



**Glow Like No One Else**

# **PLACEMENTS**

**2019-2020**



**FORE SCHOOL OF MANAGEMENT, NEW DELHI**

# ACCREDITATIONS

- The Post Graduate Diploma in Management (PGDM), PGDM (International Business), PGDM (Financial Management), PGDM (Executive) and Fellowship Programme in Management (FPM) courses at FORE are AICTE (All India Council for Technical Education) approved.
- The PGDM & PGDM (IB) courses at FORE are accredited by National Board of Accreditation (NBA) till June 30, 2019. The application for the extension of Accreditation for the same is under process.
- FORE School of Management has also been granted SAQS Accreditation for a period of five years with effect from December 2017.
- The PGDM and PGDM (IB) courses are recognized as equivalent to MBA. Equivalence permission is granted by Association of Indian Universities (AIU)



## ABOUT FORE SCHOOL OF MANAGEMENT

Foundation of Organisational Research and Education (FORE) is committed to the advancement of management education, research, training, consultancy. Incorporated in 1981, as a Non-Profit Institution, FORE has been working with industry and academia for developing new domains of managerial thought and education and contributing to building leaders in today's global business environment.

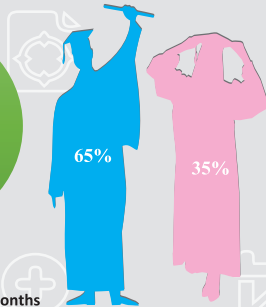
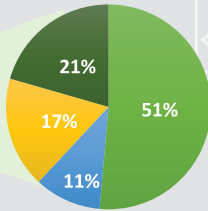
Located in the heart of South Delhi, FORE provides contextual learning and helps in the development of students as thinking professionals, who have the ability to meet the challenges of tomorrow's corporate leaders. The programmes develop multiple skills including managerial decision making, problem solving, analytical reasoning, communication, creativity and innovation.

FORE takes pride in its professional and high quality faculty, modern infrastructure, technology and resources – be it in the fields of General Management, Human Resources, Capital Finance, Operations, Marketing, Information technology, Economics and International Business.

## ACADEMIC PROFILE 2018-2020

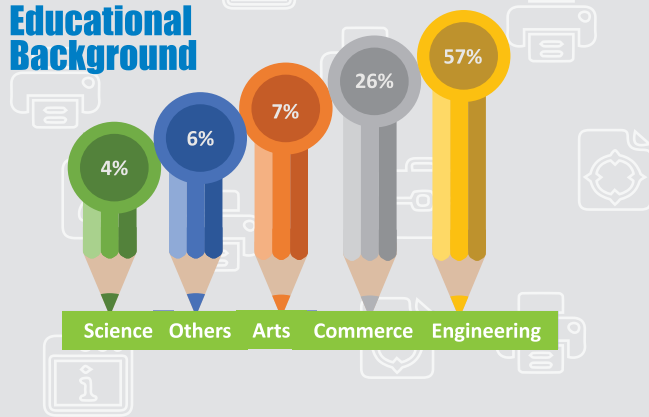


354 Students



■ Fresher ■ 6-12 months ■ 13-23 months ■ 24+ months

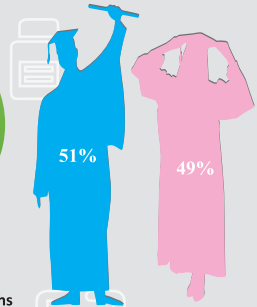
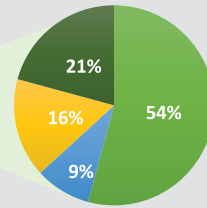
### Educational Background



