



FOREprints

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Message from Director



In January 2015, US President Barack Obama will be travelling to India to be the Chief Guest in our Republic Day celebrations on 26th January. This is 'a first' of its kind signaling a new chapter in Indo-US ties. This visit is being viewed as a symbol and opportunity of strengthening and expanding Indo-US bilateral relations into a global strategic partnership. In the last September 2014 visit of our Prime Minister Narendra Modi to the US, the two leaders recognized the critical role to be played by the businesses of the two countries in achieving a sustainable, inclusive and job-led growth and development. India desperately needs to push up the economic activities in the rural India. A foremost requirement for this would be the creation of physical, energy and IT infrastructure in the rural India backed up with local enterprise financing. US can play a useful role in developing business models aimed at fulfilling the above. Thus, while the focus of the Indo-US partnership may be dominated by the big-ticket items, such as, the defense sector, nuclear energy sector, technology, trade & investment collaborations; it must be ensured that the rural sector for its physical, energy and IT infrastructure need is also given amply high importance. The creation of an attractive and lucrative business environment impacting various sectors, such as, energy, technology, security, education, health, trade and investment among others is, thus, expected to reap positive benefits in innovation, advanced manufacturing, increased investments by FIIs, capital market development, infrastructure financing and IT-enabled services in India. It is reported that the US is aiming for a five-fold increase from around \$100 billion annual goods and services trade with India in 2013 to \$500 billion by the year 2024. A strong Indo-US bilateral economic and trade relations would be the foundation of this landmark power-friendship.

The success of the power-collaboration between India and the US rests on three important pillars. First: ability to effectively resolve outstanding issues involved in security and counter-terrorism collaboration to ensure a safer business environment. Second: an efficient Joint-Initiative Plan to strengthen Indo-US economic relations. And third: wisdom to recognize the strategic importance of such wide-ranging collaborations. President Obama's visit brings an opportunity to the Modi government to actively contribute to the creation of a 'New World Order'!

Dr. Jitendra K. Das

Editor's Desk



Faculty Editor

Today, businesses all over the world are facing the tough job of meeting intensified customer demands and the ones that would emerge as winners are those that would have the ability to embrace this challenge as an opportunity. The businesses that are struggling in the market place are the ones that have either got their business models wrong or have not been able to innovate or reconceive their business models with the changing times. Undoubtedly, technology is playing an extremely important role in modern business. Be it Dell, eBay or Amazon, each owes its success to how the company built its business model using information technology. The concept of business models have witnessed three phases. Initially, a business model referred to 'an integration of various business functions in order to translate into value creation'. Next, business model was considered as 'the marriage of traditional business with the Internet to create Innovation'. More recently, successful businesses are working on 'innovating' their business model itself as a strategy to achieve competitive advantage. Prime Minister Narendra Modi's 'Make in India' campaign is nothing but Business Model Innovation for India to 'facilitate investment, foster innovation, enhance skill development, protect intellectual property and build best-in-class manufacturing infrastructure'. Students, we must constantly strive to re-invent ourselves if we want to be successful in life. Re-inventing refers to optimizing our existing strengths and to transforming them towards positive growth.

Dr. Hitesh Arora



Student Editor

2014 gave us many reasons to be a proud Indian. Be it Narendra Modi's sweeping changes, the ISRO Mars mission or ISL's runaway success, the past year gave us plenty to be optimistic and hopeful, as well as make up for all that went awry in 2014. Back home at FORE, more number of events were organized, and how. Genesis'14 and FIFC were very well received. More students brought accolades to the institute through participation in a multitude of events. Hence, this edition is an honest attempt to help readers relive these as well as many other memorable events in the past three months at FORE.

With immense gratitude to the entire editorial team, I present to you, the first FOREprints of 2015.

Ankit Sharma

Patron	Student Editorial Team	
Dr. Jitendra K. Das	• Ankit Sharma	• Ishana Singh
Faculty Editor	• Supriya Sharma	• Shweta Wattal
Dr. Hitesh Arora	• Shambhvi Singh	• Abhishek Tyagi
	• Debpriya De	• Ashish Dua

FORE International Finance Conference 2014

FORE International Finance Conference 2014 (FIFC 2014) was organized on November 27-28, 2014 at the campus of FORE School of Management.

The conference started with an impressive Inaugural Session on November 27, 2014 morning. Distinguished guest speakers enthralled the conference with their depth of knowledge, command over the subject coupled with excellence in communication through simple presentation of futuristic developments in finance.

Dr. Jitendra K. Das, Director FORE School of Management, delivered the welcome address. Mr R.C Sharma, President, FORE shared his thoughts on promotion of research at FORE as a key activity.

Mr. Sutanu Sinha, Chief Executive, Institute of Company Secretaries of India, shared his views on steps in the offing to rationalise multiple reporting formats for financial disclosure by companies in practice at present. He also explained some of the features of Unified Data Centre being evolved.

Dr Subir Gokarn, Chief Guest of the conference delivered an address that was an icing on the cake. He covered a wide range of topics under what constitutes ideal Financial System with five pillars of Efficiency, Financial Stability, Transparency, Inclusion and Sustainability. He gave the background, rationale and structure of each of the pillar with what needs to be done to ensure that Financial System operates in the best possible way.

The event had a book release ceremony for an edited book titled Reinventing Marketing for Emerging Markets, comprising of select research papers presented at FORE International Marketing Conference 2013, organized by FORE School of Management in November 2013. The book was released by Dr Subir Gokarn, Former Deputy Governor, RBI, as Chief Guest and dignitaries present at the dias in the Inaugural Ceremony.

The second session was a panel discussion on the topic 'Mission Make in India- Financial Challenges'. The panel discussion had a divergent range of views presented on the topic with panelists drawn from Banking, Venture Funding, Corporate Finance, Rating Agency and Consulting in regulatory and tax aspects. Mr. Ravi Shinghari, KPMG, presented the prospects of 'Make in India' in relation to buying habits of Indians and its effect on manufacturing sector. Mr. Manoranjan Sharma, Chief Economist and General Manager, Canara Bank discussed effect of inflation on employment and the concept of unemployment and unemployability. He also



Mr. R.C. Sharma (President, FORE) lighting the lamp



Mr. R.C. Sharma (President, FORE), Mr. Sutanu Sinha (Chief Executive - ICSI) and editors at the book launch



Prof. A.K. Puri addressing the gathering

spoke about changing Indian mindset from Swaraj to Suraj. Mr. Anil Bansal, Chairman, ICRA Rating spoke about 'Make in India' from the point of view of supporting framework of Corporate Governance and Transparency. Mr. Girish Shivani, Co-founder and Executive Director, YourNest Angel Fund, discussed the issue of people not being employable and the importance of adequate infrastructure. Mr. Naveen Garg, Head of Finance & Control, Global Delivery, Nokia Siemens Networks Pvt. Ltd. lamented upon the lack of depth in foreign exchange market. He also stated the need of rewriting FEMA regulations.

