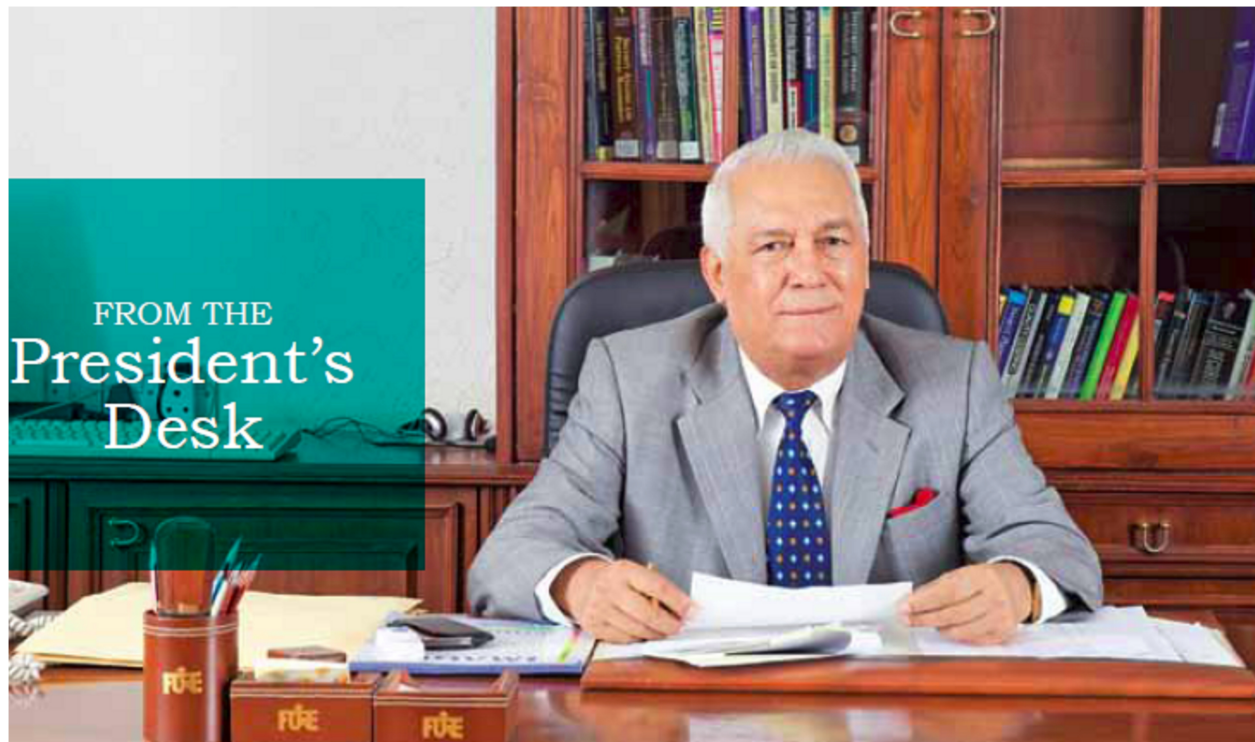# FORE SCHOOL OF MANAGEMENT

ADMISSION 2012

LEARN TO LEAD

From the President's Desk …

FORE School of Management has been striving to develop leaders keeping in view the expectations of the present day business world. The managerial and leadership abilities of its students are developed through well designed courses which are taught by our distinguished and experienced faculty. Apart from imparting knowledge the emphasis has been on building overall personality based on individual aptitude and interest. They are being groomed to take up higher responsibilities and take appropriate decisions in their profession. We have a tradition of inculcating right values among the students. The emphasis is on Research, Innovation and Inclusiveness. It is our belief that a management student should not only have the knowledge and professional skills but should also be responsive towards the greater demands of the society at large. More important, the students should aspire not only to be better managers but also to be better individuals and citizens. They must be well versed with the bigger issues the human civilization is faced with today, i.e., inclusive growth, adverse consequences of mindless exploitation of natural resources, etc.

