, organization, finance and accounting, economics and business policy, behavior and human resources management, marketing and strategy, optimization etc. through unique pedagogy. The courses use key insight from case studies, role playing, software packages and laboratories. At the same time the program focuses on the role and use of big data analytics, machine learning, social media analytics, cloud computing etc in solving problem core business problems through various elective courses. For this the courses use a variety of analytic packages and software like Excel, R, Tableau, Python, Tensorflow, Keras, Scala, Google Analytics etc. The critical role of information technology is highlighted. The real data is used from a variety of sources. Hands on data and live execution of code is an important aspect of the pedagogy. The students will have a variety of choices in choosing the courses depending on the role they want to play in their professional life. In the emerging business environment there is a fundamental change coming in the nature of work. Humans and machines collaborate to make decisions.

Big Data analytics techniques are finding a central place in some of the leading corporations in the world. They are key enablers for launching products, creating markets, productivity, efficiency, customer relation and experience, marketing, branding, supply chain and distribution. The impact is only going to grow in the future, which makes it almost imperative for managers and corporate leaders to equip themselves with basic skills in Big Data.

#### **Programme Objectives**

- Familiarizing the students with the increasing role of data and insight it brings to decision making at different levels of organizations.
- Developing a right set of management and analytical skills to work in the diverse set of data driven industries like E-Commerce, banking and financial services, operations, supply chain and healthcare etc.
- Developing conceptual framework for analytical models, strategies and their deployment in various industries.
- Developing hands on capabilities on the technological driven variety of integrated tools and analytic toolkits and platforms.
- Developing optimal data driven strategies for the organisations or business units in an automated fashion to help business processes improve and bring insight and innovation.

#### **Eligibility Criteria**

The candidate must hold a Bachelor's degree with MINIMUM 50% marks in aggregate of all the subjects studied at any of the Universities incorporated by an Act of Central or State Legislature in India or other Educational institutions established by an Act of Parliament or declared to be deemed as a University under Section 3 of UGC Act 1956 or possess an equivalent qualification recognized by the Ministry of HRD, Govt. of India. The Bachelor's degree or equivalent qualification obtained by the candidate must entail or minimum of 3 years of education after completing Higher Secondary Schooling (10+2) equivalent.

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Candidates appearing for the final year degree examination in the year 2020 can also apply subject to furnishing the proof of having passed graduation by Monday, October 1, 2020 and obtaining minimum 50% marks in aggregate total of all the subjects studied failing which the provisional admission will be cancelled and no fee will be refunded in lieu thereof.

All candidates are required to take the Common Admission Test (CAT-2019) conducted by IIMs, XAT-2020 conducted by XLRI, Jamshedpur or should have a valid GMAT score in a test taken between 1st January 2018 and 10th January 2020.

#### **Selection Criteria**

- Short-listing on the basis of CAT/XAT/GMAT Score.
- Personal Interview (PI).
- Final selection on the basis of CAT/XAT/GMAT score, performance in PI, academic performance and work experience.

#### **How to Apply**

#### Candidates interested in applying are requested to note the following:

- Candidates can apply online http://admissions.fsm.ac.in/. For online application submission candidates need to pay either through net banking or credit/debit card.
- Candidates can apply either in Self Sponsored Category or Company Sponsored Category. Change in category is not allowed.
- Applicants need to pay the application fee as mentioned below.

No. of Programmes Applying for	Base price in Rs.	18% GST	All-inclusive Application Fee in Rs.
One programme	1,650	297	1,947

- Candidates applying under Company Sponsored Category need to download the format from the website and submit the Company Sponsored Certificate in the given format within the stipulated timeframe.
- Candidates shortlisted for the "Selection Process" must review their Application Form compulsorily before appearing for the selection process.

#### **Programme Fees**

The programme fee is detailed below:

CATEGORY	FEES	INSTALLMENTS
Self-Sponsored Category	Rs.14,98,000	4 equal installments of Rs. 3,74,500 each
Company Sponsored Category	Rs. 22,47,000	4 equal installments of Rs. 5,61,750 each

The above fee is inclusive of tuition fee, examination fee, extra and co-curricular activities, library, books and reading material, IT Services etc.