Prof. Vinay Dutta, concluded the discussion by elaborating on 'SAVE' framework, wherein S-stands for Solution Provision, A-for Accessibility, Affordability and Awareness, V-for Value Addition and E-for Engaging and Educating People.

The Technical Sessions were held on November 27 afternoon and full day on November 28, 2014. These provided an opportunity to update on research through presentations of research papers. There were five slots of two each sessions running parallel with three to five presentations in each session. A total of 41 research papers were presented in these technical sessions by 45 participants from India and abroad. Each session was chaired by a prominent academican in finance, co chaired by a finance faculty from the institute.

The conference had the valedictory session on a concluding note. Ms Madhavi Das, Executive Director, Pension Fund Development and Regulatory Authority, in her Keynote Address dwelt on financial inclusion through social welfare and shared her views on developments in social security measures for those belonging to bottom of the pyramid.

Prof. I. M. Pandey, noted academican as Chief Guest of the valedictory session narrated the development of finance as a sequence of events in the last half a century. In a unique narrative, he presented the overview of finance as theory and practice which evolved catering to the needs of the times.

The 'Best Paper Award' for the conference was presented to Dr. Ashok Abbot of West Virginia University, USA for his research paper titled 'Size Premium or Liquidity in Drag?'

Dr. Jitendra K. Das, Director, FORE School of Management, and Mr. R.C Sharma, President, FORE also addressed the gathering.

Conference closed with a vote of thanks presented by Dr. A K Puri, Conference Coordinator.



FIFC - Audience listening in rapt attention



The esteemed panel of a technical session

Forthcoming Events

TEDx event

January 31, 2015 will see FORE organize a TEDx event at its campus. Similar to TED, the cornerstone of TEDx is to celebrate and elevate ideas. The simplified, authentic manner in which various ideas are shared leads to powerful dissemination. These events are planned independently, under a free license granted by TED.

The theme for the first edition is 'Past. Present. Future?'

Website : <http://www.tedxforeschool.com/>

Panchtatva

Organized by the FORE Alumni Network (FAN), the event has eminent alumni from diverse domains such as marketing, finance, operations, IT and HR, interact with the first year students at FORE.

The event will be held in the month of January 2015, at the FORE campus.

2nd Learning & Development Summit 'Beyond Learning – L&D as Architect of Sustained Organization Development'



Dr. Jitendra K. Das with other Panelists

FORE School of Management in association with the National HRD Network (NHRDN) organized the 2nd Learning & Development Summit on 'Beyond Learning – L&D as Architect of Sustained Organization Development' on October 29-30, 2014 at The Taj West End, Bangalore. More than 150 delegates participated in this summit.

The eminent dignitaries who had attended the summit were Mr. Anand Pillai (Chief Learning Officer Reliance Industries Ltd.); Mr R K Tyagi (CMD, Hindustan Aeronautics Ltd); Mr Balachandrar Natrajan (Director HR, Coffee Day); Mr D P Sing [Vice President -HR (India/South Asia), IBM India Ltd]; Mr John K John (Head Management Development, Reliance); Mr S K Bhuniya (Chief Management Development, Tata Steel Ltd); Ms Sudarsana Sanyal (Sr General Manager HR, ACC Cement); Mr Edwin Moses (Group VP, Oracle); Dr Madana Kumar (Sr Director & Global Head of Learning & Development, UST Global); Mr Ashish Sen (DGM L&D, HPCL); Mr Anil Kumar Mishra (Head HR, Just Dial); Mr Saurabh Nigam (Vice President HR, Snapdeal.com); Mr Prince Augustin [EVP(Human Capital), Automotive & Farm Equipment Sectors, Mahindra & Mahindra Ltd] and Mr Ravikant Reddy (VP Group Corporate HR, NCC Group).

Dr. Jitendra K. Das, Director, FORE School of Management was the session chair cum speaker for the session "L & D-The cultural custodian: Building the ability to learn and unlearn, the core value and behavior" in this seminar. He was accompanied by the following prominent co-panelists:

- Mr. Anand Bhaskar, Vice President & CHRO, Sapient
- Mr. Gurprriet Siingh, Country Head, YSC India
- Mr. Amitav Mukherji, VP HR, ITC Foods Division

BRICS CCI, E-Commerce Conclave 2014

FORE School of Management in association with the BRICS Chamber of Commerce and Industry (BRICS CCI) organized the E-Commerce Conclave 2014 on November 19, 2014 at India International Centre, New Delhi. More than 300 delegates from corporate (VPs, MDs, and CEOs), ministry, embassies participated in this conclave.

The eminent dignitaries who had attended the summit were Hon'ble Minister of IT and Telecommunications, Shri Ravi Shankar Prasad; Mr. S.K. Tripathi (CMD of MSTC Ltd, a Govt. of India enterprise); Lt. Gen. (Rt.) D.V. Kalra (Vice Chairman, Chartered Institute of Logistics and Transport); Ms. Neeru Sharma (Co-Founder and Director, Infibeam.com); Mr. Pradeep Gupta (Chairman, Cyber Media Group); Mr. Vikram Chopra (Co-Founder and CEO, FabFurnish.com); Dr. B.B.L. Madhukar (Secretary General of BRICS Chamber of Commerce and Industry); Mr. Arindam Ray Chaudhari (Chief Operating Officer, AgreeYa Solutions); Mr. Alok Bansal (CFO, Co-founder & Chief Business Officer, Policybazaar) and Mr Yogesh Andlay (Board of Director, School of Inspired Leadership).

Dr. Jitendra K. Das, Director, FORE School of Management was one of the speakers in the panel discussion titled "Payments and Security Issues" in this conclave. He was accompanied by the following prominent co-panelists:

- Mr. Sanjeev Verma - CEO, Steria (India) Ltd.
- Mr. Praveen Dhabhai - Chief Operating Officer, Payworld India
- Mr. Atul Gupta - Partner, KPMG
- Mr. Kashinath Hariharan - Joint GM, Zonal Head Commercial Banking, ICICI Bank
- Mr. Rajiv Mathur - Chairman, MobiMedia Technologies Ltd.



Dr. B.B.L Madhukar, Dr. Jitendra K. Das with other dignitaries

Faculty Focus

Prof. Faisal Ahmed

Invited to lecture on “India’s Look West Policy and Emerging Role in Africa” by the Centre for Asian Strategic Studies, a think tank on foreign policy. This was part of a 10-day International Training Programme and the participants included the officials of the Foreign Ministry of six countries from Africa, the Middle East and Southeast Asia.

Invited as one of the Experts by the U.S. Embassy to exchange views with the Economic Chief on BRICS and macroeconomic issues.

Invited to deliver a Keynote Address on “Geopolitics and International Trade” in National Conference on Emerging Issues in International Trade and Finance organized by Deen Dayal Upadhyay College, University of Delhi.

