

Management Development Programmes

2019-2020



Imparting Knowledge for Exploring New Horizons



**FORE School of Management
New Delhi**

FORE School of Management, New Delhi

Calendar of Management Development Programmes (April 2019 - March 2020)

Sl. No.	Programme Title	Dates	Fees (Rs.)*		Programme Director (s)
			Non-Residential	Residential	
1.	Leveraging Social Media for Business Intelligence	April 29, 2019	8,000	16,000	Prof. Shilpi Jain
2.	Performance Management-Current Trends and the Future	May 6, 2019	8,000	16,000	Prof. Neeraj Kumar
3.	Effective Purchasing Skills and Strategic Sourcing	May 23-24, 2019	16,000	28,000	Prof. Mohita G. Sharma
4.	Understanding Sales and Distribution Analytics	June 10-11, 2019	16,000	28,000	Prof. Asif Zameer & Prof. Shilpi Jain
5.	Advanced Excel Training	June 27-28, 2019	16,000	28,000	Prof. Sumeet Kaur
6.	Train the Trainer	July 8-9, 2019	16,000	28,000	Prof. Subir Verma
7.	Data Analytics for Expanding Markets	July 18-19, 2019	16,000	28,000	Prof. Savita Gautam
8.	HR Analytics	July 22-23, 2019	16,000	28,000	Prof. Subir Verma & Prof. Chandra Sekhar
9.	Developing an Intrapreneurial Mindset for Effective Leadership	July 29-30, 2019	16,000	28,000	Prof. Anita T. Lal
10.	Effective Communication for Women in the Workplace	August 8-9, 2019	16,000	28,000	Prof. Sriparna Basu & Prof. Reeta Raina
11.	Finance for Women Executives	August 26-27, 2019	16,000	28,000	Prof. Vinay Dutta
12.	Decision Making Techniques for Managers	September 2-3, 2019	16,000	28,000	Prof. Hitesh Arora
13.	Effective Communication and Presentation Skills	September 12-13, 2019	16,000	28,000	Prof. Anita T. Lal
14.	Effective Negotiation Skills	September 18-20, 2019	24,000	40,000	Prof. Prachi Bhatt
15.	Introduction to Intellectual Property Rights	October 14, 2019	8,000	16,000	Prof. Muqbil Burhan
16.	Project Management	October 21-22, 2019	16,000	28,000	Prof. Hitesh Arora & Prof. Mohita G Sharma
17.	Retirement Planning for Middle Level and Senior Executives	November 4-5, 2019	16,000	28,000	Prof. Vinay Dutta
18.	Building leadership potential of Women Professionals	November 7-8, 2019	16,000	28,000	Prof. Sanghamitra Buddhapriya
19.	Marketing Analytics	November 14-15, 2019	16,000	28,000	Prof. Nirmalya Bandyopadhyay & Prof. Lalit K. Jiwani
20.	Aligning CSR with Sustainable Development Goals : Strategy Formulation, Implementation and Impact Assessment	November 18-19, 2019	16,000	28,000	Prof. Shallini Taneja
21.	Financial Strategies for Value Creation	November 21-22, 2019	16,000	28,000	Prof. Himanshu Joshi
22.	The New Indian Consumer: Winning Concepts and Practices	November 29, 2019	8,000	16,000	Prof. Anupam Narula
23.	Deep Learning-Foundation and Advances	December 9-11, 2019	24,000	40,000	Prof. Ashok Kumar Harnal & Prof. Lalit K. Jiwani
24.	Enhancing Assertiveness & Positive Attitude	December 12-13, 2019	16,000	28,000	Prof. Anita T. Lal

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25.	Managerial Leadership and Team Building	December 16-17, 2019	16,000	28,000	Prof. Sanghamitra Buddhapriya
26.	ISO 27001:2013 Lead Implementer Course	January 9-10, 2020	16,000	28,000	Prof. Sudeep S
27.	Enhancing your Personal Brand	January 16-17, 2020	16,000	28,000	Prof. Reeta Raina & Prof. Sriparna Basu
28.	Enterprise Risk Management	January 30-31, 2020	16,000	28,000	Prof. Vinay Dutta

Venue: FORE Campus, New Delhi

*GST @18% on fee amount, as applicable, is payable extra

Notes: 1. Detailed information on each programme (Introduction, objective, contents, methodology and for whom) as well as faculty profile is available at FORE website (www.fsm.ac.in).

2. The dates, venue, fee etc are indicative and subject to change. Detailed brochures for individual programmes will be available roughly 2 months before the start of each programme.

3. Organizations concerned must obtain confirmation of acceptance of nomination from FORE before sending participants to programme venue.

4. The above programmes can also be customized according to the requirement of an organization.

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 privity 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.



Jitendra K. Das
Director

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.

Partial List of Participating Organizations (2018-2019)

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

For registration/enquiries, please contact:

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