I am happy that you have chosen FORE School of Management as your institution of learning. I can assure you that you will have a very stimulating and life turning experience at FORE.

R.C. Sharma

From the Director's Desk …

For the past three decades FORE has successfully created a position for itself as a leader in management education, research, consultation and training. This year the 21st batch of students for our full-time and part-time PGDM programmes and the 6th batch of students for the PGDM-International Business programme will be given admission. We lay foremost emphasis on enhancement of student's knowledge base and sharpening of professional skills through various curricular, co-curricular and extra-curricular activities.

At FORE School of Management, New Delhi students are expected to have an enriching experience which will enable them to reach new heights in their life. The curriculums we offer are constantly upgraded to be in sync with the industry requirements. Our faculty members are highly qualified and they maintain high standards of teaching which is constantly sharpened with their contributions through research publications, seminars, conferences, etc. at the national and international levels. Our key to success has been the opportunity we create for our students to interact closely with the corporate. We enjoy excellent goodwill with the corporate world who generously contributes to our various academic processes. To facilitate all this we have Centres of Excellence to enhance domain specific research and training amongst faculty members and entrepreneurship among students. We have collaboration with various institutions and universities in India and abroad to give our students better academic exposure. FORE provides a conducive environment for learning and personality growth.

I wish to thank you for showing your interest in FORE School of Management, New Delhi. As a prospective student, you are welcome to explore options that may be available to you in our various academic programmes and do not hesitate to contact us for additional information. As a parent of a student we assure you of a very enriching and fruitful time that your ward will be spending with us.

Dr. Jitendra K. Das

NATIONAL AND INTERNATIONAL COLLABORATIONS

Recognizing the need of management students, FORE has established a close networking with leading University, Institutes and Professional bodies around the world.

Accreditations and Recognitions

- AICTE, Ministry of HRD, Government of India.
- Association of Indian Universities (AIU), India
- Jamia Hamdard University for Ph. D Programme

Institutional Membership

- Association of Indian Management Schools (AIMS)
- All India Management Association (AIMA)
- National HRD Network, Delhi.
- Indian Society for Training & Development.(ISTD)
- Associated Chamber of Commerce and Industry of India (ASSOCHAM)
- National Institute of Science, Communication and Information Research (NISCAIR)
- Indus Entrepreneurs, Delhi
- FSM Features in the *Asian Directory produced by the EMD, Amsterdam, the Netherlands*
- Association of Management Development Institutions in South Asia (AMDISA)
- European Foundation for Management Development (EFMD)
- ARTDO International, Malaysia

International Collaboration

FORE School has collaborations and tie-ups with some of the leading International Universities and Institutions for student and faculty exchange programmes; conducting seminars and conferences on common interest and for sharing of expertise and resources. Some of the Universities/ Institutes are -

- Rennes International School of Business, France
- Asian Institute of Technology (AIT), Thailand
- Savannah State University, USA
- University of New Brunswick, Canada

ABOUT FORE

Foundation for Organisational Research and Education (FORE) is committed to the advancement of Management Education, Research, Training and Consultancy. Established in 1981 as a non-profit institution, FORE has been working with industry and academia for developing new domains of managerial thought and education and contributing to the process of building leaders in today's global business environment.

FORE has been setting benchmarks in management education for the last 20 years. This is aptly reflected in the Top rankings by leading B Schools surveys of the country and in the recent **survey conducted by CRISIL – a leading Ratings, Research, Risk and Policy Advisory Company in India - has awarded A*** grading (the highest rating level) for the Delhi-NCR Level Scale to both our 2-year PGDM and IBM programs at FORE.**

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

The Institute has a Board of Directors with representatives from Government, academic institutions and industry. The Institute has also an Academic Council consisting of eminent professionals from industry, government and other academic institutions.

