

FOREprints

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Message from Director



On March 20, 2018 Shri Prakash Javadekar, the Union Minister of Human Resource Development, announced at a media briefing that the University Grants Commission (UGC) had decided to grant autonomy to 60 educational institutions, including few private institutions, across the country. It would be pertinent to recollect here that in the 1960s the IIMs and IITs were created outside the Indian university system to allow freedom and autonomy to them which was not quite possible under the university system. That is, rather than to reform the university system at that time, the then government created these independent institutions giving them full autonomy by keeping them away from any higher education regulator. And so, reforming the university system got by-passed.

Here the 'autonomy' would mean more freedom for institutes to start their own courses, create new syllabi, launch new research programmes, hire foreign faculty, enroll foreign students and set their fees. This in effect would mean no or negligible dependence on regulator, in seeking their permission, for various academic initiatives including decisions on fees. Autonomy must also be closely linked with accountability, lest it degenerates into laxity and no performance, particularly for the public institutions. Thus, accountability must be defined in performance metrics to ensure obligation of these institutions are not mis-carried.

Even though many academics from public universities vehemently opposed this move - reflects their concerns with accountability issues - this initiative, otherwise, is a very apt move to liberate the higher education sector. Both public as well as private institutions stand to gain on a long-term perspective. Such autonomy should also be extended to other institutions who meet the criteria set for it to ensure positive and constructive changes that are affected at India level on a sustained basis. Government should take further specific pro-active steps to encourage participation of good quality private sector players in strengthening Indian higher education.

Quality education can come in only as a "pull" mechanism; it cannot be "pushed" for, a faculty cannot be forced to deliver quality. A comparison and contrast of private versus public institutions would help us develop a framework of regulation that aims at catapulting the higher education quality to the next level in an India perspective rather than from government institution perspective.

Understandably, as more bureaucratic hurdles are put in place, the private players would only become more cautious in their investments and involvement. If criteria-based autonomy is uniformly provided to public and private institutions, then there is no doubt that in a few year the public institutions may get a tough competition from private institutions as is seen in the industry

Editor's Desk



Dear Students,

In April 1954, India's first Prime Minister Pandit Jawahar Lal Nehru and China's first Premier Zhou Enlai defined the Indo-Chinese relations by signing the Five Principles of Peaceful Co-existence popularly called the *Panchsheel* Agreement. The five (Panch) principles agreed upon were mutual respect for each other's territorial integrity and

sovereignty; mutual non-aggression; mutual non-interference in each other's internal affairs; equal and mutual benefit working relationship; and peaceful co-existence. Although, the 1962 Indo-China war annulled the Treaty, in 1988, *Panchsheel* was again agreed upon as the basic framework for defining the bilateral ties between the two countries. In 2017, the first meet between the two Heads of States after the Doklam crisis on the sidelines of the BRICS Summit, the Chinese President Xi Jinping declared that China was prepared to work with India and sought guidance of *Panchsheel*.

On April 28, 2018 exactly sixty three years since the signing of *Panchsheel* Agreement, Prime Minister Narendra Modi too reiterated that 'if we follow the path of *Panchsheel*, it will bring world peace, stability and prosperity' at Wuhan during the bilateral delegation talks. However, in tune with the changed dynamics, Prime Minister Modi has laid down his own Five Principles or the NEW PANCHSHEEL namely Soch or Thought; Sampark or Contact; Sahyog or Co-operation; Sankalp or Determination; and Sapne or Dreams. These five 'Positives' are expected to help build the required bridge between the two nations.

This provides a good analogy for management students. Hard work, sincerity, skill and knowledge though necessary, are not sufficient for succeeding as capable managers. Today's complex world calls for introspection to re-orient traditional management thought. What is necessary is a 'positive attitude'. A perquisite for success, this positivity energizes and provides the necessary motivation.

Reorient and Be Positive.

Dr. Hitesh Arora

Student Editor



They say time flies really quickly and it is so true; it was just yesterday, when I joined FORE and became part of the FOREword committee. FORE has given me wonderful opportunities to learn, introspect and to improve, it has changed a boy to a man, to a more disciplined and focussed person.

I passed the baton to Naman Taneja who will definitely take this committee to new heights. As I am working on this last edition as the Coordinator, I am already feeling nostalgic.

All the best Juniors! Do wonders, not all people get this opportunity, utilize it to the fullest.

Akshat Gupta

sector, primarily due to difference in their efficiency delivery capacity. Providing funds and autonomy to a select few chosen institutions who may not have the real intent to excel, must not become a case of feeding those who are not hungry and starving those who are already famished.

Dr. Jitendra Das

FORE International Sustainable Development Conference 2018



Dr. Jitendra Das along with Dr. Jennifer Griffin and Dr. Vinayshil Gautam at FISDC 2018

FORE School of Management in association with International Association for Business and Society (IABS) has organized the “International Sustainable Development Conference 2018” during January 11-13, 2018 at FORE Campus, New Delhi.

Businesses around the world are beginning to realize they cannot operate in isolation. This growing realization is making businesses to stop and think on how their sourcing, manufacturing, supply chain, and marketing practices impact others. As businesses expand into areas and markets that are not entirely familiar, relations with the society in new territories, impact of operations on the environment, fulfilment of social responsibilities and positive association with all stakeholders are becoming more vital for success. These considerations are even stronger for businesses operating in emerging markets, which have relatively less developed laws and regulations.

The academia has been at the forefront of researching solutions to these issues, designing courses for future business managers, and advising the business world on sustainable development strategies.

FORE is proud to associate with IABS for this year's conference with the theme 'Business and Society in Emerging Economies'.



Dr. Jitendra Das presenting a memento to Dr. Aabha Chaudhary at FISDC 2018



Dr. Hitesh Arora addressing the gathering at FISDC 2018

This was the 6th international conference at FORE School of Management and the 2nd conference on Sustainability in the FORE International Sustainable Conference (FISD) series. Bringing together distinguished speakers, academicians, scholars, practitioners, policymakers and NGOs from across the world, the Conference focused on discussing the latest developments in the field, presenting new research and addressing participant queries.

A day before the official inauguration of the Conference, Doctoral workshop has been organized for the participating doctoral students to get the feedback of the International eminent faculty on their research work. On the same day, Mentoring session was also organized by Dr. Colin Higgins, Associate Professor, Deakin University, Melbourne, Australia; Dr. Jennifer J. Griffin, Raymond C. Baumhart, S.J. Endowed Chair and Professor of Strategy, Loyola University, Chicago, Illinois, USA; Dr. Rajat Panwar, Associate Professor, Appalachian State University, North Carolina, USA; and Dr. Harry Van Buren, Professor, The University of New Mexico, USA for the participants on publishing in Business and Society Journal, which is a top ranked Journal in the CSR, Ethics and Sustainability.



Dr. Hitesh Arora & Dr. Shallini Taneja presenting certificate to a participant of FISDC 2018



Dr. Rajat Panwar addressing the gathering at FISDC 2018

The Inaugural Function was held on January 12, 2018. As Convener, Dr. Shalini Taneja (Associate Professor, FORE School of Management) observed, “We are proud to host the 6th International Conference at FORE in association with IABS. This time we have received 76 academic papers and Case Studies submissions from across the world, 56 (including 9 in absentia) of which were shortlisted for presentation at the Conference.”

The Conference is another step forward in FORE's constant efforts to acknowledge the Indian Government's law on CSR spend (the companies Act, 2013 on CSR) led by Dr. Jitendra Das, the institute's Director. In his welcome address, Dr. Das said, “Two major issues need to be addressed, when we talk about sustainability: the increasing gap between the rich and poor in developing countries like India and environmental degradation.” He further dissected these two issues on social and economic grounds. Dr. Vinayshil Gautam (Executive Board Member- FORE and Chairman, DK International Foundation; Founder Director, IIM-K; 1st Head, Management Department, IIT-Delhi; and 1st Honorary Dean, KPMG Academy) delivered the theme address by stressing upon the importance of understanding the context in which Business Ethics, CSR and Sustainability needs to be understood by key stakeholders.

The Keynote Speaker for the event, Dr. Jennifer J. Griffin (Loyola University, USA), made an immediate connection with



Dr. Shallini Taneja addressing at FISDC 2018



Dr. Vinayshil Gautam addressing the gathering at the inaugural ceremony of FISDC 2018.

the audience with her research and reflection on CSR and Sustainability. She appreciated the efforts put in by FORE and Dr. Das to build socially responsible managers who will be taking up leadership roles in the corporate world. Dr. Griffin shared, “To hear about CSR being a compulsory MBA course for the very first time in a post graduate school (FORE School) in India is really phenomenal.” Officially launching the proceedings for the Conference, the inaugural session also brought out various aspects of Sustainability for wider conversation. The deep engagement of the audience could be gauged by the range of questions discussed during High Tea.

Each session of the conference witnessed thought provoking ideas getting discussed, with crucial takeaways for all participants. The Valedictory session had Dr. Rajat Panwar, Dr. Jitendra Das, and Dr. Hitesh Arora on the dais. Dr. Panwar urged the audience to engage with the IABS and join its next conference in Hong Kong. The awards ceremony that followed recognized the best work from over 56 papers that were selected for the conference. Dr. Richa Mishra, Assistant Professor, J. K. LakshmiPat University, Rajasthan, India won the Best Paper Award for her work on “Personality orientation, occupational stress and procrastinating behaviour - comparison of public and private sector employees”. The Best Business Case Award was



Dr. Mary Longhurst addressing the audience at FISDC 2018.



Dr. Tanusree Jain (Trinity College, Ireland) presenting a paper at FISDC 2018.

won by Dr. Divya Bhutani, Associate Professor, LMTSM, Derabassi, Punjab, India. Congratulating the winners and reminding the gathering that it was the second conference on CSR at the B-School, Dr. Das said, "We should have this conference every year, given how important this issue is in India." In his Valedictory address Dr. Harry Van Buren surmised the learning from the Conference, "We can and must be part of the generation of management scholarship that seeks to make business better." He highlighted the challenges currently faced by the business world and society at large. The Conference had certainly played its part in addressing some of the crucial aspects, issues and drivers of commerce and industry in our connected world.

The Conference Convener, Prof. Hitesh Arora thanked the sponsors, Power Grid Corporation of India, Skill Council for Persons with Disability (SCPwD), Skill Champs & CIS for supporting the conference as well as the Strategic Partners, Global Compact Network India, PHD Chamber of Commerce & Industry, BRICS Chamber of Commerce & Industry, European Institute of Asian Studies, Anugraha, SRF Foundation, National CSR Network, AMDISA and ShaktiShi.



Conference organizers (students team) interacting with a speaker at FISDC 2018

Robust Growth in Placements in 2017 - 18

Over the years FORE School of Management has witnessed consistent growth in campus hiring. For Batch 2016-18, the recruiter's base has further expanded to include Blue chip Indian and multinational corporates from across sectors and industries. This has helped the B-School maintain its excellent track record of providing a robust springboard for budding managers.