## ACADEMIC PROFILE 2019-2021

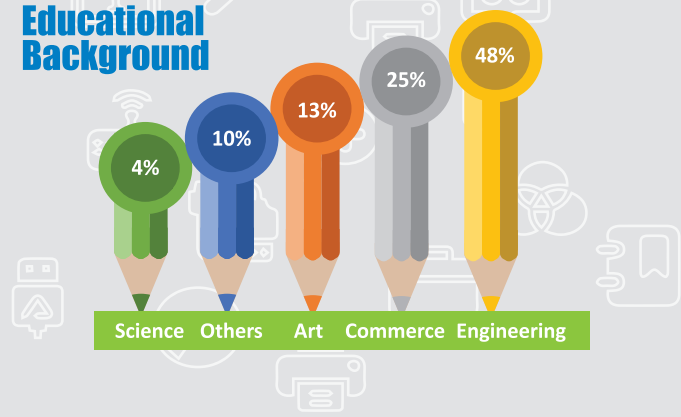


360 Students

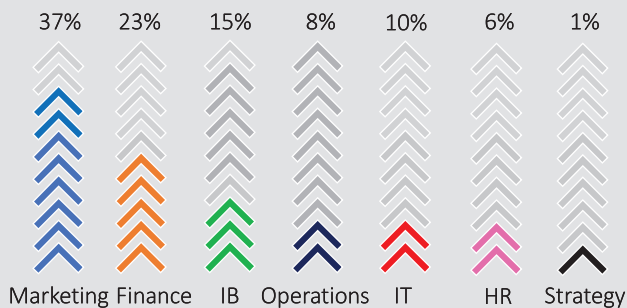


■ Fresher ■ 6-12 months ■ 13-23 months ■ 24+ months

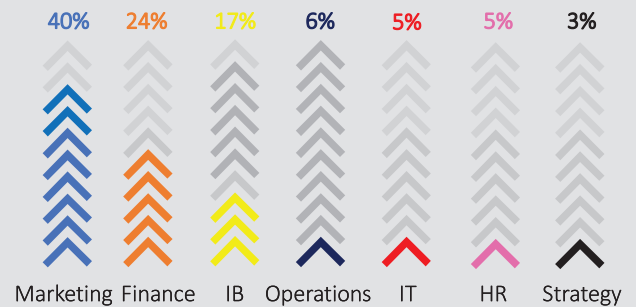
### Educational Background



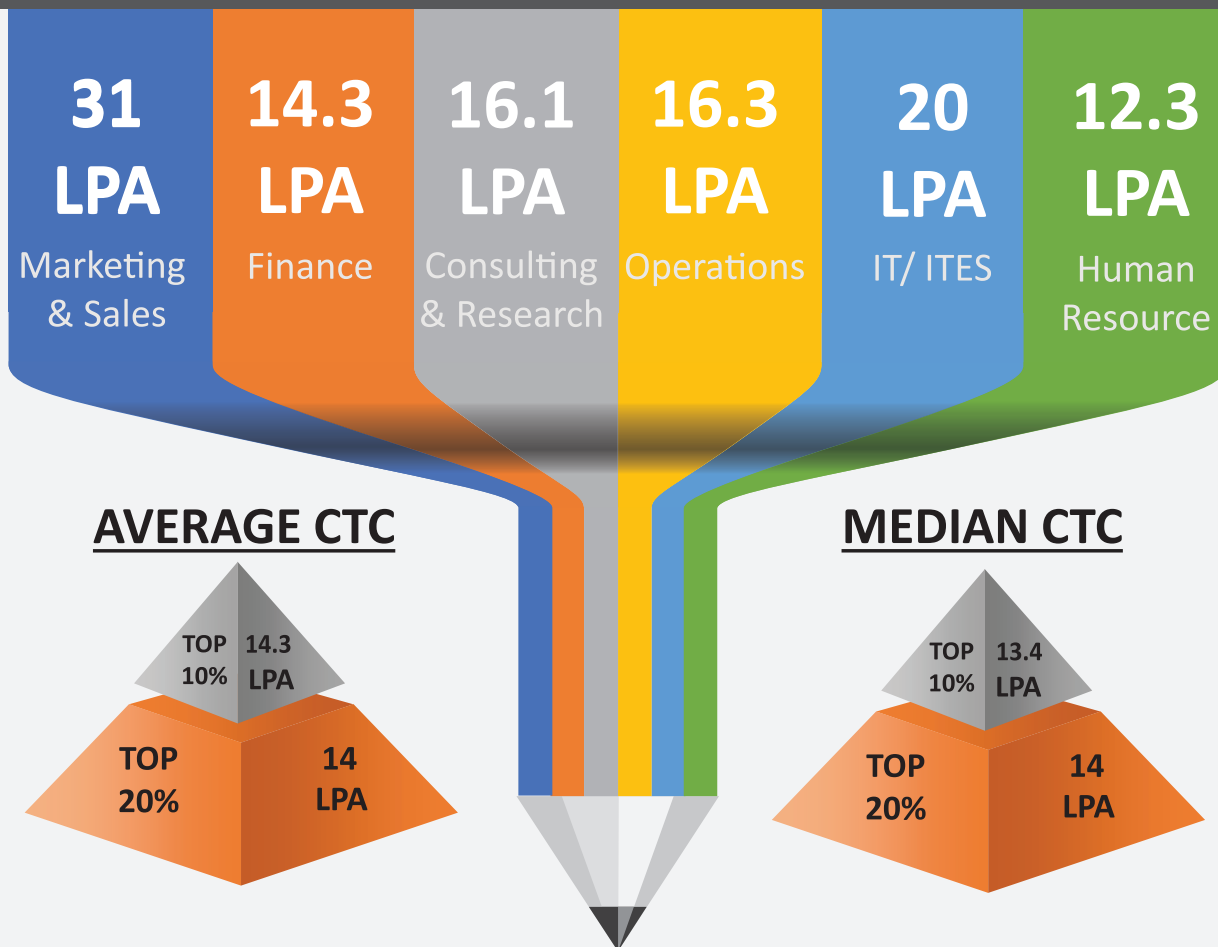
### Specializations Details



### Intended Specializations Details



# Placement Snapshot (2017-19)



282  
Students



112  
Recruiters



10.8 LPA  
Average CTC



10.4 LPA  
Median CTC



31 LPA  
Highest CTC



38 New  
Recruiters



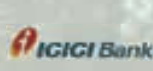
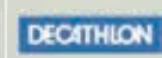
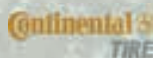
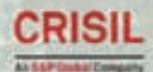
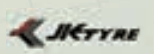
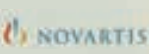
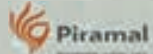
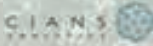
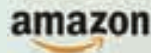
12  
International  
Offers



28  
PPOS/ PPIS



# SOME OF OUR ESTEEMED RECRUITERS

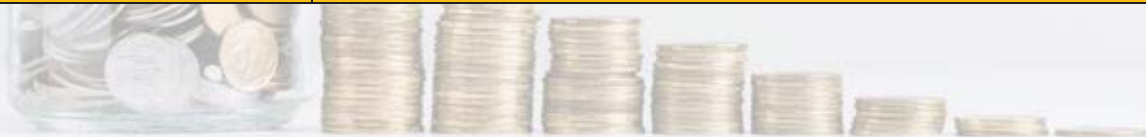


# FINANCE KEY RECRUITERS



ALUMNI NAME	DESIGNATION
Ankur Kharbanda	Chief Business Officer-Retail, Apollo Munich Health Insurance Co. Ltd.
Bharat Badhwar	Senior Vice President, HDFC Bank
Ashwinder Raj Singh	Group Business Head, Bajaj Housing Finance Ltd.
Swarup Mohanty	CEO, Mirae Asset Global Investments India
Gautam Sewani	Senior Director, Kotak Mahindra Bank