Presented a paper titled “Collaborating in the Skies: Prospects and potential of India-U.S space cooperation” at *International Conference on Changing Contours of Indo-U.S. Relations: Perceptions, Continuity and Change* organized by the Department of Humanities and Social Sciences and Department of Economics at BITS Pilani Goa Campus; and Indian Association of American Studies from October 31-November 2.

Presented a paper titled “Indian Diaspora in Japan: Identity, Engagement and Future Prospects” at the *International Conference on Global Indian Diaspora: Continuities and Changes* organized by the UGC Centre for the Study of Indian Diaspora, University of Hyderabad (Central University) from November 6-7.

Prof. Mohit Anand

Anand, M. (2014). Islamic insurance in Malaysia: Insights for the Indian insurance industry. *Singapore Journal of Legal Studies*, p. 1-23. ABDC Journal Category: ‘A’

Invited as a reviewer for the track ‘Business Policy and Strategy’ at the *Eastern Academy of Management’s (EAM-I) International Conference “Managing in a Global Economy XVI: At the Intersection of Old and New”* at Lima, Peru, from June 21-25, 2015.

Anand, Mohit (2014). A Dialogical Model of Market Building in Emerging Markets. *Working Paper No. 2014/16*, FORE School of Management, New Delhi.

Prof. Jitendra K. Das

Book Edited: Das, J.K., Zameer, Asif., Narula, Anupam., & Tripathi, Rakhi (2014). *Reinventing Marketing for Emerging Markets*. New Delhi: Bloomsbury Publishing India Private Limited, pp.495.

Prof. Amrish Gupta

Gupta, Amrish (2014). Shareholders’ Right To Half Yearly Financial Reports: *Right Denied*. PRIME directory

Gupta, Amrish (2014, October). A comparative study of corporate governance regulatory norms in Malaysia and India. *International Journal of Advanced Research in Management and Social Sciences*.

Gupta, Amrish (2014). Insights in to corporate governance principles in Italy and related practices as per consob Report 2013. *Working Paper No. 2014/15*, FORE School of Management, New Delhi.

Presented a paper titled “Corporate Governance: Enacting Financial Discipline And Reporting ” at the *FORE International Finance Conference 2014*, held at FORE School of Management, New Delhi - November 27-28, 2014.

Prof. Himanshu Joshi

Presented a paper titled “ Correlation Structure, Portfolio Size And Diversification Benefits: Mean Variance Optimization Vs. Market Model” at the *FORE International Finance Conference 2014*, held at FORE School of Management, New Delhi - November 27-28, 2014.

Presented a paper titled “International Portfolio Diversification Using Mean Variance Analysis & Black-Letterman Approach” at the *International Conference on Business Analytics and Intelligence (ICBAI)* held at Indian Institute of Science, Bangalore - December 18-20, 2014.

Prof. Anita T. Lal

During the TiECon ‘14, Prof. Anita T. Lal was the Spokesperson for the Roundtable on ‘Challenges of Family Business’ in the Special Interest Group of Women Entrepreneurs session held on October 17, 2014.

Prof. Anupam Narula

Appointed as member of the Advisory Board of “*Institute of Information Technology & Management Journal*” (ISSN-0976-8629), Janakpuri, New Delhi.

Appointed as an External Expert Member for Ph.D Thesis Evaluation” by Vice- Chancellor of Jaypee Institute of Information Technology (Deemed to be University u/s 3 of the UGC Act, 1956) Noida.

Book Edited: Das, J.K., Zameer, Asif., Narula, Anupam., & Tripathi, Rakhi (Ed.) (2014). *Reinventing Marketing for Emerging Markets*. New Delhi: Bloomsbury Publishing India Private Limited, pp.495.

Published a Paper titled “Asian medical tourism industry: An insight into movement of healthcare consumers in search of value” in a book “*Reinventing Marketing for Emerging Markets*” by Bloomsbury Publishing India Pvt. Ltd, 2014, PP: 239-266.

Presented a paper titled “Financial Exclusion in India: Causes and Remedies” at *FORE International Finance Conference* organized by the Institute of Company Secretaries of India and FORE School of Management, New Delhi - November 27-28 2014.

Prof. A.K Puri

Prof. A.K Puri has been nominated by the Vice Chancellor of Jamia Hamdard University, to the Board of Research Studies

(BRS) of Faculty of Management and Information Technology. The BRS is empowered to take decisions related to award of Ph.D. in Management and Information Technology streams at the University.

He has been included in the Online Jury Panel of Pearson Teaching Awards 2014 to finalize the award winners. Pearson Teaching Awards for Teaching Excellence aim to recognize extraordinary teachers who are engaging their students in innovative and path breaking ways to ignite their potential.

Prof. Mohita Gangwar Sharma

Sharma, Mohita, G., & Sachinder, Mohan (2014). Evaluating choice of traction option for a sustainable Indian Railways. *Transportation Research Part D: Transport and Environment*, 33, 135-145.

Sharma, Mohita, G., & K.N. Singh (2014). Managing spares Inventory through life time value assessment. *Operations and Supply Chain Management Journal*, 7(3).

Prof. Freda Swaminathan

Swaminathan, Freda., & Bansal, Ipshita (2014, December). Indian

culture and its reflection on advertising. A perceptual study of advertising practitioners. *Indian Journal of Marketing*, 44 (12).

Prof. Rakhi Tripathi

Book Edited: Das, J.K., Zameer, Asif., Narula, Anupam., & Tripathi, Rakhi (2014). *Reinventing Marketing for Emerging Markets*. New Delhi: Bloomsbury Publishing India Private Limited, pp.495.

Prof. Asif Zameer

Invited to deliver a half-day lecture on ‘Emerging Methodologies and Areas in Marketing Research’ in the 15th Refresher Course in Commerce and Management organized by UGC at Academic Staff College, Jamia Millia Islamia on October 14, 2014. The audience included about 40 faculty members from commerce and management programmes from different universities across the country.

Book Edited: Das, J.K., Zameer, Asif., Narula, Anupam., & Tripathi, Rakhi (Ed.) (2014). *Reinventing Marketing for Emerging Markets*. New Delhi: Bloomsbury Publishing India Private Limited, pp.495.

Zameer, Asif (2014). Uzbekistan: A Study of the Role of Transport Infrastructure in Development of an Emerging Economy. *Working Paper No. 2014/17*, FORE School of Management, New Delhi.

SENTISS – Post Graduate Certificate In Business Management

FORE School of Management launched a six months long duration Post-Graduate Certificate in Business Management Programme for the executives of SENTISS Pharma Pvt Ltd, Gurgaon to be conducted at its Campus in New Delhi. The programme which is attended by 19 SENTISS Pharma executives, was inaugurated on November 20, 2014 in the presence of Mr. K V V Raju, COO, Mr. Ravi Gupta, Vice President (HR); Ms. Usha Srivastava, GM (HR) from SENTISS and Dr. Jitendra K. Das, Director, FORE School of Management and distinguished FORE faculty.