This year, the highest offer is INR 21 lakhs per annum, a significant growth from the previous year. In fact, the number of offers over INR 10 lakhs per annum of Earning Potential has grown as compared to last year - a 94% increase. Some of the highest monetary offers came from Marketing, Consulting, and ITES/IT Advisory domains this year.

FMCG sector continues to show robust growth, companies like ITC, Bacardi, Decathlon, Cremica, Asian Paints, and Flourish Pure Foods etc. are major recruiters. This year, the Automobile majors came in early - Maruti Suzuki, Tata Motors and Mahindra & Mahindra were the key recruiters. Consulting sector has seen companies like McKinsey Knowledge Center, KPMG, Accenture, EY, Deloitte (US & India) and Verity Knowledge Solutions. IT/ITES companies have seen a mix of Services Companies as well as Product Companies - Dell, Wipro, Gartner, Cognizant, HCL, Capgemini. BFSI has seen the likes of Citi, HDFC, ICICI Securities, CRISIL, Darashaw, ICICI Bank, YES Bank, RBL Bank, Fino Payment Bank, Federal Bank etc.

This year, Analytics profiles have seen an upsurge. In case of IT companies, the number of students picking up Sales roles has also increased. The profiles offered on campus included Consulting, Technology, Sales, Finance, Analytics and Sales Support.

Guided by the performance of interning students, companies captured talent earlier through Pre Placement Offers (PPOs) and Pre Placement Interviews (PPIs). These offers indicated both recruiters' interest as well as students' quality. This year, in total 17 (PPOs and PPIs) were rolled out to students.

For MBA students, Summer Internship constitutes one of the most crucial phases of their learning. The current year also stands out for the robust Summer Internship recruitments at FORE. Major Summer Internship hirers include Philips Lighting, Gartner, Capgemini, HUL, Nestle, Deloitte USI, Adidas, Asian Paints, Hilti, Nivea, Shopclues, Jio Studios, GEP, KPMG, Explorars, United Biscuits (Pladis Global), Piramal Fund Management, Decathlon, Relaxo Footwear, Novartis, Tata Capital, Damco, Siemens Financial Services, Maruti Suzuki India Limited, Canara HSBC Life Insurance, Aditya Birla Capital, Safexpress, Piaggio, Safe Express, Om Logistics and Simon Electric etc. Highest Stipend offered was INR 1.4 lakhs, with INR 40,000 being the average.

A total of 100 companies have hired from campus so far this year, making 250 offers to the students. This represents the highest number of offers still date at FORE. Truly, a testimony to the quality of the B-School and its programmes.

India Corporate Governance & Sustainability Vision Summit



Dr. Jitendra Das along with dignitaries at the inaugural session of India Corporate Governance & Sustainability Vision Summit

FORE School of Management in association with Indian Chambers of Commerce (ICC) has organized the “India Corporate Governance & Sustainability Vision Summit” on February 22, 2018, Hotel Le Meridien, New Delhi. In this Summit, more than 200 delegates from Corporate, Academia and Entrepreneurs participated.

Dr. Jitendra K. Das, Director, FORE School of Management was invited to address the inaugural in the Session titled “Corporate Governance & Sustainability Vision Awards 2018” in this summit. He was accompanied by the following prominent co-panelists:

- Mr. Anil Razdan, Jury Member, Awards & Chairman, ICC National Expert Committee on Energy & Former Power Secretary, Government of India
- Mr. Anil Swarup, Secretary, Department of School Education & Literacy, Ministry of Human Resource Development, GOI
- Mr. Bibek Debroy, Hon'ble Member, NITI Aayog, Government of India
- Dr. Rajeev Singh, Director General, Indian Chamber of Commerce
- Ms. Shruti Sharma, Moderator, NDTV

Dr. Das was also invited as a Session Chair for the session titled “Adaptive governance for addressing sustainable issues” in this summit.

The other eminent dignitaries who had attended the summit are Mr. Dipankar Ghosh, Partner- Sustainability & Climate Change, Think through Consulting Pvt Ltd; Dr. S. Subramanian, Deputy General Manager (Lab & R&D), Tamil Nadu Newsprint & Paper Ltd; Mr. J. S. Chawla, AVP-Sustainability, SKI Carbon (Aditya Birla Group) and Mr. V. Ramanujam, GM (Energy & Utilities), Visakhapatnam Steel Plant.

NDTV Prime capture the event and telecasted on March 10, 2018 and March 11, 2018 respectively.

19th National Management Summit on Business Excellence through Creativity, Innovation & Entrepreneurship



Dr. Jitendra Das lighting the auspicious lamp to inaugurate 19th National Management Summit

FORE School of Management in association with The Top Rankers has organized the 19th National Management Summit on “Business Excellence through Creativity, Innovation & Entrepreneurship” during February 23-24, 2018 at Hotel Le-Meridien, New Delhi. FORE was Principal Partner in this event. More than 250 delegates from Industry and Academia participated in this summit.

Dr. Jitendra Das, Director, FORE School of Management was invited as a Speaker in the inaugural session on February 23, 2018 in this summit. He was accompanied by the following prominent co-panelists:

- Padma-Shri Dr. Pritam Singh
- Dr. A. K. Balyan, CEO-Oil & Gas, Reliance Infrastructure
- Dr. Mangu Singh, MD, Delhi Metro Rail Corporation Ltd.

The Pitch

The Corporate Interaction Division, FORE School of Management organized 'The Pitch' on February 15, 2018 which aimed to encourage creativity among the students to promote Sales. The students had to pitch their ideas not through a PowerPoint Presentation but through a different style of presentation.

The competition consisted of two rounds. In the first round, the participants had to make their pitch about their idea for which they were judged by the audience on three parameters: creativity, presentation and influencing power.

In the second round, the participants had to pick up chits in which several random products were given. They were given three minutes to think and five minutes to present their pitch. The judgement was done on the same criteria. Rishabh sehrawat and Ankit Singhal from FMG 26 emerged as the winners of the competition.

A Future Focused Artificial Intelligence and Big Data Analytics Conclave



Dr. Jitendra Das addressing the audience at the Artificial Intelligence and Big Data Analytics conclave.

Artificial Intelligence and Big Data Analytics are the buzzwords in the industry today. Already driving markets, they will have a bigger presence across businesses in times to come. To prepare management professionals for the upcoming industry challenges FORE School of Management, New Delhi organized a Conclave in association with BRICS Chamber of Commerce & Industry with the theme “The Confluence of Artificial Intelligence and Big Data Analytics” on January 19, 2018. Attended by prominent industry names and academicians, the Conclave offered useful insights to all participants.

The Conclave was inaugurated in the presence of Mr. Vijay Sethi (Chief Information Officer and Head, Corporate Social Responsibility, Hero MotoCorp Ltd) and Mr. Deepak Wadhawan (Chief Executive, The Institute of Internal Auditors). Dr. Jitendra Das, Director, Dr. B. B. L. Madhukar, Vice President (Finance) & Treasurer, and Prof. Shilpi Jain represented FORE School of Management, New Delhi.

Dr. Das set the ball rolling by talking about the background for the Conclave: “Dr. Madhukar inspired the conference of AI in one of our informal discussions.” Dr. Das explained how with the help of complex virtual learning techniques, a wide range of physical and cognitive tasks are being managed today with a high level of efficiency and accuracy. Dr. Madhukar made his point through the example of the banking sector, while Mr. Sethi urged the audience to look at both the pros and cons of AI. In the special address, Mr. Wadhawan shared several real life anecdotes to make the topic more relatable to the participants. He said, “What do we auditors do? We observe organizations, we observe industry and trends. I see you as business managers and, at this point, it's important that you develop an opinion on AI.”

The panel for the next session on “Demystifying Artificial Intelligence - How AI is Changing Business?” included Mr. Binay Rath (Director, APAC Alliances and Channels, Oracle Health Sciences Global Business Unit), Dr. Sumeet Kad (Portfolio Marketing Manager, IBM Healthcare and Life Sciences), and Mr. Nishith Pathak (Vice President, Accenture Labs India).

Mr. Rath explained how AI works, offered a brief overview of all the terminologies used in the field, and recounted the benefits.



Mr. Vijay Sethi speaking at the Artificial Intelligence and Big Data Analytics conclave.

But he also warned, “We have to be careful to not oversell Artificial Intelligence.” Dr. Kad shed light on the use of AI in his field: “Healthcare in India is in a sorry state. There is rising disease burden. Less than 10% people have health insurance. We have less than 1 bed for 1000 people, whereas requirement is of 5 for 1000 people. This dearth of resources has to be bridged by technology. AI is here to supplement and augment, not to replace us. Not in the next 50–100 years.” With the co-panellists Mr. Pathak then fielded questions from the audience keen on learning more about AI and its impact in future. He observed, “AI is not going to replace jobs, but it is going to replace tasks.”

The second half of the Conclave picked up more pace with a session on “Cognitive Analytics - Transforming Economies and Businesses”. Prof. Ashok Harnal (FORE School of Management) and Mr. Sumit Bhalla (Data Scientist, IBM India) engaged in a discussion moderated by Prof. Shilpi Jain. Prof. Harnal talked on “Deep Learning and its Gaps”. Sharing that deep learning provides impetus to AI, he also pointed out the gaps including a large amount of data and time consuming training. Offering the example of IBM Watson and how it reaches conclusive power, Mr. Bhalla explained the difference between supervised and unsupervised learning.

The final session on “Big Data Analytics - What does the future hold?” had Mr. Dhruv Singhal (Head, Solution Architecture, Amazon India), Mr. Shashikant Brahmanekar (Director, HCL Technologies), and Mr. Anupam Saronwala (Former Program Director, IBM Research Business Development) on the panel.

Introducing the topic to the audience, Mr. Saronwala talked about the role of mobile and social media in generating massive data for insights. Mr. Singhal took the discussion further and reminded that there was no Big Data in the past because there was no place to store it. Using Amazon Internet Services as an example, he explained four steps in the process: collecting, orchestrating, storing, and analyzing data. Mr. Brahmanekar shared policy perspectives on Big Data. He explained the much talked about the Internet of Things with the example of Smart Cities, before concluding that we are now moving from Artificial Intelligence to Information Automation.

The range of ideas presented, issues discussed, and insights shared made the Conclave a fitting platform for anybody keen on learning more about the impact of AI and Big Data Analytics on business and industry in the future.

Ignite 2018 - Marketing Conclave



Mr. Rishab Suresh addressing the Students of FORE at IGNITE 2018

The Corporate interaction Division of FORE School of Management organized 'Ignite' - The Marketing Conclave on February 16, 2018. The event was divided into two sessions: Marketing and Advertising. The theme for the first session was 'Trends that shape Consumer Behaviour' and that of second session was 'The shift in media and advertising landscape'.

The first session on Marketing started with Mr. Gaurav Mehta, Chief Marketing Officer-GirnarSoft who spoke about Marketing is either about the best of the times or the worst of times. He quoted the example of OLX which uses its data beautifully which is the main reason for its success.