FORE takes pride in its professional and high-quality faculty in the fields of General Management, Human Resource Management, Finance, Operations, Marketing, Information Technology, Economics and International Business. The faculty are drawn from leading national and international institutions and industries who are engaged in extensive research and consultancy, and possess myriad management skills. Eminent personalities and senior corporate professionals are invited from time to time to share their experiences and discuss real world managerial practices and market opportunities/ challenges with the students.

STATE OF THE ART INFRASTRUCTURE

Much of FORE's strength is rooted in its state-of-the-art infrastructure.

LIBRARY

- Fully automated and centrally air-conditioned library;
- Over 23900 documents (books, journals, audio-video cassettes, etc.) on all areas of knowledge focused on management and other allied subjects;
- Subscribes 160 national and international periodicals and a vast collection of video cassettes, CD ROMS, etc.;
- Subscribes 15 national and 2 international newspaper regularly for updating students, faculty and staff members;
- Subscribes to leading e-journals and databases on Management and allied topics-:

   a) EBSCO online database which includes 1350 full text international journals;
   b) ABI Inform Proquest online database which includes 3800+full text international journals;
   c) Sages Online : Selected international journals on the subject areas;
   d) CMIE Prowess: A database of large and medium Indian firms;
   e) Capitaline Plus: A database of financial statistics;
   f) Indiastat.com : Indian statistical database;
   g) PressDisplay : A database of national and International Newspapers and Magazines.

- Member of DELNET through which the library shares with other member libraries.
- Member of British Council Library, American Centre Library and NISCAIR library.
- Latest and updated collection of print and non-print resources for reference.
- Library resources are accessible through LAN - campus wide / Internet.

IT INFRASTRUCTURE

- Computer centre with branded servers, SUN NAS for storage & 250 plus Desktops and Laptops, scanners, 70 printers, CD writers including webserver hosted in Computer Centre.
- Entire campus is connected to the internet through Cable & Wireless LAN (Heterogeneous OS).
- Fully Wi-Fi secured with Firewall, Antivirus & Antispam (UTM).
- 10 Mbps bandwidth from Spectranet & VSNL (TeL).
- Capitaline Plus & Prowess, database package (for Company / Industry Data).
- Specialised analysis packages like SPSS, Systat, Solver Suite & Minitab, Simulation: Crystal Ball.
- Business Intelligence / Data mining Tools-COGNOS & SAS.
- Project Management tools MS project.
- e-Learning and e-Working software: Claroline.
- Designing and publishing Software Adobe Acrobat 9 Pro Extended, Corel Draw & Photoshop.
- Programming Languages- C++, Visual Studio.Net, Java
- MSDN Academic Alliance for Microsoft Products including Navision.
- Database package like Oracle, SQL Server and My SQL.
- Library Management software- Libsys.
- UML Software design tool - Rational Rose.

OTHER FACILITIES

- Air conditioned classrooms equipped with audio-visual equipment.
- Air conditioned auditorium (Virajam) with a capacity to seat 300.
- An amphitheater (Sunken Garden).
- Subsidised canteen facilities.
- Leased hostel facility.
- Reprographics, Fax, STD-ISD and Internet Facilities.

THE PGDM PROGRAMMES

FULL TIME PROGRAMMES

Programme	Title of Post Graduate Diploma	Duration
Future Managers Group (FMG)	Post Graduate Diploma in Management	Two years
International Managers Group (IMG)	Post Graduate Diploma in Management (International Business Management)	Two years

PART TIME PROGRAMME

Programme	Title of Post Graduate Diploma	Duration
Working Managers Group (WMG)	Post Graduate Diploma in Management (for working executives)	Three years

Admission Procedure

Eligibility

- The candidate must hold a Bachelor's degree with minimum 50% marks, of any of the Universities incorporated by an Act of Central or State Legislature in India or other Educational institutions established by an Act of Parliament or declared to be deemed as a University under section 3 of UGC Act 1956 or possess an equivalent qualification recognized by the Ministry of HRD, Govt. of India.

- Candidates appearing for the final year degree examination in the year 2012 can also apply subject to furnishing the proof of graduation by October 1, 2012.