A one-time Registration Fee of Rs. 22,000 (Rupees TWENTY-TWO Thousand only) including a) Rs. 5,000 towards Security Deposit (refundable), b) Rs. 3,000 towards Library Security (refundable), c) Rs. 5,000 towards Medical Insurance with Personal Accident Policy for 2 years, d) Rs. 2,000 towards Journal subscription for 2 years, and e) Rs. 7,000 towards Student Activities charges.

#### We offer an enriched and value added programme encompassing the following:

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

#### **Merit-cum-Means Scholarships**

FORE School of Management, New Delhi offers scholarships to meritorious students for PGDM and PGDM-IB Program. The Merit-cum-Means Scholarship is provided on the basis of academic performance and economic condition of the students. This scholarship provides for 100 per cent tuition fees waiver (Category-I), 50 per cent tuition fees waiver (Category-II) or 25 per cent tuition fees waiver (Category – III) to students selected for this scholarship as per the rules of the institute.

Note: In case of a dispute, the jurisdiction would be Delhi only.

# Post Graduate Diploma in Management (Big Data Analytics)

#### **Programme Structure**

A student at FORE is required to do 103.5 credits (total) for the award of Post Graduate Diploma in Management. Out of the required credits, 97.5 credits come from classroom teaching, and the balance 6.0 credit from Summer Internship. For the students enrolled in PGDM(BDA) the 97.5 credits of classroom teaching are obtained from 57.0 credits of core courses, and 40.5 credits of electives. In addition, the students will be required to do an internship of eight weeks' duration after the completion of first year in an organization primarily on business data analytics. It must be noted that the credits earned from Summer Internship are not used for calculation of CGPA.

#### **Courses and Credits**

A student is required to do 60 credits of courses in the first year of the program. The Year and Term-wise Credit Course structure in the PGDM program is as under

YEAR AND TERM WISE CREDIT COURSE STRUCTURE		
First year		
Term-1	21 credits (Core)	
Term-2	21 credits (Core)	
Term-3	18 credits (12 Credits Core + 6 Credits Elective)	
	mersion Program (IIP) of 1.5 credit (will reflect in Term-6) ernship Project of 6.0 credit	
Second year		
Term-4	18 credits (Electives)	
Term-5	9 credits (Electives)	
Term-6	10.5 credits (electives including 1.5 credit earned in IIP)	
Total	103.5 credits	

#### **Electives**

From Term-3 onwards in the First Year, students will be required to undertake Elective courses. A student enrolled in the PGDM (BDA) program, is required to complete 37.5 credits from the Elective courses spread over Term-4 to Term-6 in the Second year of the Two Year Program. Out of the above, 1.5 credit will accrue in Term-6 from the IIP held in between Term-3 and Term-4.

FORE School of Management offers dual specialization to all the students enrolled in its program. This means that a student may specialize in at most two Areas. For students enrolled in PGDM(BDA), one of the specializations must be Big Data Analytics. To specialize in "Big Data Analytics", the PGDM(BDA) student needs to do prescribed 54.0 credits core courses and 19.5 credits electives (including 1.5 for IIP). In order to specialize in any Area of specialization, a student will need to take 15 credits of electives in the chosen area of specialization. This requirement of 15 credits is both minimum and maximum. Students enrolled in PGDM(BDA) are also not allowed to specialize in "Information Technology" area. Students are not permitted to specialize in any third area, and as such, he/she will not be allowed to opt for more than 9 credits out of the balance credit of courses from any one area.

Following are the courses term wise:

NAME OF THE COURSE	AREA	CREDITS
Term 1		21 credits
Managerial Communication	Communication	3.0
Managerial Economics	Economics and Business Policy	3.0
Financial Accounting	Finance and Accounting	3.0
Marketing Management-I	Marketing	3.0
Human Behaviour in Organizations	OB & HR	3.0
Business Analytics-I	QT & OM	3.0
Optimization Model for Decision Making	QT & OM	3.0
Term 2		21 credits
Written Analysis and Communication	Communication	3.0
Data Exploration with Python	Information Technology	1.5
Corporate Finance	Finance and Accounting	3.0
Information Technology and Systems	Information Technology	3.0
Marketing Management-II	Marketing	1.5
Human Resource Management	OB & HR	1.5
Organizational Design and Change	OB & HR	1.5
Business Research Methods	QT & OM	1.5
Operations Management – I	QT & OM	1.5
Strategic Management	Strategy	3.0