Shubhra Jain	Assistant Vice President, State Bank of India
Saurabh Kumar	Business Head, India Infoline Finance Ltd. (IIFL)

FINANCE



# FINANCE

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**Financial Accounting**

**Corporate Finance**

**Financial Markets, Institutions and Services**

**Financial Markets and Systems**

**Spreadsheet Modelling Using Excel**

**Equity Valuation and Portfolio Management**

**Commercial Banking Practices and Treasury Management**

**Fixed Income Securities and Structured Products**

**Financial Derivatives**

**Investment Banking**

**Wealth Management and Alternative Investments**

**Multinational Finance and Risk Management**

**Project Appraisal and Financing**

**Management of Financial Services**

**Financial Strategies for Value Creation (IIP)**

# HUMAN RESOURCE MANAGEMENT KEY RECRUITERS



ALUMNI NAME	DESIGNATION
Swayampriya Shah	Director-HR, Bira 91
Jasbir Singh Kochar	Vice President - HR, Cipla
Charu Maini	Vice President - Global HR & Legal, Pearson
Deepika Banerjee	Head-Employee Relations, Goldman Sachs
Smitha Satyanarayan	Head-Learning and Development, Marks & Spencer
Reema Malhotra	Director-HR, Blackrock
Rashi Bhatla Chatrath	Director-Market HR, American Express
Shaaista Quettawala	Director- Management Consultant-People and Organization practice
Gurpal Singh	EVP & Head-Distribution HR, Max Life Insurance