- All candidates are required to take the Common Admission Test (CAT) conducted by IIMs.

Selection Criteria

- Short listing on the basis of CAT percentile.
- Final selection is based on CAT percentile, academic performance, work experience and performance in group discussion (GD) & personal interview (PI).
  (Some selection criteria may be added/ removed as considered appropriate by the Institute)

How to Apply

- Candidates can apply on the prescribed Application Form available at the reception of FORE School of Management as well as various selected branches of AXIS Bank by paying Rs. 2000/-. Admission brochure, list of Axis Bank Branches & Pay-in slip can be downloaded from http://www.fsm.ac.in/adm_fulltimepgdm.html.

- In case a candidate is interested in applying for both PGDM & PGDM-IBM programmes, he/she is required to fill two forms separately.
- Candidates can also apply online http://www.fsm.ac.in/signin.php . For online application submission candidates need to pay Rs.1650/- either through net banking, credit/debit card, or can send the Demand Draft made in favour of "FORE School of Management", payable at New Delhi along with the print of the E-mail confirmation of the application submission.

- Candidates can apply either in Self Sponsored Category or Company Sponsored Category. Candidates applying under Company Sponsored Category need to download th**e** format from the website and submit the Company Sponsored Certificate in the given format within the stipulated timeframe. **Change in Category is not allowed**

- Candidates shortlisted for GDPI are required to fill up the "**Information Sheet**" online before appearing the process.

Admission Fees

We offer an enriched and value added program encompassing the following:

- Our placement activities and compensation offered to our students match the best that the industry offers.
- We offer scholarships to needy students with excellent academic performance.
- We provide an opportunity (as per our schedule) to all two year full time students to attend a one week's International Immersion program at a location outside India.
- We provide ample opportunities to our students to engage in a variety of co-curricular and extra-curricular activities for their holistic development.
- Besides the well qualified core faculty at FORE, we invite industry leaders to take courses and special sessions for students to discuss the best business practices etc.

Our fees plan is as follows:

Programme	Self Sponsored Category	Company Sponsored Category
PGDM	Rs. 11 lacs	Rs. 16.50 lacs
PGDM-IBM	Rs. 11 lacs	Rs. 16.50 lacs

For further details please contact:

Admissions Office
FORE School of Management
Website: www.fsm.ac.in
Email: admissions@fsm.ac.in

Change in Category is not allowed

PGDM – (Future Managers Group) Programme

The Two Year Full Time Post Graduate Diploma in Management – Future Managers Group Programme (PGDM - FMG) is designed to train and groom the future managers at FORE.

Objectives

- To have comprehensive understanding of the corporate world

- To integrate the theoretical knowledge with the practical aspects of organizational settings and techniques of management

- To acquire conceptual and analytical abilities required for effective decision making

- Evolve with the dynamic and complex working environment

Learning Outcomes

The students will be able to:

- Demonstrate the skills, knowledge and attitudes necessary to gain employment in the corporate sector or in family businesses

- Identify and evaluate options for developing strategies in business situations

- Use a range of practical tools and techniques for conducting business

- Identify potential market opportunities in the Indian and global market

- Describe and identify the implications for Indian business

- Analyse and evaluate the issues that arise out of the greater integration of the Indian economy and businesses with the global environment

Academic Calendar

First Year	Term -I, II, III June – March	Foundation Courses Core Courses
	April-June	Summer Internship
Second Year	Term -IV, V,VI July – March	Core & Elective Courses

Instructional Methodology and Pedagogy

The instructional methodology comprises of an optimum mix of lectures, classroom discussions, case studies, role-plays, group discussions, special sessions from professionals from industry and trade, management games, sensitivity training, management films, industrial visits and industry interaction.