The programme is designed to provide the SENTISS Pharma executives with a broad overview of the key concepts, tools and techniques needed to successfully meet the challenges of today’s

global environment. The 20-days (150 hours) programme has 12 modules of 10 classroom contact hours per module and 2.5 hours of evaluation/presentation/project work. The individual courses have been designed to give the participants the knowledge needed to work cross-functionally within the organization and become more skilled in the basics of business management. The programme follows a scientific approach to business decision-making in today’s dynamic and competitive international business environment with a view to help participants acquire skills to adopt internationally benchmarked management tools and practices. Prof. Asif Zameer and Prof. Sanghamitra Buddhapriya are the Programme Directors.



Dr. Jitendra K. Das with FORE faculty & SENTISS top executives

Anubhuti – An Interface with the Corporate World

The *Anubhuti* session conducted on October 13, 2014 by Corporate Interactive Division of FORE, which invited Mr. Sanjoy Hazarika as the guest speaker, enlightened the students about the problems faced by of North East and the wonderful measures taken by Mr. Hazarika and his team to overcome them. Mr. Hazarika is the Director, Centre for North East Studies, JMI and is also involved in filmmaking, a glimpse of which was shared with the students.

The session began with a short video showing how people in the North East have to face hardships living on islands of river Brahmaputra, the situation being aggravated during floods. He quoted instances when people had died of lack of any immediate medical assistance, which along with his concern for the North East medical development culminated into his initiative of 'Boat Clinics'. It is a boat with a team of doctors and nurses, sailing across Brahmaputra's otherwise unreachable islands, treating people free of cost with the help of government's aid and its own efforts. He discussed the perceptions of those people regarding medical treatment and their response to the entire effort, which was positive.



Mr. Hazarika addressing the gathering of students

He shared how great it feels to see when people trust you with their lives. There were questions from students, one of them asking him about the sustainability of the project. He replied by quoting the source of income and appreciation for the project, which happens to be the government itself.

Overall the event made a mark and kept students thinking about stark issues like health, which may be insignificant to be considered, yet has a life changing impact on many.

Environment and Sustainability

The *Anubhuti* session organized by CID on December 9, had Mr Niranjan Khatri, Convenor, CII Delhi panel of environment and sustainability, as the guest, who gave a very unique start to the session by an interesting activity involving students and their risk taking abilities.

He took the session forward by discussing need for efficiency in sustainable development. Having been a part of the ITC group,

he explained the concept of quickly decarbonizing in the current scenario along with environment friendly activities followed in various hotel groups in India.

'From an acorn an oak tree grows'- This he explained with examples of small but significant practices like 'Green Banquets, Bio-mimicry, Green building, etc.'

He further explained triple bottom line concept in ITC group which focuses on Planet, People and Process. The further focus of the discussion was on newer and cheaper but effective practices including wind power and biofuel.

The discussion ended by a last piece of advice that he gave to all present in the session: 'Be innovative, think of transformational changes and sharpen your perceptual skills'. Such an attitude is indeed important to survive in a sustainable manner.'



The Hon'ble Speaker engaging with the students

Digital Media – How it made victory of a politician possible!

Corporate Interaction Division (CID) conducted an *Anubhuti* session on October 14, on the role of Digital Marketing in political campaigning. The chief guest and speaker for the evening was Mr. Kirti Vardhan Singh, Member of Parliament from Gonda constituency of U.P. and Mr. Manish Bhatnagar, the Campaigning Manager for the election campaign undertaken during the elections. Post a brief introduction of speakers by Dr. J.K. Das, Director – FORE, the session began with a comprehensive presentation by Mr. Bhatnagar, who explained how and why social media became a channel of campaigning for elections. He emphasized on the customized requirement for every individual and how platforms like Facebook gave them the opportunity to interact with young people who by and large are online all the time.

Some valuable statistics were shared related to the online responses of people, wherein it was mentioned that Mr. Singh's Facebook account exceeded the limit of 5000 friends within 15 days, post which even more number of people began to follow the page and give responses and feedback.

The discussion which saw many students shoot their questions was the one on personal chats of Mr. Singh and people on



Listening in rapt attention - Speakers and Students

on his Facebook page. Students were keen to know how a negative and critical feedback to party's policies is handled, to which both the speakers gave responses in different manner, nevertheless explaining the same thing through various examples.

The event was something students could easily relate to and hence was successful in creating an understanding and awareness of Digital Media in political campaigning.

Award Ceremony - Certificate in Business Management for Defence Officers



Dr. Jitendra K. Das with Defence officers

Certificate Award Ceremony for the course certificate in Business Management for Defence officers was held at FORE School of Management on November 14, 2014. The first batch of course participant defence officers have been awarded certificate for the successful completion of the course specially designed for defence officers. The occasion was graced by the Gr. Capt. P Upadhyay, VM, Director of Training, Directorate General of Resettlement as

a chief guest and Col D S Rathore, Joint Director, Directorate of Training, Directorate General of Resettlement as guest of Honor. Dr Jitendra K Das, Director, FORE School of Management in his address mentioned that FORE is committed to helping the defence personnel who are helping our nation. Gp Capt P Upadhyay and Col D S Rathore expressed their satisfaction over the quality of the course offered by FORE and desire to have a long association between FORE and Directorate General of Resettlement.

Operations Conclave



Speakers at the operations conclave

Operations Conclave was held on October 31 2014. The topic of discussion was 'Global Value Chain'. The aim of discussion was to bring together speakers from operations function and give a complete perspective of how the value chain of global businesses function. The value chain includes a full range of activities that are required to bring a product from its conception, through its design, its sourced raw materials and intermediate inputs, its marketing, its distribution and its support to the final consumer.

There were 3 speakers in all, who made the event a fruitful experience for the audience. Mr. Kamlesh Gupta, currently a part of Freelance and, having worked with organizations like DMRC, DARCL, Moser Baer, CRWC, Freelance and Indian Railways, focused his talk on Exim Cargo and Value Addition in a Container Freight Station.

Prof. Vikas Chandra, who has worked as Production Engineer, Planner, Purchasing Manager, Works Manager, Quality Manager, Divisional General Manager and Managing Director in leading Indian and Multinational firms, explained various concepts of cold storage and issues related to it. There was an interactive question answer session over the same.

The third speaker of the evening, Prof. Upendra Kachru, who was the first CEO of Maruti Udyog Ltd. and also the Managing Director of HP Pelzer (India) Ltd., gave his valuable inputs in between the discussion by quoting relevant examples from industry.

The conclave was a learning experience for all the students and it ultimately gave a sense of knowledge enhancement to those who want to make their career in the field and more importantly, those for whom it is an entirely new domain.