Mr. Rishab Suresh, Co-Founder and CEO - The Gourmet Jar spoke about International Luxury Brand Management as an important aspect of Marketing. He talked about the main focus of Luxury Brand Management being catering to niche markets which builds a customer's loyalty towards a brand. This marketing approach is about taking your products to people who have an interest in receiving them. He quoted examples of brands like Remy Martin and Vacheron Constantin to explain niche marketing.

Mr. Deepak Chaudhary, CEO - Jeep talked about his journey from Chevrolet to Mercedes Benz to Audi and finally to Jeep stating his passion for automobiles. He further explained how passion plays an important role in marketing and quoted the example of Sachin Tendulkar who followed his passion and was paid for the same.



Mr. Bikram Bindra addressing the advertisement session at IGNITE 2018



Mr. Deepak Chaudhary interacting at IGNITE 2018

The first session ended with an interactive Q&A round between the audience and the panel. The speakers were presented with mementoes for gracing the event.

The second session on Advertising was conducted by Mr. Bikram Bindra, Vice President and Strategic Planning Head - Grey group Delhi talked about Sensorial Marketing as a way to build lasting bonds, establish superior offering, educate and inform and create desirability. He gave numerous examples to explain the concept Sensorial Marketing. Sensodyne taught people what sensitivity is, Horlicks symbolizes its benefits through its logo while 7UP Nimbooz Masala Soda uses a catch phrase 'Chatpataka' which gives the whole sense of the product. The session concluded with a Q&A round between Mr. Bindra and the students. In the end, Mr. Bikram Bindra was presented with a memento for enlightening the students.



Mr. Gaurav Mehta explaining key concepts of marketing at IGNITE 2018



Students listening to speakers attentively

Anubhuti - An Interface with the Corporate World

Simple Things You Should be Doing to Succeed in Career & Life



Mr. Deepak Hariharan breaking down the concept of SUCCESS

Every champion was once a contender who refused to give up. This personifies a want of forward thinking without deterring by the externalities and it all starts by taking small steps. These steps can have a better direction if guided by a person who has actually challenged the status quo. With this motive, Corporate Interaction Division (CID) of FORE School of Management, organized an Anubhuti on January 8, 2018, on the topic “Simple things you should be doing to succeed in career & life”. The session was delivered by Mr. Deepak Hariharan, Founder & CEO at MentorYes.

Mr. Deepak created a prodigious learning environment and urged everyone to look within. He asked students to simplify complex problems and take them one at a time. Thus the overall notion of “Success” must also be broken into attainable sub-objectives. As per him, they are possessing the requisite skills & knowledge topped with the right attitude. He insisted on having the right kind of knowledge that translates into the desirable skills. But these too represent the necessary conditions for success which can be learnt or even borrowed. Attitude is the distinguishing factor. It can't be learnt or borrowed, it needs to be developed over time. So in order to be successful, inculcate the attitude of challenging the status quo with a purpose of making the most of it for yourself. Leave your comfortable zones and make your passion a mission, transforming it into a vocation and then ultimately into a profession. The session was very lively with its purpose served well and concluded with an informative Q&A.

Changes in Financial Outlook of 2018



Mr. Ajay Kapoor addressing the students on the Financial Outlook of 2018

FORE Economy & Finance Forum organized a session on the changes in financial outlook of 2018 on January 9, 2018. Mr. Ajay Kapoor, CFO & Chief (Legal & Regulatory) at Tata Power Delhi Distribution Ltd. was invited to speak on the topic.

Mr. Kapoor began the session by discussing the evolution of the finance industry in terms of technology. In the modern financial practices, most of the companies use Enterprise Resource Planning (ERP) which helps in a faster and accurate generation of reports. The current challenge that the companies are facing in India these days is the implementation of new accounting system after the introduction of Goods & Service Tax. Also, Digitization has brought a big change in the industry. Mr. Kapoor stated that most of the work of a financial manager involves research while the rest is automated. Digitization has also led cut down on cost drastically. Each transaction in previous days costed Rs. 21 while today it only costs Rs. 1.50.

Mr. Ajay Kapoor also briefly explained the concept of Block chain as a digital asset in the modern era. He also discussed the change in scenario of the energy sector due to increasing investment in renewable energy. The session ended with Mr. Kapoor interacting with the students and sharing his knowledge to solve their doubts. Team FEFF presented Mr. Ajay Kapoor with a memento for providing an insightful session to the students.



Students attending the session on Changes in Financial Outlook of 2018

Panchtatva 2018



Alumni at Panchtatva 2018

FORE Alumni Network organized *Panchtatva* on January 5, 2018 to guide the junior batch about the selection of subjects for their specializations. Four prestigious alumni were invited to discuss the growth of five divisions and future prospects. Mr. Gautam Sewani, Senior Director and Team lead, Kotak Mahindra Bank, Lt; Col. Ashutosh Singh, Vice President - SCM & Operations, HealthKart; Mr. Vikramjit Singh Sahaye, Director, SelfDrvn Enterprise and Ms. Haneet Vohra, Marketing Director, KSB designs were invited to discuss on the topic. The session started with a welcome address by Mr. A. K Puri, Faculty-in-charge, FORE Alumni Network.

Mr. Gautam started the discussion by stating the disruption in finance sector through digitization and demonetization. A lot of options have opened up for those who wish to join finance sector with the breaking down of traditional models. He stated that one should not be fixated on a particular field and electives should be chosen in such a way that they add value to you. One needs to gather knowledge in such a way that they are specialized in the field and generalized overall.

Mr. Ashutosh Singh recounted his own experiences as a student and his confusions while choosing specializations. He interacted with the students while imparting knowledge about Operations and its process. He concluded his speech by stating the four important factors that mattered in Operations: Cost, Time, Quality and Efficiency.

Mr. Vikramjit Sahaye also recounted his own experiences of working in all specialization despite choosing a Marketing Major. He stated that if one thinks they are fit for the challenge then they should do it. He talked about HR as managing people as an asset and differentiated between traditional and modern HR practices. He concluded by quoting that one can easily switch from one sector to another by regularly up skilling themselves.

Ms. Haneet Vohra talked about the importance of passion while choosing an elective. She stated that one needs to love their job to be successful in it. She also talked about Marketing as being a hard-core front end job requiring a dynamic personality. There would be times when you fall flat on your face and have to start again but with perseverance you will definitely gain success.

The session ended with an interaction between the panellists and the students. The alumni were presented with mementoes by FORE Alumni Network for gracing the event with their presence.

Rendezvous 2017



Ms. Anjali Joneja Amar at Rendezvous 2017

“MBA does not teach us something new, it teaches us the application of what we already know.”

FORE Alumni Network organized *Rendezvous 2017* on December 11, 2017 where the students of the current batches got the chance to interact with the renowned alumni who gave them valuable insights about the industry. Ms. Anjali Joneja Amar, former Director Sales at Microsoft; Mr. Vivek Sharma, Associate Vice President, Evalueserve; Ms. MeghaChowdhary, Relationship Manager, CitiBank and Mr. Prateek Bansal, Project Manager - IT, BCG. They discussed the challenges faced by students transitioning to the corporate world and how to deal with them. They enlightened the students with their personal experiences and quoted the lessons they learnt along their journey.

Ms. Anjali began the discussion by stating the value of your passion. She iterated the importance of finding a job that you love and delivering work to the best of your capability. She shared her belief that working like an entrepreneur makes a person succeed in their jobs and motivated students to have a sense of belongingness with the job they choose for themselves.

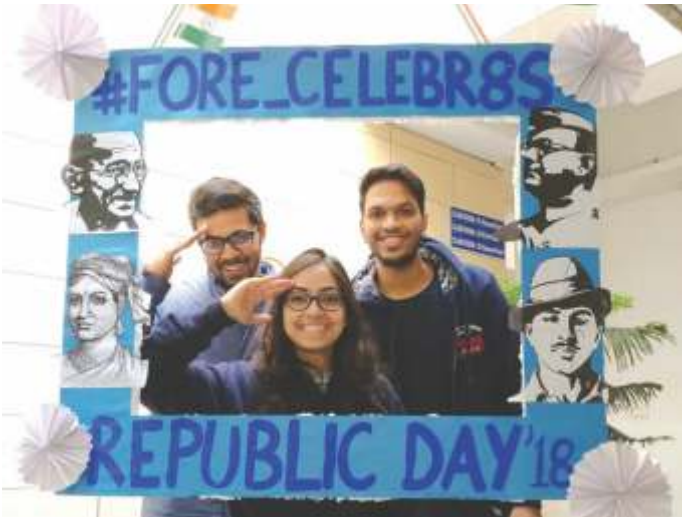
Mr. Vivek Sharma discussed how important it is to know oneself. He stated that knowing your own shortcomings would help in working on them and hence making improvements. He also talked about the importance of hobbies in one's life and encouraged students not to give up on them. Also, he stated that it is important to do a SWOT analysis before making any decision.

Ms. Megha Chowdhary discussed the value of people skills, networking and the need to build professional relationships. She also emphasized on the fact that one should be open to learn and grow in every aspect of life. Moreover, she talked about how rumours in informal groups in the organization may affect people, but to deal with them, one needs to focus on the bigger picture.

Mr. Prateek Bansal highlighted the various principles to be followed by a new employee. Some of them that struck a chord with the students were, building your brand, finding a mentor and doing your manager's job apart from doing yours for skill development and growth.

The event ended with a Q&A round between the students and the alumni.

Republic Day Celebration



Students of FORE celebrating Republic Day 2018

January 26, 2018 was marked by the 69th Republic Day and Team Nexus organised a program for the celebration of this beautiful day. Being anchored by Dhruv Dan and Priyam Wadhwa, the program started by lighting of the lamp by the Director, President and Chair-Student's Affairs.

Dr. Basant Potnuru, Chair - Student's Affairs, addressed the audience and talked about how the industrial profit and interests are unfortunately not equal to the national profits and interests. He said it is important to increase the market size rather than curtailing it. The gallery was then addressed by Dr. Jitendra Das, Director saying that not all rich are rich by legacy and let us respect the diversity and contribute our share to the development of the nation. Dr. B. B. L. Madhukar and Mr. R. C. Sharma also addressed the gallery with their golden words. Mr. Sharma remembered the India of past and spoke about the changes that have happened now.

Fingers running on the keys and voice over the auditorium, Deepanjan Sinha won hearts by his musical talent. His *Vande Mataram* filled people in the hall with patriotism. There was also a lovely Hindi poetry recitation by Saurav. The fire in his eyes could be seen when he said "*Haan haan duryodhan maar mujhe*". Also, there was a dance performance on the song *Indiawale* by Jevin, Akansha, Ruchika, Vishu, Navneet and Vividha who were all full of energy. Sahaj Parashar and Isha Agrawal got the title of the best dressed in categories of male and female respectively.

Dhruv and Priyam also conducted rounds of quiz over the program and distributed chocolates for right answers. They thanked the audience and ended the program.