HUMAN RESOURCE MANAGEMENT



# **HUMAN RESOURCE MANAGEMENT**

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**Human Behaviour in Organisations**

**Human Resource Management**

**Organisational Design and Communication**

**Employee Relations: Legislations and Compliances**

**Managing People issues Globally**

**Training and Development**

**Competency Mapping**

**Personal Growth Lab**

**Performance & Compensation Management**

**Team Building and Leadership Development**

**Business HRM**

**Negotiation Skills**

**People Analytics**

**HR Issues in Mergers and Acquisitions**

**Managing Talent in Asia Pacific (IIP)**



# INFORMATION TECHNOLOGY KEY RECRUITERS



ALUMNI NAME	DESIGNATION
Samik Roy	Director & Country Head-Dynamics, Microsoft India
Sachin Goel	CTO, TATA AIA Life Insurance
Namrata Bhattacharya	Associate Director, Accenture
Saurabh Pandit	Head-Digital Marketing, Adobe
Prasanjeet Dutta Baruah	Business Head, Facebook
Prashant Agnihotri	EVP & Head-Customer Team, Nokia Siemens Networks

# INFORMATION TECHNOLOGY

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**Strategic Business Process Outsourcing**

**Financial Engineering Using R**

**Machine Learning, Blockchains & Fintech**

**Managing Business on Cloud**

**Big Data and Data Analytics for Managers (using Python)**

**Digital Innovation**

**Business Development in IT**

**Information Technology: Strategy and Smart Governance**

**Data Summarization and Visualization**

**Social Media Analytics**

**CYBER Security**

**Disruptive Technologies (IIP)**

# INTERNATIONAL BUSINESS KEY RECRUITERS



ALUMNI NAME	DESIGNATION
Sajith Sivanandan	MD - Malaysia, Vietnam, Philippines & NEM, Google
Vaibhav Punj	CEO, Burger King, Indonesia
Gaurav Joshi	Director - Asia Pacific, Bacardi (Global Travel Retail)
Sunil Kharbanda	CEO, Merqatus (Singapore)
Sandeep Das	Director – Middle East, ANZ Bank
Debabrata Mishra	Director - Middle East, TCS
Sarika Saxena	Talent Acquisition Leader, Larsen & Toubro Infotech US
Tulika Tripathi	Founder, Snaphunt Singapore
Pritika Bhattacharjee	Director, Gartner US
Abhish Bhattacharya	Senior Procurement Officer, International Monetary Fund

INTERNATIONAL BUSINESS

# **INTERNATIONAL BUSINESS**

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**Export-Import Procedure & Documentation**

**Trade and Geopolitics**

**International Management**

**International Financial System**

**Global Financial Risk Mgt.**

**International Trade Logistics**

**Export-Import Management: A Starter's Tool Kit**

**Business in Asia-Pacific**

**International Finance and Forex Mgt.**

**International Economic Organisations**

**Trade Data and Trade Opportunities**

**Commercial Geography**



# MARKETING KEY RECRUITERS



ALUMNI NAME	DESIGNATION
Kapil Grover	Chief Marketing Officer, Domino's
Himanshu Bakshi	Director - Marketing, Danone
Ratika Mittal	CMO, BMW Financial Services
Aditya Singh	VP- Marketing, Star TV
Imran Qadri	Head Marketing & PR, Harley-Davidson India
Pallavi Gopal	Director-Commercial Sales, Taj Hotels & Resorts
Sonia Serrao	Global Media Lead & Head-Marketing, TATA Global Beverages
Aditya Singh	Associate Director-Marketing, Kellogg's India
Avi Kumar	Associate Director-Marketing, 92.7 BIG FM