The next to present were 'Team Daring Minds', from FORE School, presenting some more insights in slightly better expression in content, focusing on the financial and statistical viability of the model, though again quoting the same reason for the need of acquisition, leading to yet another questioning session with the judges.

With an interesting team name, 'Shatranj Ke Mohre' commenced their presentation with interesting facts and estimates for the alliance. By putting up points like addition of 140 new destinations technological benefits with special reference to broad R&D and pooling costs for technology, they sure made an impact. Their presentation was followed by a question or two, giving way to the final presentation.

Team 'Elixir', yet another team of FORE School, began with a statement that implied how the deal was viable in short term and

questionable in long term. According to them, Etihad needed cost cutting, which would be a major objective of alliance. The presentation ended with a few questions from the panel.

The presentations were followed by a brief insight on aviation industry from the judging panel. Prof. Anil said that aviation industry is a muddy terrain, while Prof. Anand argued that the alliance will not be a very successful bid for the future. Prof. Joshi noted that the industry is slow moving.

The event came to an end when team 'Shatranj Ke Mohre' was announced the winning team, receiving cash prize of Rs. 10000, with team 'Daring Minds' being the runners-up for the event.

The event succeeded in establishing various pros and cons of a strategic alliance and hence fulfilled the very motive of the format framed out by FOSTRA.

Tathagat 6.0



The Judges with the winners of the event

Tathagat, an event annually organized by Think Tank, gives the students a chance to put on their strategic hat and gauge the current market scenario of a particular industry, analyze the trends, identify problems and give relevant solutions. The theme for this sixth edition of Tathagat 2014 was the e-commerce industry, focusing on Amazon's growth potential in Asia.

The judges for the event were Prof. Bhalender Singh Nayyar and Prof. Anil Kumar Singh.

Participants were invited to submit an executive summary based on a case study on Amazon, created and forwarded by team Think Tank. The case created a scope for the participants to brainstorm and strategize on Amazon's B2B operations, the future of Amazon's Kindle device, the scope of IT outsourcing in Asia and Amazon's role in the same. The registered teams comprised of a mix from premier B-schools like FORE, MDI, XLRI, SCMHRD, NITIE, UBS Chandigarh and IMT Ghaziabad.

10 teams were then shortlisted to come to FORE premises for the final round and present their interpretations and solutions for the Amazon Case Study. Each team had 10 minutes to present their presentation, and 3-4 minutes for the Q&A by Judges. All the presentations had to address each of the three deliverables (mentioned in the case) clearly, and focus on feasible strategic solutions. The teams were evaluated on the basis of content, presentation, communication, logical thought process, and answers to the questions posed by the judges.

The teams gave tough competition to each other and, after a very careful evaluation, the esteemed judges concluded the event, by awarding the Winners position to Team 'Fore Front' from FORE and Runners up position to Team 'XL1' from XLRI. The winners were rewarded with a cash prize of ₹ 15,000 while the Runners up won ₹ 5000.

Ranneeti: Case Study Event of Fostra

The FORE Operations and Strategy group on October 10, 2014, organized final rounds of the inter college case study presentation, inviting teams from major colleges of Delhi to present their analysis on the case of Jet- Etihad airways.

The event was a continuation of the online round which tested the teams on the basis of case study analysis submitted, shortlisting the best out of all to finally present the case before the qualified judging panel, including Prof. Mohit Anand, Prof. Himanshu Joshi, Prof. Anil Kumar Singh and the Chief Guest-Dr. Virendra Agarwal, the founder of Galaxy international.

The event began with team 'Differentiatorz', from the Delhi School of Economics, who began with the advantages and prospects of the Indian aviation industry to further go into the



Team Fostra with the winners of the event

details of case. They stressed on the fact that Jet's poor financial position would surely be benefitted by the acquisition, which they named as JETHAD. One of the judges in panel asked about the feasibility of three airlines on one single stop of Abu Dhabi, a question that seemingly baffled the team members.

Alumni Retrospection

I embarked on the journey when I took my entrance exam for FORE on June 6, 1993. Henceforth, clearing my way through the interview and GD process to be a part of an institution was the first step towards the professional world. 20 years back with lesser opportunities and avenues, we with our degrees walked into the race which was ready for a brighter India. Being from the FORE fraternity, training and development fascinated me as a career opportunity, but how to reach there was a question. I chose the education industry as a path towards achieving my goals. Worked closely with unique personalities was a learning which has not stopped helping me till date. All this needed the past knowledge gained at FORE through subjects on Organizational Behavior, Consumer Behavior and Management etc. This takes me back to my very first lecture on Management at FORE, wherein the renowned professor created a unison between the principles of Bhagwat Geeta and Management relating the goals to tasks. This example still forms a part of my training workshops wherever needed.

Analyzing my personal strengths, I started a training company where in I trained across industries like FMCG, Telecom and IT. The journey as a consultant was not easy but the lessons taught at FORE came in use wherein I had to use the process of selling, negotiation and personal relationship management. Being not from the psychology domain, it was harder to understand the theories and their applications. I had to go back to basics, the Organizational Behavior lectures at FORE for research and development of training modules and workshops. I developed many psychoanalytic tools to be used in the training programs. With the evolving times, there was a burst of the Information Technology industry and BPOS. There, I analyzed a need of behavioral science as a tool to develop communication skills, cross cultural initiatives and team management.



It was not long ago but 20 years only. The memories are still very fresh of the school. The first day of induction, the morning assembly, the first presentation projects, group works, late evenings, the exams, summer project, campus festival, school trip and finally the convocation. How the two years of PGDBM passed with never stopping participation, projects,

presentations - every act teaching us something new. Building our confidence, fighting away with stage fright, group learning, debates, arguments, submissions, exams and be on time and most important discipline.

These things did not seem that important at that time but over the years I realized the importance of each aspect in my life. I remember how some of us cribbed about wearing uniform,

In the year 2013, I diversified into the education sector where have tie ups with two international brands for their products. We work around the basic of multiple intelligence towards development for children. In addition to this, we provide a software to develop a platform for teacher student interface through technology for educational institutions. The entry to market strategy came from the lectures of Marketing, Consumer behavior and Market research.

Our 1993 - 1995 batch was the WAVE 2, which had to experience many new trials and tests as the institute was just shaping up. One of the initiatives was a yoga class every week. I learnt some basic yoga at FORE which has become a part of my daily routine in a life where one has to effectively manage work, family and health. We had a subject called swadhaye chakra which taught us the importance of self - study inculcating the habit of reading which was very much required to be well informed for any task we had to accomplish. We were made to read a book 'The dialogues of Yeti' written by then President of FORE. This dialogue gave us an insight on man and organization towards organizational development and change. I still posses that book and have read it many times and still find it relevant in today's time also. We had the best faculty from FMS Delhi for Finance, Communications and Marketing from IIM Lucknow and Foreign Trade from IIFT. This journey would not be complete without the good friends whom I met at FORE and are still my strength and best critiques to move on.