Term 3		18 credits
Business Ethics and Corporate Social		
Responsibility	Economics & Business Policy	3.0
Data Visualization	Information Technology	1.5
Digital Commerce	Information Technology	1.5
Project Management	QT & OM	1.5
Operations Management – II	QT & OM	1.5
Strategic Entrepreneurship and New		
Age Business Model	Strategy	1.5
Managerial Skills for Effectiveness	OB&HR & Communication	1.5
Elective-1	Information Technology	1.5
Elective-2	Information Technology	1.5

#### List of the PGDM(BDA) Electives (Subject to Change)

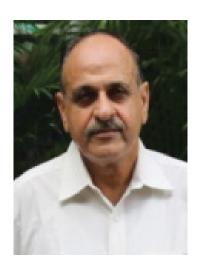
COMMUNICATION	
Cross Cultural Communication	1.5
Effective Leadership Communication Through Theatre Techniques	3.0
Communication on Digital Platforms	3.0
Enhancing Your Personal Brand Through Theater Technique	1.5
ECONOMICS & BUSINESS POLICY	
Social Enterprise and Sustainable Development in Emerging Economies	3.0
Foreign Trade and Exchange Market	3.0
Public Policy for NGO Management	3.0
FINANCE AND ACCOUNTING	
Financial Markets, Institutions and Services (SAPR)	3.0
Equity Valuation and Portfolio Management	3.0
Commercial Banking Practices and Treasury Management	3.0
Financial Derivatives	3.0
Investment Banking	3.0
Wealth Management and Alternative Investments	3.0
Fixed Income Securities and Structured Products	3.0
Project Appraisal and Financing	3.0
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Applied Financial Risk Management	1.5
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Trade and Geopolitics (SAPR)	1.5
International Management	3.0
International Financial System	3.0
Export-Import Management: A Starter's Tool Kit	3.0
Business in Asia-Pacific	3.0
International Finance and Forex Management	3.0
Global Financial Risk Management	3.0
International Economic Organisations	3.0
Trade Data and Trade Opportunities	1.5
Commercial Geography	1.5
Confinercial Geography	1.5
MARKETING	
Consumer Behavior	3.0
Sales, Distribution and Retail Management	3.0
Marketing Strategy with MARKSTRAT	3.0
Advertising & Brand Management	3.0
Advanced Marketing Research	3.0
Digital Marketing & Analytics with Digital MediaPro	3.0
B2B Marketing	3.0
· · · · · · · · · · · · · · · · · · ·	1.5
Rural Marketing	
Services Marketing	1.5
Marketing Models and Analytics	1.5
ORGANISATIONAL BEHAVIOUR & HUMAN RESOURCE	
Employee Relations - Legislations and Compliance (SAPR)	3.0
Competency Mapping	3.0
Learning & Development	3.0
Business HR	3.0
Personal Growth Lab	3.0
Leading Organisational Change & Transformation	3.0
	3.0
Performance and Compensation Management	
People Analytics	1.5
HR Issues in M & A	1.5
Managing Talent and Career in Organisations	1.5
Negotiation Skills	3.0
OPERATIONS MANAGEMENT	
Business Analytics - II (SAPR)	3.0
Multivariate Data Analysis	3.0
Procurement Manufacturing Planning & Control	3.0
Advance Project Management	3.0
Operations Strategy	3.0
Service Operation Management	3.0
Supply Chain Management	3.0
World Class Operations	3.0
Decision Modelling with Spread Sheet	3.0
Global Logistics Management	1.5
Clobal Logistics Management	1.0

STRATEGY	
Executing Strategies in Dynamic Market Landscape	3.0
Creativity and Design Thinking for Strategic Value Creation	3.0
Strategists' Tool-kit and Competitive Intelligence	3.0
Strategic Innovation: Building & Sustaining Business Ecosystems	3.0
Mergers & Acquisitions	3.0
Strategy Business Simulations using CESIM	3.0
Strategic Analysis and Globalization	3.0
Disruptions and New Business Opportunities in Indian Industry	1.5
Systems Thinking	1.5
INFORMATION TECHNOLOGY	
Machine Learning with Python (SAPR)	3.0
Big Data And Data Analytics For Managers (Using Python) (SAPR)	3.0
Deep Learning and NLP (SAPR)	3.0
Social Media Analytics	3.0
Machine Learning, Blockchains, Fintech	3.0
Managing Business on Cloud	3.0
Financial Engineering using R	3.0
Business Development In IT	3.0
Data Summarization And Visualization	1.5
	4 5
Cyber Security	1.5