Dr. R.C. Sharma, Dr. B.B.L. Madhukar, Dr. Jitendra Das along with faculty members at the Republic Day Celebrations.

Industrial Visit



Personnel from Multicolor Steels (India) Pvt. Ltd. addressing the students of FORE at their plant.

On February 9, 2018, students from FORE School of Management went on an educational industrial trip organized jointly by QT & OM Area and Team FOSTRA, to the manufacturing unit of Multicolor Steels (India) Pvt. Ltd. situated in Bawal, Haryana. The factory dealt in pre-engineered building, which is easy to erect and has a long life and high scrap value.

The factory premise had two basic sections, the rolling mill for forming operations and the structure mill for fabrication work. Guided by the officials at the factory, students learned the entire process of making of H beams and other accessory items at the factory. Walking past the shop floor they could watch the production at different WIP stages, from cutting, shearing to welding, drilling and finishing stage. The material handling was being done through overhead cranes. The students were briefed about MIG, SMAW and SAW welding, oxy fuel gas cutting, gas and flux welding, punch and dye operations, PEB concept etc. In the rolling mill, the students were shown different cutting and slitting machine, the making of different roof panels and profiles, Z and C funnels etc.

The students saw the Store of the factory where the smallest of the materials were named and labeled for efficient operations. The students visited the testing department where the person in charge explained the various ways of testing the quality of raw materials, WIPs and finished product. The industry had some of the major companies as their customer, like Maruti, Patanjali etc., for whose project the work was under progress.

The students saw small portable cabins made in the factory which could be taken as an upcoming project in future. There was also a septic tank in the factory premise where the waste water was first treated and then disposed into the river water.

By the evening, the factory operations were all explored and absorbed. The students enjoyed lunch at Haldiram's before coming back to the college. The visit to the industry was a great opportunity for fun and practical learning for all.

Aashayein 2018



FORE's Students at DMRC Shelter Home | Creating a Difference

"Help others achieve their dreams and you will achieve yours" - Les Brown

With the onset of New Year, Team *Antar* took the opportunity to organise its first event of the year 2018, *Aashayein*. On January 7, 2018, the event was organised in association with the Salaam Baalak Trust, where the students of FORE School of Management visited the DMRC shelter home. The idea was to make one day in a child's life special by organizing various activities to engage them and to create awareness about education.

A card making competition kick started the lovely day. The children there, then, excitedly presented their stunt skills. The students of FORE played several games like football, cricket etc. with them. The kids seemed to be pro at playing ludo in the mobile phones and getting selfies with Snapchat and Facebook filters. They explored the Picasso in them and had fun painting faces of the students from FORE.

The kids had lunch sponsored by the college. FOREians too enjoyed the meal together after serving to the kids. Post lunch, Mr. Tanvir Singh Virdi, President, Student's Council, sang for the children, along with Rohan Sharma on the guitar. Arrangements were also made for dance on the terrace of the building. Everyone danced with joy realizing that we can feel alive to the degree that we can help others. As the sun set, the kids were handed some gifts and snacks as a token of love from all. Just then was the time to say goodbye and the warmth in the goodbyes were reciprocated equally from each side. The feeling of contentment and delight with which we returned was much more than what we could give to those children on that one day.



Talent of the Next Generation being showcased at DMRC Shelter home

Abhivadan 2018



Senior Citizens from Old Age Home slicing the cake at *Abhivadan* 2018

The best classroom in this world is at the feet of an elderly person. In order to make Senior Citizens from Old Age Homes loved and cared for, Team *Antar*, the CSR Committee at FORE School of Management organized *Abhivadan* on January 31, 2018. The team invited Senior Citizens from Gharaunda and Sandhya Senior Citizen Home to make their day memorable by organizing and participating in activities with them. The event started at 11 am with a traditional welcome of the guests at Virajam Auditorium.

The guests were first served breakfast by the volunteers followed by a morning prayer by one of the guests to flag off the event. A welcome address was given by Dr. Jitendra Das, Director, FORE School of Management and Dr. Basant Potnuru, Chair Students' Council. Mr. Bhatia from Gharaunda Senior Citizen Home presented a collection of Shayari while another guest had prepared a presentation on 'Stress Management' to introduce the students to a completely new perspective. The volunteers showcased various performances including a duet by Rishabh Verma & Rohan Sharma and a dance performance by Ruchika. The performances were trailed by an exciting game of Tambola where all the elders were seen competing for prizes. Another song was presented by Ms. Bindu after which the guests were served lunch.

The event resumed with Safal and Deepanjan's smashing musical performance that led to an *Antakshari* Competition between students and the guests. The guests enjoyed playing a game of passing the parcel and Bollywood Quiz. Team *Antar* also presented a dance performance and invited the guests to dance along. The event ended with a cake-cutting ceremony. The guests were served with evening snacks and presented with gifts.



Smile is the biggest gift | Senior Citizens at *Abhivadan* 2018

Melange - How to Spice your Employability?



Participants of *Melange* workshop organized by Team SIG-Ma.

Special Interest Group - Marketing (SIG-Ma) of FORE School of Management, New Delhi organized the first edition of *Melange* on February 13, 2018. The topic of discussion was “How to Spice your Employability?” and was delivered by Col. Harpreet Singh Walia (Retd.), Founder & CEO of L2L International. He has to his credit four start-ups in the last seven years.

Col. Walia during this event touched upon a lot of relevant aspects of employability. He advocated that students should focus on an acronym “LICN”, where 'L' stands for language, 'I' for internship, 'C' for certificates & 'N' for NGO. Language is very important for business and thus for employability therefore one should know a few in order to succeed. With the perspective of Internship, he mentioned that students must be domain specific & try to garner maximum knowledge related to it exhibiting the same in a good company. Furthermore to enhance employability, he advised students to opt in for various certificate courses. These courses add value to you over & above your regular studies. He also advised students to get associated with an NGO & learn the societal aspect of business from it.

The first edition of *Melange* was very successful and will surely add a lot of value to the pool of knowledge at FORE in the future.

SIGMA - Marktionary & Taboo

Fun & learning go hand in hand but when served with a pinch of competitiveness, the results are profound. This was quite evident from the event *Marktionary & Taboo* organised by Special Interest Group - Marketing (SIG-Ma) of FORE School of Management, New Delhi on February 12, 2018. The event was conducted in two rounds. The first round challenged the participants with Pictionary with a marketing twist. The second round revolved around the popular game of Taboo, where the giver attempted to prompt as many keywords as possible in the given time with the constraint of some forbidden words. The events saw a huge participation & ultimately culminated with two teams being awarded the first & second position. Team Rebels comprising of Shreya Mahajan & Ruchi Ponia stood second while the first position was bagged by Team Marketers made up by Deepak Gupta & Shantanu Lal. The event was a great success in catalysing fun while learning.

Industry-Academia Curriculum Review Meet



Chair PGP, Prof. Subir Verma conducting the Industry-Academia Curriculum Conclave.

FORE School of Management, New Delhi organized an Industry -Academia Curriculum Conclave on February 16, 2018. The objective of the conclave was to engage with the industry, in particular, recruiters and subject matter experts in the corporate world, on the revised course structure proposed for the PGDM by the FORE School of Management with effect from Academic Year 2018-19.

The Conclave began with the welcome address by Dr. Jitendra Das, Director, FORE who thanked the participants for their continued support to the school in its efforts towards being alert, agile and responsive to the ever evolving needs of the corporate world. Prof. Subir Verma, Chair-PGP made the presentation on the overall course structure and underlined its central underlying theme: creation of young managers who have holistic and deep knowledge of their function alongwith the appreciation of their role in the value proposition of the company; are industry-ready; and have sustainable employable competencies suffused with learning through cutting edge courses, both contemporaneous and futuristic. The Chairs of various Areas of Specialization viz. Communication, Economics & Business Policy, Finance & Accounting, IT, International Business, Marketing, OB&HR, QT & Operations Management and Strategic Management then made the participants walk through the portfolio of courses pertaining to their Area. The presentation was followed by a highly engaging discussion amongst the participants that went for more than 3 hours.

The curriculum meet was graced by Dr. B. B. L. Madhukar, Dr. Jitendra Das and faculty of FORE. The industry was represented by Mr. Shrikant Bhande, CGM HR & CSR, IOCL Pipelines Division, Noida; Mr. Vinny Agarwal, Director, Centrum Wealth Management; Mr. Anup K. Srivastava, CEO, Skill Council for Persons with Disability; Mr. Gaurav Joshi, Bacardi; Mr. Vinay Padroo, AVP-HR, Radico Khaitan Ltd; Mr. Harsh Priya Arya, AVP, Corporate HR & CSR, JBM Group; Mr. Gagan Chhabra, AGM, Tata Motors; Mr. Ashish Bhalla, Global Corporate Recruiting Head, HCL Technologies; Mr. Arpan Anand, Chief HR Officer, CP PLUS; Mr. Vivek Pathak, Head-HR, Simon Electric Pvt. Ltd; Mr. Vimal Ojha, Zonal Head & Vice President, ICICI Securities; Mr. Karan Raj Teluja, Financial Services Business Unit Leader, EY and Mr. Anupam Saronwala, Country leader and Program Director, IBM Research.

Faculty Focus

Prof. A. K. Puri

Delivered Keynote Address at the National Conference held on December 8, 2017 at Gitarattan Institute of Business Studies, New Delhi.

Invited by Council of Scientific and Industrial Research (CSIR), New Delhi, to deliver a full day interactive programme for Scientists on the topic Management of Scientific Research for Value Creation for Scientists held on January 17, 2018.

Appointed as an examiner for Ph.D. Thesis in Finance by University of Pune.

Prof. Alok Kumar

Kumar, Alok., & Chanda, Udayan (2017, October-December). Optimisation of fuzzy EOQ model for advertising and price sensitive demand model under dynamic ceiling on potential adoption. *International Journal of Systems Science: Operations & Logistics*, 4 (2), 145-165.

Kumar, Alok (2018). Inventory management under partial trade credit policy. *Working Paper No. 2018/08*, FORE School of Management, New Delhi.

Session Chair at the *International Journals of Arts & Sciences (IJAS) International Conference for Business Economics* organized by IJAS at University of Freiburg campus in Freiburg, Germany during November 28 - December 1, 2017.

Dr. Anita T. Lal

Dr. Anita T. Lal was once again invited this year to Judge the final Inter college debate competition by Rotract Club South Delhi on January 21, 2018.

Dr. Anita T. Lal has conducted MDP Sessions on 'Communicating Effectively at Workplace' for Indian Statistical Officials at IIFT, New Delhi on February 08, 2018.

Dr. Lal was also a Jury member of Delhi Management Association- Final Women Entrepreneurs Awards function on February 22, 2018 at India Habitat Centre, New Delhi.

Invited for an Interactive session with Dr. Stevan Gal, Entrepreneurship Professor from Cornell University by Bennet University on February 15, 2018.

Invited as a Jury member for the Final B-Plan Competition Lakshay at Amity University on February 16, 2018.