I thank FORE for shaping my character to understand situations and environment to make one's way towards success.

Ruby Kanth- Batch 2 FMG

but when the corporate code of dressing is there, we can not argue much.

FORE School would always hold a special place in my heart, for the person it has made me today. Besides being one of the finest MBA institutions in Delhi with the best inhouse faculty and guest lecturers they gave us best education and skills to deal with the global world and stand out. Our batch mates are placed every where around the world. Recently I went to FORE School to talk to the new batch of young entrepreneurs, I realized how proud I am to be part of this Institution. Thus started my association again. I am grateful to Ms Anita Lal, Head for Entrepreneurial Development for connecting me again to FORE School and to all the teachers and students for such warmth and love.

It would be a pleasure to do any thing for school and going back time and again. FORE alumni base is also very strong and active. I thank them to get me back in the loop.

**Anu Agrawal Pachisia- Batch 4 FMG
Founder-Silver Star**

Rendezvous 2014

"You need to be smart but you don't need to be unethical to be successful". "Be down to earth and work on your deficiencies". These and many more encouraging words from our esteemed speakers made Rendezvous 2014 a truly inspiring and informative session on December 5, 2014 at FORE School of Management.

Former students turned mentors. Rendezvous '14 provided the first year students with an amazing opportunity to interact with one of their own - former students who had made it big in the corporate world. The line-up of speakers had everyone waiting in anticipation and as the eminent speakers walked in, students and faculty greeted them with a thunderous round of applause.

Coming back to the institute that shaped one's career meant there was going to be a lot of reminiscing. Reminiscence they did, but this was intertwined with industry learnings.

Mr. Vivek Mittal, Founder & Chairman, R.K Foundation an alumnus of Batch 1993-1995 was the first to take to the podium to address the audience. He started with remembering his college days and how the institute was different back then. He went on to talk about how developing skills is the most important thing an MBA student needs to do. Drawing inferences from his own professional life, he discussed how he has taken an unconventional route of heading a not for profit institution. This greatly inspired the students to reflect upon the various avenues that can open if only they have a vision about it.

The next speaker, Mr. Vinny Aggarwal, Senior Associate Director Standard Chartered Bank, an alumnus of Working Managers Group Batch 1992-1995, had an equally impressive corporate career. He drew numerous instances from his long years of work experience, and emphasized on the importance of pursuing knowledge in one's life. He encouraged students to discuss about the various dilemmas faced by them and the various questions in their minds relating to their professional life. Both the speakers encouraged students to follow their entrepreneurial instincts early in their career. Moreover, they asked students to get as much practical knowledge in the industry



Presenting a token of appreciation to the guests



A glimpse from the session

as possible. Chairman and Vice President were only a podium away from the students, an opportunity the students were not willing to let go off. Questions and answers session ensued and the speakers answered with fervour and enthusiasm (only with an additional dose of wit that had the audience in splits).

The evening came to an end with the institute presenting the speakers with a token of appreciation and words of wisdom in the form of a poem recited by Mr. Vivek Mittal. The audience clapped and cheered in glee. As the curtains came down on an enriching evening, students could feel a sense of responsibility on their shoulders, a responsibility to carry forward the legacy of FORE School of Management. After all, it is the student who is the brand ambassador of a B-School in the corporate world.

A huge applause to team FORE Alumni Network (FAN) for putting together the whole event and making it a huge success.

Sanrakshan 2014

SANRAKSHAN 2014 was Team ANTAR's 3rd event of the year. The event took place on October 12, 2014 at FORE School of Management. Participating students had to plant saplings in the nearby offices and institutes. There was a selfie competition as well in which students had to click a selfie with the sapling that they planted and the top 2 participants would receive a Power Bank each and the third prize was a brand new pen drive. The winner was decided by the number of likes that person got on Facebook. Registrations for the event started a week before. There were e-posters and wall posters all across the college premises. Class room discussions were also conducted to spread more awareness of the event.

Procurement of the saplings and other materials was done by ANTAR team members. The process was very well co-ordinated. The team went to Qutub nursery to buy different saplings that the nearby institutes had asked for. The saplings procured were Guava, Roses, Lavender etc.

On the day of the event, even though it was a Sunday morning, students woke up early and came to college to get their hands dirty. Students were divided in groups of 2 or 3 and taken to the different institutes in and around the Qutub institutional area. Then the students planted different saplings at their designated institutes and took a selfie and uploaded it on ANTAR's Facebook page.



Sanrakshan-Volunteers in Action

Carrom Competition



Karom' 14

Karom'14 was an amazing event held on October 21-22, 2014 at FORE School of Management. Though it was held during late evening hours, the excitement and concentration of the participants was worth watching. It was a chaotic scene on the first day with everybody eager to play. It was difficult for the organizing committee to handle such a situation but everything was in place once the tournament started and everybody was assigned slots for their game. During the tournament everybody witnessed the interest levels of the participants and the audience. Along with the participants, lot of interest was shown by audience by staying back and watching their friends win. The major challenge while playing carrom was to remain focused and reach target consistently. The tournament completed without any hiccups and in time. Tanmay Bhatt (FMG-23) and Vivek Chavan (FMG-23) were declared winner and runner up respectively, in this tournament.

GENESIS 2014 – Dream. Dare. Deliver.

The 23rd edition of Genesis, the annual management - cultural fest at FORE School of Management, was held on November 21-22, 2014. It began with an introductory speech by the Student Council President, Mr. Ankit Choudhary. He briefed the students about the plethora of impressive events to be covered in the two days of Genesis 2014 and their relevance to the business world. It was followed by the ceremonious lighting of the lamp by Dr. Jitendra K. Das, Director, FORE School of Management, Dr. Himanshu Joshi, Chairman- Student Affairs, and the faculty members. In his address, Dr. Das urged the students to shed their inhibitions and showcase their talent. He also appreciated the efforts of the student council in organising the fest.

Thereafter, in the opening speech of the day, Ankit Choudhary emphatically remarked that the true spirit of management was learnt by the students in the process of preparing and executing the plan for this event. He said that this year's tag-line of **'Dream. Dare. Deliver.'** was truly in line with events that were designed and were to be conducted in the next two days.

The fest saw the best managers-in-the-making fight it out for the pride of their respective B-school, in as many as 22 events. Students from IIFT Delhi, IIM Udaipur, IMI Delhi, BIMTECH Gr. Noida, FMS Delhi, XIM Bhubhaneshwar, K.J. Somaiya Mumbai, Symbiosis Pune & other reputed B-Schools participated in Genesis 2014.

There were a multitude of management and cultural events this year. While events such as Concoct, Technoslides, Markathon and Stocker tested the management acumen of participants, events like Jagrukta (Street Play), Dumb and Dumber, Step Up and LAN gaming events completed the cultural event offerings.

