<table>
<thead>
<tr>
<th>Sl. No.</th>
<th>Programme Title</th>
<th>Dates</th>
<th>Fees (Rs.)*</th>
<th>Programme Director(s)</th>
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<td>Non-Residential</td>
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<tr>
<td>1.</td>
<td>Leveraging Social Media for Business Intelligence</td>
<td>April 29, 2019</td>
<td>8,000</td>
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<td>2.</td>
<td>Performance Management-Current Trends and the Future</td>
<td>May 6, 2019</td>
<td>8,000</td>
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<td>3.</td>
<td>Effective Purchasing Skills and Strategic Sourcing</td>
<td>May 23-24, 2019</td>
<td>16,000</td>
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<td>4.</td>
<td>Understanding Sales and Distribution Analytics</td>
<td>June 10-11, 2019</td>
<td>16,000</td>
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<td>5.</td>
<td>Advanced Excel Training</td>
<td>June 27-28, 2019</td>
<td>16,000</td>
<td>28,000</td>
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<td>6.</td>
<td>Train the Trainer</td>
<td>July 8-9, 2019</td>
<td>16,000</td>
<td>28,000</td>
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<td>7.</td>
<td>Data Analytics for Expanding Markets</td>
<td>July 18-19, 2019</td>
<td>16,000</td>
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<td>8.</td>
<td>HR Analytics</td>
<td>July 22-23, 2019</td>
<td>16,000</td>
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<td>9.</td>
<td>Developing an Intrapreneur Mindset for Effective Leadership</td>
<td>July 29-30, 2019</td>
<td>16,000</td>
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<td>10.</td>
<td>Effective Communication for Women in the Workplace</td>
<td>August 8-9, 2019</td>
<td>16,000</td>
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<td>11.</td>
<td>Finance for Women Executives</td>
<td>August 26-27, 2019</td>
<td>16,000</td>
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<td>12.</td>
<td>Decision Making Techniques for Managers</td>
<td>September 2-3, 2019</td>
<td>16,000</td>
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<td>13.</td>
<td>Effective Communication and Presentation Skills</td>
<td>September 12-13, 2019</td>
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<td>14.</td>
<td>Effective Negotiation Skills</td>
<td>September 18-20, 2019</td>
<td>24,000</td>
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<td>15.</td>
<td>Introduction to Intellectual Property Rights</td>
<td>October 14, 2019</td>
<td>8,000</td>
<td>16,000</td>
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<td>16.</td>
<td>Project Management</td>
<td>October 21-22, 2019</td>
<td>16,000</td>
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<td>17.</td>
<td>Retirement Planning for Middle Level and Senior Executives</td>
<td>November 4-5, 2019</td>
<td>16,000</td>
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<td>18.</td>
<td>Building leadership potential of Women Professionals</td>
<td>November 7-8, 2019</td>
<td>16,000</td>
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<td>Marketing Analytics</td>
<td>November 14-15, 2019</td>
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<td>20.</td>
<td>Aligning CSR with Sustainable Development Goals : Strategy Formulation,</td>
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<td></td>
<td>Implementation and Impact Assessment</td>
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<td>21.</td>
<td>Financial Strategies for Value Creation</td>
<td>November 21-22, 2019</td>
<td>16,000</td>
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<td>22.</td>
<td>The New Indian Consumer: Winning Concepts and Practices</td>
<td>November 29, 2019</td>
<td>8,000</td>
<td>16,000</td>
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<td>23.</td>
<td>Deep Learning-Foundation and Advances</td>
<td>December 9-11, 2019</td>
<td>24,000</td>
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<td>24.</td>
<td>Enhancing Assertiveness &amp; Positive Attitude</td>
<td>December 12-13, 2019</td>
<td>16,000</td>
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</table>
Open Management Development Programmes

In an ever changing business world, acquiring and updating knowledge and skills is a must for individual and organizational success. The quality and relevance of training input thus assumes a critical significance for business professionals. FORE School of Management (FORE), one of the best business schools in the country, has been a leader in design and conduct of Management Development Programmes not only in terms of numbers and variety but also in reach and relevance of its offerings. FORE MDPs aim to equip business managers with knowledge, skills and attitudes for effectively responding to global developments and competitive requirements. These programmes are designed with an appropriate blend of conceptual knowledge and experiential learning to germinate, grow and harvest the soft, technical and managerial skills of participants in the contemporary business context. The emphasis is on developing ability to apply learning in an efficient and effective decision making in real world to boost the performance and privy of the organizations - be it in the private, public, government, social or non-governmental sectors.

In-company Programmes

FORE also conducts a large number of customized in-company MDPs. These programmes are designed according to specific needs of the organizations. The pedagogy used is in keeping with the background, experience and aspirations of participants as specified by the sponsoring organizations. A partial list of organizations for which FORE conducted customized in-company programmes during 2018-2019 includes: Relaxo Footwears, Airports Authority of India, Jindal Stainless (Hisar), ALP Nishikawa, Indian Oil Corporation Limited, PowerGrid Corporation of India Ltd., NHPC, Thales India Pvt. Ltd., Mitsui Chemicals, Punjab National Bank, POSOCO, Oberoi Hotels, ONGC Academy, GAIL, Rotary International, etc.