## The Faculty Information Technology



#### **Prof. Ashok Kumar Harnal**

B.Tech, IIT Delhi; M.Phil (Social Sciences), Punjab University, Chandigarh; MA (Economics); Diploma in Project Management, Punjabi University, Patiala

31 Years of Experience

#### **Brief description of Experience**

Expert in implementing Hottonworks and Cloudera based multi layered big-data systems. Extensively taught faculty and students on the subject of big data technology analytics. Participated in various machine learning competitions with real world data in areas of business. environment, marketing and advertisement.Conceived, planned & implemented Defence Estates three country-wide information svstems:a.Raksha Bhoomi to computerize land records;b.Knowledge Management of land-title related files/maps in all Defence Estates offices:and c.Setting uр of Disaster а Management organization, ArchivalUnit and Resource Center, at Delhi for safe storage of land-title related records in paper, digital & microfilm forms.



#### **Prof. Lalit K Jiwani**

PhD, IIT Delhi; M.Tech. (Integrated Electronics and Circuits) IIT Delhi; MS (Physics), IIT Kanpur; BSc(H) Physics, Delhi University.

15 Years of Experience

#### **Brief description of Experience**

He has worked both in prominent academia and industry. He has earned PhD, IIT Delhi (Signal Processing) and M.Tech. (IC) from Department of Electrical Engineering, IIT Delhi. He has teaching and research interests in the area of Information Technology and Systems, Digital Commerce, Machine Learning, Deep Learning, NLP, Statistics, Analytics, Visualization, Big Data Analytics and Computational Intelligence. His primary thrust is in the creation and application of Information Technology for Business and Management. He has conducted various MDP's for executives on the above themes.

He has earlier worked with technology majors Motorola and Moschip Semiconductors. He was an expert panelist at "Higher Education, Skill and Livelihood" Conclave organized by ASSOCHAM in March 2020. He was also invited by technological majors Intel and IBM corporation for faculty development programs. He has also reviewed MHRD's NPTEL courses. He has presented his work in leading conferences of IEEE and European Signal Processing Society in USA, Canada, Denmark, Singapore and India.



#### **Prof. Rajneesh Chauhan**

PhD, IMT Ghaziabad - NLU; PGDBM, IMT Ghaziabad; B.Tech. (Electrical), National Institute of Technology Hamirpur

21 Years of Experience

#### **Brief description of Experience**

With more than two decades in the area of IT, ERP, Consulting and Operations Management, he has worked extensively with Fortune 500 clients across Asia Pacific, Europe Americas. Within India, he has worked with clients in Government as well as Private sector. He started his career in the R & D unit of a Fortune 500 organization. He has also worked with Infosys, where he was the "Operations & Strategy" Head for Enterprise Solutions, a business unit with annual revenues of 1,000 Million USD, 10,000 employees and CAGR of 33 %. He was a part of Infosys Senior Management, was a level below the Infosys Executive Board and reported into board member of Infosys China.



#### Prof. Rakhi Tripathi

PhD, I.I.T., Delhi; MS (Computer Science), Bowie State University (University of Maryland System), USA

8 Years of Experience

#### **Brief description of Experience**

She is an expert in Digital Innovation and technologies. Several research papers on this topic have been published in international journals and magazines. She has worked on the Projects on Cloud computing, Digital innovation and Web analytics and has published her work in journals and books. Prior to FORE, she has worked as a senior project scientist at I.I.T., Delhi on a prestigious project on Computer Networks. She is also the Head of Centre for Digital Innovation at FORE which is responsible for the digital presence of FORE School of Management: Website (SEO, Content, Backend integration), Social Media Analytics (Facebook page, Twitter page and LinkedIn page) and Web analytics. She has been awarded 'Best Professor in Information Technology Management' in 2012 by National Education Awards.