In quite a few events - namely Corporate Buddha, Twisting Minutes, Video Diaries, Dumb and Dumber, The Argumentative Indian, The Amazing Race, the Ba-Czar, Trade-A-Thon, Markathon, -the host school bagged all the top prizes. While the hosts also bagged the top honours in Kurukshetra and Vyamaham, they finished second best in Concoct (to GIBS, I.P. University), Step Up (to LBSIM), Techno Slides (RGIPT) and Jagrukta (USS, I.P. University).

Genesis 2014 had a Star Night, with the percussionist Mr. Hiten Panwar, mesmerizing the students with his performance.

"Genesis 2014 has pushed us to our mental and physical extremes," said a visibly exhausted-and-happy Ankit Choudhary, President Students' Council, for this mammoth extravaganza.

957 students registered for the event from some of the top B-Schools from all over India. It was a super effort of over 3 months, and a lot of sleepless nights put in by 240 students of FORE School of Management that helped turn this event into a thumping success. The amount of public recognition received this year pushed Genesis '14 to a new level altogether.

It was quite an exposure for the first year students of FORE School of Management, who were flummoxed by the sheer scale and

cerebral nature of the events. "Genesis is like an extension of our curriculum," said a wonderstruck Preety, a first year student at FORE School of Management. "The judges in various events are eminent professionals from the corporate world who are masters of their respective fields. Such events actually help you get a clearer picture of what the real corporate world is like, and what is expected out of you. Participation in such events also brings out the real you", she added.

Over the years, Genesis has grown to signify a rare blend of fun and intellect. But Genesis 2014 has set a very high standard that will take a lot for the future students of FORE School of Management to emulate or surpass.

Fantastic effort by Team Nexus in putting it all together !



Jagrukta-The Street Play



Concoct -The B-plan competition



Judges felicitating the winners of Concoct

CED Events - Genesis

Concoct

Centre for Entrepreneurship Development (CED) at FORE School of Management organized its flagship event **Concoct** The Business plan competition during the annual fest Genesis 2014, November 21, 2014 with an aim to encourage management students from all renowned business colleges to showcase their talent and skills. It is an Inter-college competition, designed to give the enthusiasts a platform to present the feasibility of their entrepreneurial dreams.

Around 60 teams participated in Concoct' 14 from IIMs, ISB, MDI, Great Lakes, IMT, NITIE, XIMB etc and many other premium B-Schools of India. Out of these top 10 teams were shortlisted for next round based on their executive summary. All these 10 teams were judged by esteemed panel of judges. The judges had a tough time deciding the winners but they were finally decided on the basis of uniqueness and innovativeness of idea, Market Research, Operational Plan, Marketing Plan, Financial Plan, Implementation and risk mitigation strategies and the attractiveness it possess for the investors.

The 1st Prize was awarded to Team BOON from GIBS, Rohini with the cash price of 25000 INR having a fantastic Business Plan of Magic Eye which they demonstrated live in front of judges and can be of great use in Health care industry and 2nd Prize was given

to Xtras from XIMB having an innovative plan of advertising on cups with the cash price of 10000 INR.

Ba-czar

One of the most popular and sought after event organized on November 21 & 22, 2014 was Baczar. The teams were given stalls for the execution of business idea. The gist was to set up a "bazaar" with the teams competing and strategizing according to competitors' moves. So, it was as exciting and unpredictable as a real-world business is. The aim was to attain maximum revenue in a span of two days. As it was an inter-college event, students were encouraged to sell any product of their choice by booking stalls that were set up inside the college. The winners were decided based upon the revenue and the idea.

The most creative, innovative and street-smart entrepreneurs were judged by both internal & external judges. The Winners were Hot Box, offering some delicious food items and games and Runners up position was shared by two teams - Oreans & Temptations. Oreans had a variety of Oreo Shakes and Temptations had some delicious cakes. Finally FORE students emerged out as winners. Both the events were a huge success and raised the level of competition, interest and motivation among all the stakeholders.

FOREword Events - Genesis

FORE Word team at FORE School of Management organised following events during Genesis 2014.

Twisting Minutes

The event Twisting Minutes, conducted by FOREWord, tested the verbal skills of participants. The event had two rounds. The first round was Just-a-minute and the second round was a debate in which the participants had to contradict themselves and speak for and against the given topic. In Just-A-Minute (JAM), an object was provided to contestants and they had to speak about it in one minute in as many different ways the product can be used other than its usual way. In the second round, a topic was given to the contestants. The contestants had to switch between for and against the stand. This was a 2 minute round. Starting from For-The-Motion the contestant had to switch the stand at every 30 seconds till 2 minutes. A cue was given to switch at the end of every 30 seconds. The event was conducted on 22nd November, 2014. The event was very well received by the students.

The participants were judged on a number of parameters like clarity of thought, quality of content, innovation etc.

The Argumentative Indian

Based on the lines of the book written by Nobel Prize winning Indian economist Amartya Sen, this event focuses on one's debating acumen as well as quick wittedness and spontaneity.

Through 'The Argumentative Indian', FOREWord provided a platform for speakers to speak out their minds and showcase their debating prowess. Each team consisted of two members-one speaker and the other interjector. In the first round, a representative from each team was supposed to speak for the motion on a topic given to them on the spot, for sixty seconds. Subsequently, in the second round, speakers from each team were invited to speak for ninety seconds on the topic: **'The world is getting more ethical every year?'** Then interjectors from any of the teams present could raise their hands to ask questions. However, no more than three questions could be posed to one speaker. Also any kind of counter questioning was not permitted. Cash prizes of 3000 and 2000 were awarded to the winners and runners up respectively.

Dumb and Dumber

With this lively event, FOREWord brought back dumb charades, all those fond memories of pondering over the actions of your team partner, trying to figure out what he is trying to communicate in the ancestors language, but with a bit of twist. In the first round, the participants were given the name of an object, place, movie and they had to act it out without speaking to their respective team members within the time limit given. In the second round, the participating team was shown a video (without voice) and they had to act it out giving their own interpretation to the video within a time limit. The event was a great mix of fun, drama and challenge.

Achievers' Column



FORE students at IIM Kashipur

IIM Kashipur organised a flagship event "NEEV" on Operations Excellence followed by National level "Supply Chain Case Study competition" at its campus on November 29, 2014. The case study competition was based on Schneider Electric's supply chain management and lean operations.

Top 5 teams from various institutes around India - IIM Udaipur, FORE School Of Management, K J Somaiya, NITIE and IIM Kashipur participated in the final round of the competition.

In this case study competition, Ms. Mrinalini Murthy and Mr. Rahul John (PGDM FMG-22 students) from FORE School of Management won the second prize of Rs. 10,000.

The case study solution pointed out to a shift in operations schedule that can lead to increased production output for the required demand of products. Suggestions were also offered on how to run the operations in a leaner manner thus reducing unwanted wastage and non-value added time thus improving the entire value chain.