Online Executive Education Programmes

From the last two years, FORE has been successfully conducting several Online Certification Programmes for Working Professionals in contemporary functional domains of Management. Courses successfully launched include- 6 months Online Certificate Programme in Big Data Analytics for Business and Management in collaboration with University of California Riverside (UCR), USA, Certificate programmes in Business Storytelling and Tableau & Data Visualization etc. FORE is also conducting an 11 Months blended Executive Management Programme (EMP) customized specially for Collabera Services Pvt. Limited, Vadodara using both Online Platform and physical contact classes.
It is with great pride and pleasure that I present to you FORE Open MDPs (Management Development Programmes) Annual Calendar for the Academic Year 2019-20.

Each year we prepare a bouquet of MDPs based on contemporary industry needs across management functions. These programmes are designed after thorough interaction and feedback from business leaders and thus each offering provides distinct solutions to current and future business challenges. Our training programmes focus on the dynamic learning needs of organizations and individuals to help them upgrade their knowledge and skills to face the complex global challenges of the present day businesses.

FORE has been an active partner to a large number of reputed public, private, and social sector organizations for the last 36 years in their odyssey of achieving excellence. We take pride in our efforts to help shape business leaders of tomorrow not only during a training programme but through the entire learning cycle beginning with training need analysis, selecting and administering the right intervention, and providing post programme evaluation and support.

This calendar offers a diverse portfolio of highly focused training programmes in different functional areas of management giving you ample choices. I am sure you will make full use of the offerings as in the past and engage with us in this ever continuing journey of Learning and Development.

Please feel free to contact us in case you need any further details or assistance from our side.

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**About The Institute**

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

**Programmes and Accreditations:**

- The PGDM, PGDM (IB) & PGDM (Financial Management) courses at FORE are AICTE (All India Council for Technical Education) approved.
- The PGDM and PGDM (IB) courses are accredited by National Board of Accreditation (NBA).
- The PGDM and PGDM (IB) courses are equivalent to MBA. Equivalence permission is granted by Association of Indian Universities (AIU).
- FORE has been awarded “SAQS Accreditation” by Association of Management Development Institutions in South Asia (AMDISA).
- FORE has set up a state-of-the-art Studio at its Campus to conduct Online Executive Education Programmes for Working Professionals and has been successfully conducting variety of such online certification courses.

Eminent academicians with many years of experience and experts from industry, recognized nationally and internationally, constitute faculty at FORE. FORE has in-house training facilitators in the field of Communication, OB & HR, Finance, Operations, Marketing, IT, International Business and Strategic Decision Making. With a sharp focus on Management Education, Executive Education Programmes/MDPs, Consulting and Research, FORE stands amongst the Top Business Schools in the country.

FORE conducts MDPs to equip managers with knowledge, skills and attitudes required for effectively responding to global developments and competitive requirements. Our MDPs are designed with an appropriate blend of conceptual and experiential learning. Apart from open programmes, FORE conducts customized In-Company Programmes tailored to suit organisation’s needs on topics/areas specifically required by an organisation. These Management Development Programmes (MDPs) are either custom-designed to suit client requirements or are offered by faculty on a specific theme to meet various client needs.

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**Partial List of Participating Organizations (2018-2019)**

- Airports Authority of India
- ALP Nishikawa
- Bajaj Capital
- Baroda Apex Academy
- Bank of Baroda
- Bharti Enterprises
- Bharat Oman Refineries
- BSNL
- CDB Group
- Central U.P. Gas Limited
- C.K. Consultants
- CISF
- Damodar Valley Corporation
- DCB Bank
- Dee Development Engineers Limited
- Directorate General Supplies & Disposals
- Drugs for Neglected Diseases Initiative
- EdCL (India) Limited
- Engineers India Limited etc.
- Essel World Leisure Pvt. Ltd.
- Federation of Indian Export Organisations
- GETCO
- Green Fuel Energy
- Green Gas Limited
- CII
- Goa Shipyard
- Gujarat State Fertilizers & Chemicals
- Gujarat State Petronet
- IDBI Bank
- Indian Coast Guard
- Indian Oil Corporation Limited
- Jindal Stainless (Hisar)
- Joint Plant Committee
- Kamataka Soaps & Detergents
- LIC of India
- Manapuram Finance Limited
- NABARD
- National Fertilizers Limited
- National Housing Bank
- NBCC (India)
- NHPC
- NLC India Limited
- Oil India
- Oil and Natural Gas Corporation
- Pension Fund Regulatory & Development Authority
- Petronet LNG Limited
- Petroleum Planning & Analysis Cell
- Pipavav Railway
- PowerGrid Corporation of India Ltd.
- Punjab National Bank
- RailTel Corporation of India Limited
- Reliance Footwear
- RITES Limited
- Rotary International
- SARA Textiles Limited
- SBI Life Insurance Co. Ltd.
- Seagull Maritime Agencies Pvt. Ltd.
- Shriram Pistons & Rings
- Solar Industries India
- SOS Children’s Villages of India
- Sonalika Tractors
- SRF Limited
- Stock Holding Corporation of India Ltd.
- Sud Chemie India
- Telecommunications Consultants (India) Limited
- Thales India Pvt. Ltd.
- Timex Group
- Ummeed Housing Finance
- Videocon Industries Limited

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For registration/enquiries, please contact:

**Executive Education Office**

**FORE School of Management**

“Adhitam Kendra”

B-18, Qutub Institutional Area, New Delhi 110016

Phone: (011) 2685 6301 (Direct), 4124 2424 (Extn. 471, 496 & 498)

E-mail: exed@fsm.ac.in, Website: www.fsm.ac.in