Dr. Lal was a speaker in the Panel on 'Innovation and



Dr. Anita T. Lal along with other speakers at the award function of 8th Women Entrepreneurs Conference

Entrepreneurship' in the Indo Canadian Summit on Entrepreneurship on February 18, 2018 at Le. Meridian Hotel, New Delhi.

Dr. Anita T. Lal was invited again to conduct MDP Sessions on 'Communicating Effectively at Workplace' for State Trading Corporation Officials at IIFT, New Delhi on March 15, 2018.

Prof. Anupam Narula

Prof. Anupam Narula was invited as external expert member on the panel of Doctoral Research Committee (DRC) meeting of Amity International Business School, Amity University Noida.

Prof. Anupam Narula was nominated as an expert to evaluate the Ph.D. Thesis titled "Dimensions influencing the Teenagers' purchase Intention and their Influence in Purchase Decision Making" by IK Gujral Punjab technical university, Kapurthala, Punjab.

Narula, Anupam (2018, January 16). What do employers expect from MBA Graduates. *The Statesman*, p.14.

Narula, Anupam (2018, February 19). What do employers expect from MBA Graduates. *Financial Express*, p.12

Prof. Basant K. Potnuru

Potnuru, Basant, K. (2018, February 9). The national health protection scheme is here, but how to ensure it those who need It, *The Qrius* (Formerly, *The Indian Economist*) Available from: <https://qrius.com/national-health-protection-scheme-ensure-to-those-in-need/>

Potnuru, Basant, K. (2018, February 5). Business and social justice, *The Daily Excelsior*, Jammu, p.6. Available from: <http://epaper.dailyexcelsior.com/?id=NzQzNDk>.

Potnuru, Basant, K. (2017, December). Demonetisation to oust black money in India: A success or failure? *International Journal of Development Research*, 7 (12), 18088-18091. Available online: <http://www.journalijdr.com>

Prof. Bishakha Majumdar

"Chanderiyaan: Digital Empowerment for Sustainable Economic Growth" case study authored by Bishakha Majumdar, Sriparna Basu & Shilpi Jain has won third prize in the William Davidson Institute at (Ross School of Business, University of Michigan, USA) 25th Anniversary International Case Writing Competition, and has received the prize award of \$1,000 USD.

Prof. Dhanya Jothimani

Jothimani, Dhanya (2018). Big data analytics in finance: Need of the hour. *Finanza*, (Financial Newsletter of Bharati Vidyapeeth Institute of Management & Research, New Delhi), 1 (1).

Invited by Maharaja Agrasen College, Delhi University to deliver a lecture on "Languages of Data Science" on February 21, 2018.

Prof. Himanshu Joshi

Joshi, Himanshu (2017, December). New product launch and stock returns in the period of demonetization: Cross section and multivariate time series analysis. *Indian Journal of Research in Capital Markets*, 4, (4).

Joshi, Himanshu (2018). Does introduction of single stock options impact volatility: Empirical evidence from underlying



Dr. Jitendra Das chairing a session on “Entrepreneurship – the Global Perspective” at the 8th Women Entrepreneurs Conference

stocks in Indian market. *Working Paper No. 2018/01*, FORE School of Management, New Delhi.

Prof. Jitendra Das

Chaired the Session on “Entrepreneurship-The Global Perspective” in the 8th Women Entrepreneurs Conference on “Unleash your Potential- Ideate, Accelerate and Execute” organized by Delhi Management Association (DMA) on February 22, 2018 at India Habitat Centre, New Delhi.

Invited as the Guest of Honour in the Inaugural session of the International Seminar on Skill Development and Entrepreneurship organized by Seneca College, Toronto, Canada on February 18, 2018 at Le Meridian Hotel, New Delhi.

Prof. Prachi Bhatt

Bhatt, Prachi (2017). Changing planes in managing human resources in high performing Indian banking organizations: Attract, retain and motivate. *Journal of International Business and Economy*, 18 (2), 6-83.

Bhatt, Prachi (2018). Organizational culture study based on Hofstede's multi model. *Working Paper No. 2018/04*, FORE School of Management, New Delhi.

Presented a paper titled “Emerging Dimensions of Intrinsic Motivation for Effective Performance” at the 20th International conference on Social Sciences, Economics and business Administration organized by World Academy of Science, Engineering and Technology, Sydney, Australia during, March 29 -30, 2018.

Prof. Priyanka Jaiswal

Jaiswal, Priyanka (2018). Impact of span of control on the influence of ethical leadership: LMX & OCB. *Working Paper No. 2018/02*, FORE School of Management, New Delhi.

Prof. Rakhi Tripathi

Prof. Rakhi Tripathi has received an award 'Outstanding Woman in Science' for her contribution and achievement in the field of Information Technology from Venus International Foundation, Chennai on March 3, 2018.

Prof. Reeta Raina

Raina, Reeta (2018, March). Exploring the efficacy of using theatre techniques in teaching business communication. *Abhigyan*, 35 (4), 22-30.

Prof. Reeta Raina was invited to Conduct training programme titled” Enhancing your Personal Brand and Strategies for Team Building “for senior IRS officers of the rank of commissioners

and joint commissioners at IIPA, Jodhpur on February 7, 2018. Invited to conduct training programme titled” Enhancing your Personal Brand and Strategies for Team Building” for senior IRS officers of the rank of commissioners and joint commissioners at IIPA, Delhi on February 12, 2018.

Invited as a speaker in the area of Humanities at *International Congress - Sanmantrana-2018*- “A Multi-disciplinary International Congress on Innovations in Science, Technology and Management- Challenges and Opportunities” held during February 5-7, 2018, Sponsored by AICTE, New Delhi and St. Cloud State University, USA at Shri Vaishnav Vidyapeeth Vishwa vidyalaya, Indore.

Wrote a Foreword “Tracing the growth of a short story” for *The Other*-an anthology of English Short Stories, published by Mirror Story and was one of the speakers at the launch of the book by the minister for Sports Col. Rajwardhan Singh Rathore at YMCA, Delhi.

Organized a workshop on “Creativity and Communication” conducted by celebrated authors Ms. Mona Verma and Ms. Abha Iyenger at FORE School on February 22, 2018.

Prof. Savita Gautam

Gautam, Savita (2018). Globalization, WTO and trade sustainability. In Chatterjee, Bhaskar., Banerji, Aditi., & Arya, Pragya (Eds) *Resolution to resolve: Sustainability practices in industry an education* (pp 65-76), New Delhi: Bloomsbury Publishers.

Gautam, Savita (2018, March 8). Shift to alternate living, *The Pioneer*, p.14.

Prof. Shilpi Jain

“Chanderiyaan: Digital Empowerment for Sustainable Economic Growth” case study authored by Bishakha Majumdar, Sriparna Basu & Shilpi Jain has won third prize in the William Davidson Institute at (Ross School of Business, University of Michigan, USA) 25th Anniversary International Case Writing Competition, and has received the prize award of \$1,000 USD.

Prof. Sriparna Basu

“Chanderiyaan: Digital Empowerment for Sustainable Economic Growth” case study authored by Bishakha Majumdar, Sriparna Basu & Shilpi Jain has won third prize in the William Davidson Institute at (Ross School of Business, University of Michigan, USA) 25th Anniversary International Case Writing



Dr. Sriparna Basu addressing as a jury member at Gen-Z Leadership Olympiad

Competition, and has received the prize award of \$1,000 USD. Invited as jury member at Gen-Z Leadership Olympiad organized by Cinque at Hotel Pride Plaza, Aerocity, New Delhi on March 24, 2018.

Invited by Indian Institute of Public Administration (IIPA) to conduct MDP on Change Communication at their ITO campus on March 6, 2018.

Prof. Sumeet Kaur

Prof. Sumeet Kaur was invited as resource person for FDP on SPSS organized by IAQC at Bhaskaracharya College of Applied Sciences, Dwaraka (Delhi University) on December 17, 2018.

Kaur, Sumeet (2018). Factors influencing consumer perception to buy online & offline. *Working Paper No. 2018/03*, FORE School of Management, New Delhi.

Prof. Vandana Gupta

Gupta, Vandana (2018). Open Market Repurchases and Signaling Hypothesis. *Theoretical Economics Letter*, 8, 592-608.

Gupta, Vandana (2018). Predicting accuracy of evaluation multiples using value drivers: Evidence from Indian listed firms. *Theoretical Economics Letter*, 8, 755-772.

Prof. Vinay Dutta

Invited by Punjab National Bank as panel member in the interview process for promotion from Chief Manager to Assistant General Manager during February 13 to 15, 2018.

Invited by Institute of Public Finance, New Delhi for taking a session on "Financial Planning: Management of Personal Investments" on February 22, 2018.

Invited by Lal Bahadur Shastri Institute of Management, New Delhi as external evaluator for evaluating and Viva Voce of Research Projects of PGDM Finance students on March 3, 2018.

Welcome to FORE family



Prof. Harshita

Prof. Harshita has joined as an Assistant Professor in the area of International Business. She is pursuing her PhD from Indian Institute of Technology Delhi. Her Alma Maters are Shri Ram College of Commerce and Daulat Ram College (University of Delhi) where she pursued her masters and bachelors in Commerce. During her doctoral study, she received financial assistance from the Research Promotional Fund at IIT Delhi for paper presentation at the 4th Economics and Finance Conference, held in London (United Kingdom). She has published journal articles with publishers of international repute and has presented papers at prestigious institutes and societies. She was awarded University Grant Commission's Junior Research Fellowship for pursuing her PhD. Prior to joining academics, she was associated with SATAT (NGO) and Tata Power Delhi Distribution Limited for a year and a half. Her research, teaching and consultancy interest areas include Asset Pricing,

Information and Market Efficiency, International Finance and Security Analysis and Portfolio Management.



Prof. Somayya Madakam

Prof. Somayya Madakam submitted his doctoral thesis on "Internet of Things (IoT) Technologies in Smart Cities: An Exploratory Study in India", in the area of Decision Sciences & Information Systems to National Institute of Industrial Engineering (NITIE), Mumbai. In 2006, he completed his Master of Business Administration in both IT &

HR from Andhra University, Visakhapatnam. Prior to this he has done his Bachelor of Technology (Computer Science and Systems Engineering) from Andhra University. He also 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. He presented his 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. His research interest areas include Internet of Things (IoT), Smart Cities, Quality of Life, Big Data Analytics, Information Security and Qualitative Research. He is upcoming evangelist on "The New Language of Publications".



Prof. Vinaytosh Mishra

Prof. Vinaytosh Mishra has submitted his doctoral thesis in (Operation Management) at Indian Institute of Technology (BHU), Varanasi. He completed Master of Business Administration (Marketing & Operations), from Nirma University. He has also done his B-Tech (ECE) from Indian Institute of

Technology (BHU), Varanasi and Post Graduate Diploma in Statistics & Computing from Institute of Science, BHU.