#### **Prof. Shilpi Jain**

FPM, MDI-Gurgaon; M.Tech (Information Systems), NSIT, Dwarka; MBA (Marketing) Institute of Management Science & Productivity Research, Delhi

20 Years of Experience

#### **Brief description of Experience**

Professor of Shilpi Jain is a Business Administration in the Information Technology Department at FORE School of Management, and the faculty chair of Purchase Committee. She also serves on the institutions' Faculty Committee & Research Committee. Her current research is in applied and empirical user behavior on social media & e-commerce, digital inclusion at grassroots level, and adoption of disruptive technologies which includes digital currency, gamification, and enterprise systems on cloud. At present, she is a co-chair of a funded longitudinal policy research project which aims to evaluate the impact of internet connectivity in rural India and its' influence on the regularization of Rural Telecom ISPs.

She has held research positions in a variety of functional areas. During her stint at Infosys Research Labs, she has designed prototypes for virtual team training platform enabling paired programming, country risk analysis framework, and dynamic resource sharing across geographies.

She chairs several executive education programs on e-commerce strategies, managing business on cloud, data summarization, and business storytelling with data. A regular author in National Newspaper, she has coauthored numerous business case studies and research articles in journals including Ivey Publishing, ACRC, ACRJ, and Team Performance Management. She has been presenting her research in conferences of repute like ICSE, PACIS, AMCIS, and ANZAM.



#### **Prof. Somayya Madakam**

Fellow (NITIE), Mumbai; MBA (IT+HR)–Andhra University; B. Tech (Computer Science and Systems Engineering)–Andhra University, Visakhapatnam

8 Years of Experience

#### **Brief description of Experience**

Qualified UGC-Junior Research Fellowship and Lectureship. He worked for Tata Institute of Social Sciences (TISS), Mumbai, circa six years as a Systems Analyst-cum-Programmer. Due to keen interest in research and academics, in 2012 joined in National Institute of Industrial Engineering (NITIE), Mumbai for doing Fellow Program in Management and in 5.4 years, he submitted his thesis on "Internet of Things (IoT) Technologies in Smart Cities: An Exploratory Study in India". During this period, he presented his academic research work in both Inter/national conferences including at Bangkok (Thailand), Dubai (UAE), Alicante (Spain), Fairfax (USA) and Porto (Portugal). He also published more than 20 articles together with journals, book chapters and posters. He is an upcoming evangelist on "The New Language of Publications".



**Prof. Sunita Daniel** 

PhD (Department of Mathematics and Statistics), IIT Kanpur; M.Phil. (Department of Mathematics), University of Madras; M.Sc.(Mathematics), B.Sc (Mathematics), University of Madras

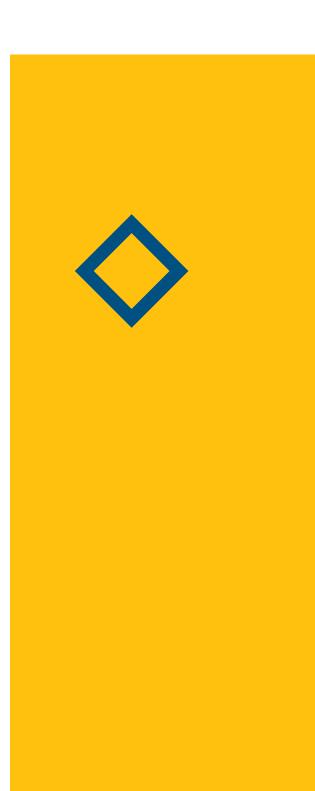
21 Years of Experience

#### **Brief description of Experience**

Having been in teaching and research for over 21 years, she is passionate about her subject, and sharing it with others. Extremely versatile in her interests, her research has covered a wide range of topics, from abstract algebra to creating algorithms for designing curves during her PhD, even venturing into disease modelling and epidemiology. She has also worked on a project sponsored by the National Board of Higher Mathematics (NBHM) at IIT Kanpur, during which she was part of a team which was working on developing computers as a teaching aid in Mathematics

After her PhD she was awarded a research project under the "DST Fast Track Young Scientist Scheme" which was carried out at JNU. New Delhi, during which time, she continued her work on developing algorithms for designing curves and surfaces. She has presented various research papers at international conferences held at Dubai, Malaysia, Turkey, China and Zurich, and has also published her research work in reputed international journals.

A teacher at heart, she has taught various courses over the years, often stepping out of her comfort zone, to teach unfamiliar subjects, such as financial modelling, biostatistics, statistical quality control etc. She has also guided students in small research projects within and outside the scope of their curriculum, instilling a love of research even in young hearts and minds



### FORE SCHOOL OF MANAGEMENT, NEW DELHI



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