Ms. Anjali Gera receiving first prize at Tatva'14

Congratulations to Ms. Anjali Gera (FMG 22) for bagging the first prize at Tatva'14. Tatva is IMT Ghaziabad's flagship event where in summer internship projects (in different domains) are presented by students from top B-Schools across the country.

Ms. Anjali did her summer internship with Canara HSBC OBC Life Insurance Ltd and her project was titled 'Re-engineering Policy Issuance Process using Six Sigma.' She was declared the winner in the Operations domain.

Congratulations



Winning cricket team

Heartiest congratulations to FORE's cricket team for winning the cricket tournament at Akshayam, MDI's annual sports fest. The team led by Sarthak Vij, emerged victorious after defeating the team from IIFT comprehensively in the finals.

The team comprised of Sarthak Vij (Captain), Amit Sharma, Nitish Girotra, Shobhit Goyal, Pulkit Jain, Nitish Baweja, Mayank Arora, Karan Bhatia, Rahul Chhabra, Vitrag Sheladia, Praneet Mehta, Ankit Gupta and Pankaj Negi.

Welcome to FORE Family



Ms. Priyanka Jaiswal is PhD from Indian Institute of Technology, Delhi. Her doctoral research is on Impression Management (Factors Affecting the Use of Upward & Downward Impression Management Tactics for Positive Appraisals). She has

presented her research work in various international and national conferences. She has also completed a credit course in International Management from Exeter Business School, University in Exeter, U.K. She has 12 months academic experience as Human Resource Management faculty. Her research interest areas are Impression Management, Human Resource Management & Organizational Behaviour and the consulting interest areas are Impression Management, Performance Appraisals, Organizational Behaviour, HRM and related areas.

Stocker 2014

Stocker, a virtual trading competition, was organized by the FORE Economy and Finance Forum in the month of October. It was met by a lot of enthusiasm from the students who participated in large numbers. A portfolio was allocated to each team. The name of the portfolio was the same as the team name. A share had been allotted to all teams which was mandatory to be maintained in their portfolio. This was done to maintain a parity between all teams. 15 Moser Baer shares were allocated to all the teams. Hence, there was no gain no loss due to this purchase as all the teams lay in the same boat. This ensured fair trading by all teams. Trading was done through 'www.moneybhai.moneycontrol.com', a free online virtual stock trading game.

Additionally, teams were graciously provided with some pointers on trading basics and current favourable stocks, namely of the

IT index, by the FORE Economy and Finance Forum team. The trading week was quite competitive, several teams suffered losses initially as the market was down. However, those who kept their wits and took the right decisions at the right time were eventually emerging as the competent ones. Their trading acumen shone throughout the trading week.

It was difficult to discern the outright winners due to a close competition between the teams. However, the following teams were the biggest winners of the virtual stock trading event; Astitva Tyagi and Bhavya Gupta of Team BLOGO were in first place, Rubina Verma and Heena Aggarwal of Team Dollar Squad were in second and Aditya Saxena and Ashish Thakur of Team Incognito were in third place.

Management Development Programmes (October – December 2014)

FORE School of Management conducted the following open programmes at its Campus at New Delhi during October - December, 2014.

1. "Foreign Exchange Risk Management" conducted by Prof. Himanshu Joshi during November 17 - 18, 2014.
2. "Competency Based Approach to Effective Performance Management" conducted by Prof. Prachi Bhatt during December 8-9, 2014.
3. "Enhancing Sales Team Performance" conducted by Prof. Asif Zameer and Prof. Anupam Narula during December 8-9, 2014.
4. "Enhancing Assertiveness and Positive Attitude" conducted by Prof. Anita Tripathy Lal during December 10-12, 2014.

A total of 26 participants attended these programmes. Some of the well known companies which participated in these programmes include: Indian Railway Finance Corporation, IDBI Bank Ltd., Dantal Hydraulics Pvt. Ltd., Container Corporation of India Ltd., Maire Stopes India, NSPCL, SITI Cable, Steria, Jain Irrigation System Ltd, Mahagun Group, Tata Pigments Ltd, Maruti Weld Pvt. Ltd, Agriculture Insurance Company of India Ltd, Room to Read, Oriental Bank of Commerce, NHDC Ltd, Simon India Ltd etc. FORE also conducted following customized in-house programmes during this period:-

1. "Superannuation Planning" for Numaligarh Refinery Limited conducted by Prof. Vinay Dutta during October 20-21, 2014 at Numaligarh, Assam.
2. "Six Days Management Development Programme" for Engineers India Limited conducted by Prof.

Sanghamitra Buddhapriya during November 10 -15, 2014 at FORE Campus.

3. "Vicharavesh - 2: Breaking the mould to meet Global Challenges" for Engineers India Limited conducted by Dr. Jitendra K. Das, Director, FORE School of Management during November 13 -14, 2014 at Engineers India Ltd., New Delhi.
4. "Effective Communication and Presentation Skills" for LNG Petronet conducted by Prof. Anita Tripathy Lal during November 13 -14, 2014 at LNG Petronet, New Delhi.
5. "Corporate Governance" for Airport Authority of India conducted by Prof. Neeti Shika during November 18 -21, 2014 at Indian Aviation Academy, New Delhi.
6. "Assertiveness Through Self Development - 2" conducted by Prof. Reeta Raina during November 20-21, 2014 for LNG Petronet at Kochi.
7. "Assertiveness Through Self Development" for LNG Petronet conducted by Prof. Anita Tripathy Lal during November 27 - 28, 2014 at LNG Petronet, Dahej.
8. "Emotional Intelligence" conducted by Prof. Sanghamitra Buddhapriya during December 3-5, 2014, at ONGC, Delhi.
9. "Superannuation Planning for Executives of Engineers India Ltd" conducted by Prof. Vinay Dutta during December 9-10, 2014 at Engineers India Ltd., New Delhi.
10. "Foreign Risk Management" for ONGC Mangalore Petrochemicals Ltd conducted by Prof. Himanshu Joshi on December 15, 2014 at ONGC, Mangalore.

Chess Tournament

Before the start of the tournament, there were large discussions going around about many good players for chess including some national level players from the junior batch. After the dry spell of all the classes and conferences, Blitzkreig was organized at FORE school of Management to relax the minds of the students and give them a break from their hectic schedules. The tournament witnessed huge participation from the students. Students from both the batches participated in the tournament. Everybody was enthusiastic about the event which eventually helped to turn it in to a success. It was like a sudden death chess game in which each player starts with a fixed amount of time to spend on their moves of the game. Each player was given 7 minutes to complete their game. Blitz time controls increase the odds that one would "lose on time", meaning a forfeiture of the game due to the expiration of one's chess clock. The event was a hit and the winner and the runner up were awarded gift vouchers. The winner was Megha (FMG-23) and runner up was Vivek Chavan (FMG-23).



Students in action



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