MARKETING

# MARKETING

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CONSUMER BEHAVIOUR

SALES, DISTRIBUTION AND RETAIL MANAGEMENT

DIGITAL MARKETING & ANALYTICS

MARKETING STRATEGY WITH MARKSTRAT SOFTWARE

ADVANCED MARKETING RESEARCH

INTERNATIONAL MARKETING

ADVERTISING AND BRAND MANAGEMENT

B2B MARKETING

SERVICES MARKETING

RURAL MARKETING

MARKETING ANALYTICS (IIP)

DIGITAL MARKETING (IIP)

# OPERATIONS & KEY RECRUITERS



ALUMNI NAME	DESIGNATION
Pallavi Shome	COO, British Telecom
Adarsh Kumar	COO, TATA Motors Finance Solutions Ltd.
Ritesh Chopra	Partner & COO, KPMG Global Services
Vineet Kohli	President & COO, Mitsubishi Corporation RtM International Pte. Ltd.
Basabdatta Dasgupta	Vice President-Operations, Bank of America
Ashootosh Chand	Patner, Digital and Emerging Technologies, PwC India

OPERATIONS

ALUMNI NAME	DESIGNATION
Ajay Mandahr	CEO, Escorts CE
Ravindra Singh Negi	CEO-Bharti Airtel (Delhi-NCR)
Rahul Raizada	Director, PwC India
Vishal Sharma	Vice President-Operations & Strategic Initiatives, ShopClues
Rishi Dhuper	Country Head – Operations, Allstate
Anujesh Dwivedi	Partner, Deloitte India

STRATEGY

# OPERATIONS

# STRATEGY

**Business Analytics-II**



**Multivariate Data Analysis**



**Procurement Manufacturing  
Planning & Control**



**Advance Project Management**



**Service Operation Management**



**Operations Strategy**



**Supply Chain Management**



**Advanced Decision Analysis**



**Decision Modelling with Spread  
Sheet**



**Global Logistics Management**

**Executing Strategies in Dynamic  
Market Landscape**



**Strategists' Tool-kit and  
Competitive Intelligence**



**Strategic Innovation: Building &  
Sustaining Innovative  
Organizations**



**Creativity and Design Thinking  
for Strategic Value Creation**



**Mergers & Acquisitions**



**Strategic Analysis and  
Globalization**



**Strategy Business Simulations  
using CESIM**



**Corporate Strategies (IIP)**

## CORE TEAM- PLACEMENT CELL

**Mr. Vivek Chakrapani**  
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**Ms. Monika Tiwari**  
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**Mr. Brijesh Ramtani**  
Manager-Placement  
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Ph: 9654482676 / 011-41242472

**Mr. Rajiv Ranjan**  
Manager-Placement  
rajiv@fsm.ac.in  
Ph: 9999525129 / 011-41242423

## PLACEMENT COMMITTEE

Prof. Asif Zameer , Dean (Corporate Relation): Chairman

Prof. Rajneesh Chauhan : Member

Prof. Anil Kumar Singh : Member

Prof. Sanghamitra Buddhapriya : Member

Prof. Chandra Sekhar : Member

Prof. Lalit Kumar Jiwani : Member

## CALENDAR 2019-20 (FINALS / SUMMERS)

### DATES

- ▶ 2nd September 2019- 30th September 2019 Pre Placement Talks
- ▶ 14th October 2019- 19th October 2019 Placement Week 1
- ▶ 11th November 2019- 16th November 2019 Placement Week 2
- ▶ 2nd December 2019- 7th December 2019 Placement Week 3

### ACTIVITY

## CONTACT DETAILS

### SECTOR

Automobile & Pharmaceuticals  
Banking  
Financial Services & Insurance  
FMCD  
FMCG  
IT & ITES  
Manufacturing & Logistics  
Market Research & Consulting  
Real Estate, Hospitality, Retail & Travel  
Telecom & Energy  
eCommerce & Media

### MEMBER HANDLING

Ankur Gupta  
Rushil G Thomas  
Nazuk Aggarwal & Kartiki Datta  
Daksh Khanna  
Pragya Bhandari & Akriti Tripathi  
Nishant Sharma & Debdat Paul  
Ankit Mittal  
Sreejith V & Pranavi Papneja  
Nitesh Kumar  
Akshith Narain Saxena  
Sreejith V & Pranavi Papneja

### EMAIL ADDRESS

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