He has more than ten years of experience in industries like Manufacturing, Financial Services, Software and IT and have worked with reputed companies like FIITJEE Edusoft, Religare, Rosenthal India and Jindal ISPAT. He has also worked as founding team member for start-ups in healthcare, pharmaceuticals and IT. He has also been a visiting faculty at IMT-Ghaziabad, IMI-Delhi and CIMP-Patna for courses in Marketing and Operation Management.

During his doctoral program, he had presented his papers in many international conference and published his work in reputed journals like Springer, Taylor & Francis, IEEE Xplore and Emerald. He has also been actively involved in consulting and have consulted companies in the area of operations and IT. His research and consulting interest includes Healthcare Operations, Chronic Care delivery, e-Commerce, Digital Marketing and Quality Management.

The Internet of Things Summit on “Digital India: Make in India”



Dr. Jitendra Das as a Moderator for the session “Industrial IoT - Factory of the Future”

FORE School of Management in association with the Confederation of Indian Industry (CII) has organized the Internet of Things Summit on “Digital India: Make in India” organized on Friday, March 16, 2018 at Hotel Le Meridien, New Delhi. More than 200 delegates from the corporate participated in this summit.

Digital Technology is slowly being recognized as an important enabler for innovations and exponential growth. The Government believes in the tremendous opportunities that the IoT presents, and is planning a close synergy between the Digital India programme and the IoT, and has already drafted it into policy. The IoT will be part of the broadband highway that will deliver a wide range of e-governance and citizen services to all corners of the country and Industrial IoT (IIoT) as an enabler of 'Manufacturing 4.0' | 'Make in India' initiatives and is the next wave of innovation impacting the way the world connects and optimizes machines. The Industrial Internet of Things is connecting the physical world of sensors, devices and machines with the internet and by, applying deep analytics through software are turning massive data into powerful insights and intelligence.

Dr. Jitendra Das, Director, FORE School of Management was one of the Session Moderator for the session “Industrial IoT - Factory of the Future” in this summit. The Industrial Internet of Things (IIoT) is the use of Internet of Things (IoT) technologies in manufacturing. Also known as the Industrial Internet, IIoT incorporates machine learning and big data technology, harnessing the sensor data, machine-to-machine (M2M) communication and automation technologies that have existed in industrial settings for years. Dr. Das was accompanied by the following prominent co-panelists:

- Mr. Sanjay Kaul, Managing Director, India & SAARC, Cisco Systems
- Mr. Pavan Kumar, Vice President - South Asia & Managing Director, Altair
- Mr. Manish Sinha, Chief Marketing Officer, Sterlite Technologies Ltd.
- Mr. Vadiraj S Katti, Managing Director, iTriangle Infotech Pvt Ltd.
- Mr. Sanjeev Arora, Executive Vice President, JCB India
- Mr. Rajeev Singh, Partner, Deloitte India

Award 2018



Dr. Jitendra Das receiving Certificate of Excellence for Best Excellence in Academic and Corporate Interface.

FORE School of Management, New Delhi has received the '**Certificate of Excellence for Best Excellence in Academic and Corporate Interface**' in the 'FWA Higher Education Summit-2018 cum 9th National Education Leadership Awards-2018' organised jointly by the Business World and the Education Post on February 15, 2018 at Le-Meridian, New Delhi.

International Research Grant

Prof. Rakhi Tripathi along with two Professors from Kings' College, London and one from London School of Economics has received a research grant of £290,000 from British Academy Global Challenges Research Fund (BA GCRF). The topic of the project is 'Disconnected infrastructures and Violence Against Women (VAW): Innovating digital technologies in low-income neighborhoods to produce safer Indian cities'. Prof. Rakhi Tripathi is one of the co-investigators of the project. Duration of the project is 18 months

Project Details:

Women in low income urban neighborhoods face increased sexual and physical assaults during access to and use of connected infrastructures (eg. Water, toilets, transport, etc), which also highlights the challenge of delivering SDG 6 - clean water and sanitation to all. Combined with this is an acute information and skills gap in technology use amongst these women that impedes their knowledgeable and empowered engagement with social and material assemblages of urban infrastructures.

From the above issues the challenge of addressing Violence against women by improving women's knowledge of and safe access to urban infrastructure in the Indian city rises.

- Mr. Amol Mate, Vice President - Industrial Business, Altizon
- Mr. Subrata K. Mitra, Director - Public & Government Affairs, Huawei Telecommunications

Achievers' Column



Winners at LeAgile 4.0:ReInvented, Tatva 2018

Three students of Batch 2017-19 brought home laurels by becoming National Winners at LeAgile 4.0: ReInvented, Tatva 2018 organised by Lal Bahadur Shastri Institute of Management, Delhi on February 11, 2018.

Team 'Old Monks', comprising of 'Anuj Gupta, Sachin Kamath and Vaibhav Agarwal' faced mind-boggling problems of the corporate world & were able to make it by leveraging and synergizing their capabilities.

The same team won a case-based stock market competition of Shri Ram College of Commerce, University Delhi on February 11, 2018

FORE at IIM Rohtak



Winners of Women's Throw Ball competition at IIM Rohtak

The Inter-College Sports fest, *INFUSION '18*, was held at IIM-Rohtak from January 12, 2018 to January 14, 2018. FORE School of Management, after two days of intense competition and great displays of sportsmanship in a closely fought contest,



Team FORE at IIM Rohtak's Sports Fest.



Winners of Table Tennis Competition held at IIM Rohtak

became the overall champion by winning the most number of gold and silver medals at the event in various sports viz. Throwball, TT, Badminton and Carrom.

FORE Sports Team at IIFT Fest

In a nationwide sports fest hosted and organized by our next door neighbor IIFT (Indian Institute of Foreign Trade), our college came through with flying colors.

Winning Gold in Table Tennis against team from other prestigious colleges placed FORE in high regards. FORE School also bagged three silver medals namely in Cricket, Badminton & Volleyball. This stellar performance has put FORE right at the top in sports performance amongst all the other prestigious B schools.



Winners of Table Tennis Competition at IIFT, Delhi



Badminton Team of FORE at IIFT Sports Fest.



FORE Cricket Team at IIFT, Delhi.



FORE Volley Ball team at IIFT, Delhi.

IIM Raipur Achievements

IIM Raipur organised Equinox 8.0, its annual management and cultural fest, on March 10, 2018, that held many national level competitions to test competency of MBA students in applying classroom knowledge to real world situations. One such event was “Case Files”, a national case study competition, in which Aman Jain and Isha Aggarwal of FORE School of Management secured 2nd position. The competition saw entries from over 100 teams from prestigious B-schools all over the country, with only 5 teams getting shortlisted for the final on-campus round. The case study was a mix of Marketing and Finance domains.

Great things never come from the comfort zone. With great pride, we congratulate all the winners who have done us proud.



FORE Students at Case Study competition at IIM Raipur.

Section Wars



Winners of Section Wars 2018, FMG 25 B.

“Winning takes precedence over all. There's no gray area. No almosts.” – Kobe Bryant

The clock finally struck midnight for the Cinderella story of the section war tournament. FORE Sports and Cultural Division organised final event for the session 2017-18, “Section Wars”, a comprehensive sports and cultural fiesta. Tournaments of table tennis, badminton, throwball, pool, foosball, cricket, carom, chess and tug of war were conducted. On the cultural side talent hunt was organised. The event went on for a month starting in February. The participants for the event proved their mettle in almost every event and showcased their strength within the ground as well as outside it.

The overwhelming participation and close performance by sections made for an exciting event. At the end of Section wars the winners were declared on the basis of points. The winners for the individual events are as follows -

Badminton- IMG10	Throwball- IMG11E
Pool- IMG10	Foosball- FMG25C
Cricket- FMG25B	Carom- FMG25B
Chess- FMG25B	Tug of War- FMG25C
Arm wrestling- IMG10	Table Tennis- FMG25B
Talent Hunt- IMG10	

Repeating history, FMG 25B emerged as the winner and became the proud owners of a glittering trophy. The support shown by the section captain, participants and their fellow classmates was commendable which acted as an added advantage for their victory. The runners up for the event were IMG10.



Enthusiastic participants at Section Wars 2018.

FWA Higher Education Summit 2018 cum 9th National Educational Leadership Awards 2018 on “Teaching Learning Content & Process in Higher Education”



Dr. Jitendra Das speaking at the FWA Higher Education Summit 2018

FORE School of Management in association with The Education Post has organized the FWA Higher Education summit 2018 cum 9th Educational Leadership Award on “Teaching Learning Content & Process in Higher Education” on Tuesday, February 15, 2018 at Hotel Le-Meridien, New Delhi. More than 200 delegates from various corporate participated in this conference. In this Summit, Business World was the Media Partner.

The eminent dignitaries who had attended the summit are Smt. Sadhvi Niranjan Jyoti, MOS, Ministry of Food Processing Industries; Dr. Sandhya Chintala, Vice President-NASSCOM; Prof. Suresh Advani, President- MODY University; Prof. Mahesh Gandhi, President-FWA; Dr. Urvashi Makkar- Director General, GLBIMR, New Delhi; Prof. Madhu Vij, Professor at FMS, University of Delhi and Dr. S. K. Mahapatra, Director-Jaipuria School of Business, Ghaziabad.

Dr. Jitendra Das, Director, FORE School of Management was invited as a Session Chair for the panel discussion titled “Making Management Education Work: Practice Inspired Interventions” in this summit. He was accompanied by the following prominent co-panelists:

- Prof. M. J. Xavier, COO, Karunya University, Coimbatore
- Ms. Anjali Singh, SVP & COO Financial Services, Genpact
- Prof. Pria Warrick, President, Pria Warrick Finishing Academy, New Delhi
- Dr. Irfan A Rizvi, Professor of Leadership & Change Management, IMI, New Delhi & VPFWA

In this Summit, FORE School of Management received the “Certificate of Excellence for Best Excellence in Academic and Corporate Interface”.

11th National Summit on Glocal Fraud & Risk: Detection, Prevention and Correction



Dr. Jitendra Das along with other speakers at the 11th National Summit on Glocal Fraud & Risk: Detection, Prevention and Correction

FORE School of Management in association with Associate Chambers of Commerce and Industry of India (ASSOCHAM) has organized the 11th National Summit on “Glocal Fraud & Risk: Detection, Prevention and Correction” on Friday, March 09, 2018 at Hotel Sunville, Worli, Mumbai. Ms. Parama Sen, Principal Director (Commercial), Office of Comptroller & Auditor General of India has graced the occasion as Chief Guest. More than 200 delegates from various corporate and academia participated in this conference.

The eminent dignitaries who had attended the summit are Mr. Kishor Pradhan, Co-Chairman, ASSOCHAM National Council for Factoring and Member, ASSOCHAM National Council for Corporate Fraud & Internal Audit and CEO, Global Trade Consultancy Services; Mr. Pradeep Udhas, Office Managing Partner - West, KPMG in India; Mr. M. V. Chakranaraynan, Regional Director West, Ministry of Corporate Affairs; Mr. Sanjay Rai, Additional Director, Serious Fraud Investigation Office; Mr. Debshis Ghosh, Member, ASSOCHAM National Council for Corporate Fraud & Internal Audit and Chief Internal Audit & Group Head - Management Assurance, Srei Infrastructure Finance Limited; Mr. Kishor Pradhan, Co-Chairman, ASSOCHAM National Council for Factoring and CEO, Global Trade Consultancy Services; Mr. Hitesh Asrani, Founder, CRP Risk Management Limited; Mr. Suveer Khanna, Partner – Forensic Services, KPMG in India; Mr. Sanjay Sharma, Co-Founder & Managing Director, Aye Finance Private Limited; Mr. Anurag Jain, Head of Risk Business, South Asia, Thomson Reuters; Ms. Kriti Trehan, Partner, Law Offices of Panag & Babu; Mr. Sanjay Narang, Director, Security Weaver; Mr. Madhav Kulkarni, GM - Group Assurance, Kalpataru Group and Mr. Hiren Shah, President, Net Square Solutions Pvt. Ltd..

Dr. Jitendra Das, Director, FORE School of Management was invited as a Session Moderator for the Special Session titled “Digital and Cyber Frauds - Detection, Prevention & Correction” in this summit.

Finish Line- Think Tank



Winners of Finish Line 2018 with their certificates.

Team Think Tank successfully conducted its distinctive and one of a kind event- Finish Line: Dare to Bank on your Instincts? -on February 19, 2018 at FORE School of Management.

Round 1 was an online quiz conducted as a screening round for all the aspirants to this game, which saw participation from B-schools all over India.

Seldom do we find Finance and Fun getting together, yet Round 2: Stalk the Stocks created this opportunity and participants racked their brains and did backward speculation of stock prices of the companies given to them.

Then came the campus round for the teams that cleared the roadblocks of the first 2 successfully. The esteemed judge for the event was Mr. Shivam Khemka, alum of FORE School of Management, Batch of 2013. He is the founder of Finwagon Financial Services Pvt. Ltd., an online platform that connects the lenders (Banks and NBFCs) with the clients looking for funding. This round was a test of entrepreneurship in the B-school students, as they were given scenarios of FinTech, Food Tech and Aviation Industry, and had to come up with a suitable business plan for any of the one.

After much hard-work, presentations, negotiations, the winners of the event were Team Old Monks (Anuj Gupta, Sachin Kamath, Vaibhav Bansal) from FORE; the runners up were Team Vision 29 (Achal Arora, Mitul Panchal, Akash Gholap) from SRCC; and the 2nd runners up were Team Backlash (Akansha Gupta, Aman Jain, Prateek Chawla) from FORE School of Management, New Delhi.

My Experience of Communication Workshop on Public Speaking: Overcoming Stage fear Through Theatre Techniques

Business needs communication and good managers mean business. With this in my heart, I participated in the Communication Workshop on Public Speaking: Overcoming Stage fear Through Theatre Techniques organised by Prof. Anita Lal on December 1, 2017. The main outlook for attending this workshop was to sharpen my public speaking skills and the



Participants of Communication Workshop on Public Speaking along with Dr. Anita T. Lal

event turned out to be very fulfilling. The number of attendees were at an optimum level of 20 which facilitated a direct feedback that we got from Prof. Anita Lal, who conducted a myriad of unique activities. The activities had theatrical orientation that allowed us in overcoming our stage fear and steadily build our confidence in handling our stage presence. We worked on oral communication & non-verbal communication with a special emphasis on voice modulation. Those four hours were truly commendable as we slowly moved up the ladder of public speaking. The outcomes of the workshop were quite clear when we all gave extemporaneous speeches & participated in the concluding skit without any fear what so ever. The knowledge and the learning derived from this workshop were quite immense that will surely help me in my career. I will cherish this vibrant workshop for long!

-Naman Taneja - FMG 26

Quizzark – Think Tank

Quizzark is way of simulating the competition in the intra-college environment. It gave a unique opportunity to all the sections to display their intellectual prowess. The event was conducted on March 8, 2019 at FORE School of Management. It was a multi-subject quiz in which each team belonging to each of the five sections were quizzed. This entire quest was targeted at winning the “Quizzark Cup”. The competition was very stiff but Section B triumphed above all and bagged the First position. They were followed by Section A, which bagged the First Runner-up position. In totality, the event was a great example of fun & learning.



Winners of Quizzark 2018: FMG 26 B.

Farewell 2018



The batch of PGDM 2016-18 bidding adieu to FORE School of Management Winnie the Pooh once mentioned something very emotional in his fun-filled series that had us all in awe, "How Lucky am I to have something that makes saying GoodBye so hard".

Pooh knows it well. It is often said that the best period in life is the time that one spends in college. This is, undoubtedly, golden era, which one recollects nostalgically for the rest of his stay in the world. As juniors, we made our seniors re-live those days throwing a farewell party on March 22, 2018. It's difficult to describe- a jumble of fear, a pang of regret, and sprinkles of nervousness with a side of excitement. There's a lot of uncertainty and expectations in the air, and that's what makes it so exciting, but equally frightening.

The farewell took place in the auditorium, decorated with great art, balloons and fancy lights. Though there was an atmosphere of joy and excitement, yet it was tinged with an air of melancholy. All outgoing students were in their best attire. Though sad, but feeling great, everyone gathered in the auditorium and the function started. It began with a formal address to the gathering by Dr. Jitendra Das, Director- FORE School of Management, followed by programs of entertainment that were put up for recreation by the hosting party. It included poetry, band and dance performances. Even the seniors could not restrain themselves from performing and re-living their moments. To throw more surprise element to the party, fun titles were declared among the crowd, also to declare Mr. and Miss FORE titles, different rounds of introduction and rapid-



Students from the outgoing batch with Dr. Rakhi Tripathi.



Bhavyata Jain and Karan Girotra were titled Ms. & Mr. FORE respectively at Farewell 2018.

fire were organised. A lovely nostalgic farewell video was also played while people watched with smiling lips and teary eyes. Dr. Basant K. Potnuru, Chair- Student's affairs, also distributed certificates to the outgoing members of all the committees of the student's council. To add to the excitement, photo booth was placed in the campus, wherein they could get themselves clicked along with their FORE family. Meanwhile, dainty dishes, followed by dinner were being served.



Team FCD receiving Certificates of appreciation from Prof. Basant Potnuru.

All in all something like farewell has really stirred up many deep emotions within all, and has caused strengthened bonds and friendships. There were beautiful gifts and photograph given as token of love to the seniors. Aside that dismaying thought of leaving, in the end, everyone was satisfied, happy and excited about their futures.



Moments of joy at the Farewell party.

Memoirs



Tanvir Singh, President,
Students' Council

Coming from the corporate world and re-entering the academic space after a hiatus of 3 years, is a big change and challenge for anyone, and I was no different when I started my journey at FORE in 2016. By giving me a chance to interact with and learn from an amazingly knowledgeable and encouraging faculty, a staff that worked their backs off with a bright smile on their faces, a

group of supportive seniors, a batch of peers who are determined, sharp, and full of conviction, FORE made my transition a lot easier. As Eleanor Roosevelt said, "The purpose of life is to live it, to taste experience to the utmost, to reach out eagerly and without fear for newer and richer experience." That is what my experience at FORE has been, newer, richer, challenging yet nurturing.

While at my job, my supervisor once told me: you may sit down for long hours studying the SOPs we provide you and go on asking for assistance from the people in your team, but unless you get your hands dirty, on-the-job, and start doing things on your own, you would never learn the nuances of the job. Through my stint as a member and later the President of the Student Council at FORE, I can say, without a shred of doubt, that what we as members have learnt through our experience is more than what any book can teach us. It has reinforced the importance of time, teams, budgets, and resources for me. It helped me understand how to work towards optimizing the benefits that you can draw out of them.

I am thankful to the people I interacted with, all the activities I took part in, and all the experiences I have had here. They have left a lasting impression on me and helped me grow as an individual and a professional. I wish all the upcoming batches, the faculty and the management, all the best for the future and hope that all of us, who would be passing out soon, would continue to add value to FORE, through our endeavors in the world beyond its walls.

When a flower doesn't blossom, you fix the environment in which it is, not the flower. A couple of months in the college, I could smell the rifts in our system and that inspired me to take charge, with or without the title-Vice president.

When it all started, Sanskari and Gharelu were the alias of Karan, 60 km to and fro drive was never tiring enough, Grammar Nazis and Motivational speakers accepted me to their Gang, I was tagged as the guy who always had a question. But what I missed was a seat at the table (Student Council).

Thus, it created a little Scepticism in my peers for me when it came to choosing their rep. There's no better way to overpower a



Karan Girotra, Vice-President,
Students' Council

trickle of doubt that with a flood of naked truth. Who could have guessed that on one descent evening with a fine performance, great friends, and odds in my favor I'd be selected to head the Gormint at FORE.

My trajectory of a Day Scholar to a Hostetler can be summed up when my mother asks, "What did you have today?" instead of "what will you have today"? No one told

me before how difficult it is to live away from home. (Pro Tip-Survived because of my flatmates)

Been 7 months into the post, living away and, I have learned things that take a lifetime for some. A Little is done and a lot has to be accomplished. N-Ach as the catalyst, friends for motivation, Tanvir as the President and great faculties and seniors as mentor, makes everything look so doable today. Most of our work is behind the curtains. No one would ever get to know that it happened, but it did. Selfless isn't selfless if you expect a reward. Looking forward to making the best out of the remaining time and leave a great deal at the TABLE for the coming batches.

Journey at FORE



Aby John Mathew

For me, FORE is like my second home. I didn't make acquaintances here but siblings and friends for a lifetime. As my days in FORE are counted, I can proudly say that - I am leaving this place with a lot of memories to cherish forever. Each and every day in FORE gave me something to add to my piggy bank of memories - as a new

experience, opportunity, a fun moment or a memorable conversation.

Though the first year was pretty hectic with lectures back to back from 8 to 4, we pretty easily got into the momentum. The umpteen class presentations and case studies, the competitions, seminars session at auditorium, committee works, the unending chats in the canteen over a plate of samosa, and the late night parties at hostel, internship moments - first year was a helluva ride.

The highlight of the second year was obviously the final placements. Waiting curiously for the registration mails from FCD, getting yourself groomed for the process, waiting in auditorium for company officials, the group discussions that turned into a WAR of words and getting rejected, sharing the joy

of the losers as well as the winners - as someone who got a job only after many attempts, I can undoubtedly say - these were a whole different array of experiences.

How can I conclude without saying a few about the famous FORE special Singapore IIP? That was my first foreign trip. We were lucky to get a glimpse of an international exposure. We spent an entire week at Nanyang University and interacted with the faculties over there. And in the nights, it was all party & party!!

I was not learning management here, I was learning life. I was not learning how to become a better manager but how to become a better person. Thank You FORE!



Akash Uppal

When I left my job at PPI Pvt. Ltd. to pursue the PGDM course at FORE, I wondered if I will be able to adjust with the curriculum of a B- School, after having worked for 45 months. Soon I realized that the curriculum was not completely academic & I started understanding why it was designed that way i.e. the way courses were structured, the seminars that we had to attend & the group activities in projects. I realized that, after working in the functional area of manufacturing, I actually had the right expectations from this course. The expectations were to bridge the gap between functional expertise & long term career growth.

The journey so far has been very enriching. Looking back, I find that the real challenge that I faced was to value the diverse opinions of peers from different backgrounds. The reason that I identified this as the biggest challenge is that every person develops a set of values over a period of time, especially while working in the corporate environment. These values affect, most importantly, our thought process & the way we interpret what the people around us think. The process that I adopted to overcome this challenge was to unlearn & relearn successfully. I found that we learn by doing & not thinking about doing it. When we have the willingness to succeed, we realize our own capacity to work. I gained strength by looking at my peers working harder to overcome their own challenges & yet always remain positive especially the Members of the Student Council. One of my professors advised, we should do a Cost Benefit Analysis of every decision that we make. The benefits of this decision obviously outweigh the 'material' costs. I find myself more empathetic towards the efforts of my teammates & my peers. Also I have been able to identify my strengths & weaknesses and I hope I will be able to improve in the domains where I found myself weak. The teachings of the professors &

some very good friends are the gifts from FORE that I will cherish throughout my life.



Deepak

I decided to do a degree in Management to embellish my existing experience in the corporate world, however, what happened was much more than that. The usual building of networks, classroom learning and seminars just went on. These taught me things I was supposed to know. But, barring the usual classroom and "outside the classroom" learnings, the biggest take away for me was the cross-cultural exposure I received. The batch had representation from all parts of the country and the city itself had the diverse population that added up to the experience.

Another proud moment for me in these two years was the time when I became a part of Think Tank. It is a moment I always considered to be one of the best achievements after coming to FORE. It was here I was able to learn the most - team management, time management, project management, stressful situations - name it, I would have experienced it. The pure pleasure that I derived when working together to create something amazing was just really beyond words.

Then there were the smaller and lighter moments, in the hostel, in the classrooms, in the hallways. Two years at FORE was undoubtedly the greatest time of my life so far. It helped me build what I am, right now.



Iti Singh

Sometimes smooth and sometimes with crests and troughs, my journey at FORE has been pretty enlightening. Coming from a science background, subjects from various domains like Marketing, Finance, Economics etc. really widened my thinking horizon. I moved from mechanistic to improvised way to deal with problems. Sleepless nights especially in 1st trimester, a slew of assignments, case studies and presentations helped me enhance my knowledge and skill set. Faculty was a huge support and it is really good if we compare it with other colleges of similar cadre as FORE. IIP was a great experience both in terms of gaining knowledge and creating memories with friends. Being a part of FOSTRA also helped me in improving my overall personality and I got a chance to interact with some of the adept people from industry.

Finally, the journey is coming to an end and I am already feeling nostalgic. But I am really satisfied, starting my career with a brand like HDFC Ltd. and taking back some very beautiful memories & a huge bunch of friends who will stay with me for lifetime.



Saptajit Nair

Delhi has always been a city that has intrigued me ever since I learnt about its existence as a kid. From seeing the parade on TV every republic day and reading about its rich history in my history text books and seeing the rich food lined along the streets in magazines and lifestyle shows. So, when I was given the opportunity to study 2 years here

in Delhi at FORE School of Management, it was one that I grabbed gleefully with both hands.

Fast forwarding 2 years down, I can truly say that the experience here is one that I will cherish and hold close to my heart for the rest of my life. Right from running around in the terribly hectic term 1, trying to manage and juggle reports, presentations, quizzes, assignments and exams to the breezy terms of 5 and where it practically feels like there is absolutely nothing to do. They have gone a long way in teaching me the one and only thing that most B-schools manage to teach their students, TIME MANAGEMENT.

Having said all this the greatest experience that FORE has been able to provide me is the peers and faculties that I have been given the opportunity to interact with. Right from Jammu and Kashmir to Tamil Nadu and Gujarat to Tripura, I have had the unique opportunity of interacting and making friends and acquaintances with students from almost all over India. The experiences and memories I have made with them is something that will last with me for a long long time. It has been a refreshing experience learning new viewpoints, cultures and languages. All these experiences have gone a long way in making me what I am now.

The International Immersion Program at Nanyang Business School was the most eventful week of my entire in FORE. Studying in one of the top B-schools in the world, even though it was just for a week, it gave me the most vivid and insightful insights into the thought process and decision making at the top offices of most corporate entities around the world. Learning the same from one of the most accomplished academics in the business world made the entire experience one of the best experiences of my life. The sightseeing and nightlife around Singapore with friends will be something that I will cherish and hold close to my heart for the rest of my life.

Securing the SIPs and final placements has been another area

that has moulded me into a more complete person. Going through the plethora of emotions of disappointments, rejections to the euphoria and joy of being placed it teaches one a lot about themselves and the kind of person they truly are. This is one of the most important lessons that I have learnt here, to push yourself no matter what and look forward to every new opportunity with the same optimism and hope that came along with the first one.

As the clock ticks towards the last set of exams and farewell, I only have good things to say about my experience here. Yes, here and there things could have been better, there could have been a hostel in campus, yes the infrastructure and space could have been better but having said that the experience in FORE has well and truly been an experience that I am quite sure no other B-school in the country can provide.



Saumya

Coming to New Delhi for MBA was my first experience living away from my family. The initial days were tough and overwhelming as the "MBA wave" came in full force ready to swipe me away. The assignments and presentations were unending and the term exams felt like common cold, came every other week even before you had got over the last

one. 'Fitting in' in the culture was a problem initially as I come from a very humble background which was entirely different from what New Delhi had to offer and was honestly very naive. Life became much easier and enjoyable as I made friends who were as crazy as I was (some even more :p) in their own ways and took pride in it. Partying in HKV and trips to SatyaNiketan and SDA felt like a fortnightly ritual.

The seven days in Singapore were like a magical dream (oh if you could only live your dreams forever!) that gave me some of the best memories in FORE.

Some of the key takeaways from MBA-

1. How to make a ppt in less than 2 hours.
2. The word 'strategy' sells more than any other in the MBA world.
3. How to fit 'Porter's 5 forces model' in everything.
4. Always have a 'Plan B'.
5. Whenever in doubt, float a Google form.
6. Even the most unassuming teacher would catch proxy one day.

On a serious note, it was one of the best experiences of my life. Each new day had more to offer than what could be learnt in the classes. Today as I look back, it feels like yesterday when I had entered the college for the first time in white shirt and 'charcoal grey' trousers. But soon 2 years are going to pass that have given me friends and memories to cherish for a lifetime.

Management Development Programmes (January-March 2018)



Faculty along with participants of an MDP

FORE School of Management conducted 4 open Management Development Programmes at its Campus at New Delhi during January-March 2018. The details are as follows:

1. Managerial Leadership and Team Building conducted by Prof. Sanghamitra Buddhapriya during January 11-12, 2018
2. Crisis Communication conducted by Prof. Sriparna Basu during January 18-19, 2018.
3. Enhancing Personal Branding - Building your pathway to Professional Success conducted by Prof. Reeta Raina during February 15-16, 2018.
4. Financial Reporting as per Converged Indian Accounting Standard conducted by Prof. Vandana Gupta, Prof. Ambrish Gupta and Prof. Himanshu Joshi on March 8, 2018.

A total of 28 participants attended these programmes. Some of the well known companies which participated in these programmes include: Sud-Chemie India, Baroda Apex Academy, Indraprastha Gas, Subros, Gujarat State Fertilizers & Chemicals, Damodar Valley Corporation, Shriram Pistons & Rings, Petroleum Planning & Analysis Cell, RailTel Corporation of India, RITES, Indian Oil Corporation, Petronet LNG, National Skill Development Corporation, Cent Bank Home Finance etc. FORE also conducted following customized in-house programmes during this period :-

1. "Finance" for The Oberoi Group conducted by Prof. A. K. Puri during January 12-13, 2018 at Gurugram.
2. "Women Empowerment - Importance of Being Me" for NHPC Women Professionals conducted by Prof. Sanghamitra Buddhapriya during January 29-31, 2018 at Faridabad.
3. "Basic Excel" for Relaxo Footwears conducted by Prof. Rajneesh Chauhan on February 1, 2018 at FORE Campus, New Delhi.
4. "Basic Excel" for Relaxo Footwears conducted by Prof.



Faculty along with participants of an MDP

Sumeet Kaur on February 1, 2018 at FORE Campus, New Delhi.

5. "A Consultants Tool-Kit for Solving Strategic Problems & Enhancing Business Performance" for Mitsui Chemicals conducted by Prof. Anil Kumar Singh on February 21, 2018 at Delhi.
6. "Negotiation Skills" for Indian Oil Corporation Limited conducted by Prof. Subir Verma on February 23, 2018 at IOCL Pipelines Division, Noida.
7. "Winning with Relationship Marketing" for Mitsui Chemicals conducted by Prof. Asif Zameer on March 6, 2018 at Delhi.
8. "HR Analytics: HR Scorecard & HR Metrics" for NHPC Limited conducted by Prof. Subir Verma and Prof. Bishakha Majumdar during March 26-28, 2018 at Faridabad.

A total of 125 participants attended these in-House Management Development Programmes.

A two-day workshop on "Psychometric Testing and Applications" was conducted by Prof. Sanghamitra Buddhapriya and Prachi Bhatt during February 22-23, 2018 at FORE Campus, New Delhi.



Faculty along with participants of an MDP

New Year Celebrations at FORE

This year it was no different, like the previous years FORE organized the get-together for the celebration of New year on January 1, 2018. Members of Executive Board of FORE, faculty and staff were present on the occasion. The get-together was very pleasant because of the happiness of everyone meeting

and greeting each other in a relaxed environment. The emotional bonding within each one's heart could be felt in the air.!!After relishing the scrumptious lunch everyone bid adieu to each other.



Students' Council 2017 - 18



Tanvir Singh Virdi
President
Students' Council (2017-18)



Karan Girotra
Vice - President
Students' Council (2017-18)



Akshat Gupta
Co-ordinator, FORE Word



Atul Kataria
Co-ordinator, FSCD



Deepak
Co-ordinator, Thinktank



Diksha Jaiswal
Co-ordinator, CED



Gaurav Prasad
Co-ordinator, FOREConnect



Gaurav Sethi
Co-ordinator, FCD



Kanak Methi
Co-ordinator, PEC



Kriti Vij
Co-ordinator, SIGHR



Mudith
Co-ordinator, FEFF



Nimish
Co-ordinator, FOSTRA



Rishabh Sareen
Co-ordinator, FAN



Sahil Khanna
Co-ordinator, Antar



Samriddhi Gupta
Co-ordinator, Nexus



Shantnu Kalidhar
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