Courses in First Year –

(Compulsory courses)

Term-I	Term-2	Term-3
Marketing Management-I (1 credit) 1. Financial Accounting (1 credit) 2. Basics of IT & MIS (1 credit) 3. Managerial Economics (1 credit) 4. Human Behaviour in Organization (1 credit) 5. Managerial Communication (1 credit) 6. Decision Making Models (1 credit)	1. Marketing Management – II (1 credit) 2. Management Accounting (1 credit) 3. Networking & Internet Technology in Business (1 credit) 4. Macro Economics (1 credit) 5. Human Resource Management (1 credit) 6. Business Statistics (1 credit)	1. Corporate Finance (1 credit) 2. E-Commerce (1 credit) 3. Business Environment (1 credit) 4. Advanced Communication and Analysis (1 credit) 5. Operations Management (1 credit) 6. Business Ethics (0.5 credit) 7. Business Research Methods (0.5 credit)

Courses in Second Year –

(Compulsory & Elective Courses)

Term-4	Term-5	Term-6
1. Strategic Management (1 credit) 2. Organisational Design & Change (1 credit) 3. Electives (6 credits*)	1. Legal Aspects of Business (1 credit) 2. Electives (6 credits*)	1. Interpersonal Skills (0.5 credit) 2. Electives (4 credits*)

Elective Courses:

The Second year students of PGDM (FMG) are required to complete exactly 16 credits from the elective courses during the second year in the areas of Marketing, Finance, HR, IT, Operations, International Business, Business Policy, Communication and Foreign Languages. A student may specialize in two functional areas and for that purpose he/she has to register for a maximum 6 and minimum of 4 courses in each functional area.

Term-4

Marketing

1. Consumer Behaviour (1 credit)
2. Services Marketing (1 credit)
3. Sales & Distribution Management (1 credit)
4. Advanced Marketing Research (1 credit)

Finance & Accounts

1. Management of Commercial Bank (1 credit)
2. Security Research & Portfolio Management (1 credit)
3. Risk Management and Financial Derivatives (1 credit)

Human Resource

1. Personnel Management Industrial Relations (1 credit)
2. Competency Mapping (1 credit)
3. Training & Development (1 credit)
4. Personal Growth Lab (1 credit)

Operations

1. Total Quality Management (1 credit)
2. Project Management (1 credit)
3. Advanced Statistical Methods (1 credit)

4. Materials Management

Term-5

Marketing

1. Strategic Brand Management (1 credit)
2. B2B Marketing (1 credit)
3. Rural Marketing (1 credit)
4. Customer Relationship Management (1 credit)

Finance & Accounts

1. Personal Wealth Management (1 credit)
2. Management of Financial Services (1 credit)
3. Project Appraisal and Financing (1 credit)
4. Behavioural Financing (1 Credit)

Human Resource

1. Performance & Compensation Management (1 credit)
2. Strategic HRM (1 credit)
3. International HRM (1 credit)
4. Labour Laws (1 credit)

Operations

1. Supply Chain Management (1 credit)
2. Advanced Operations Management (1 credit)

Information Technology

Term-6

Marketing

1 Retail Management (1 credit)
2 Integrated Marketing Communication (1 credit)

Finance & Accounts

1. Merchant Banking (1 credit)
2. Corporate Restructuring: Mergers & Acquisitions (1 credit)
3. International Corporate Finance (1 credit)

Human Resource

1. Negotiation Skills (1 credit)

Operations

1. Six Sigma (1 credit course)
2. Operations Strategy (1 credit)

Information Technology

1. Business Development in IT (1 credit)

Business Policy

1. Corporate Governance (0.5 credit)

International Business

(1 credit)

Information Technology

1. Business Intelligence (1 credit)
2. Strategic Management of IT (1 credit)

International Business

1. Commodity Trading & Price Risk Management (1 credit)
2. Export Marketing (1 credit)
3. Trade & Environment (1 credit)

Foreign Language – Part-I

1. Foreign Language, Part-I (1 credit)

1. Excel Based Modelling (1 credit)
2. Enterprise Resource Planning (1 credit)
3. Requirement Gathering & Analysis (1 credit)

Business Policy

1. International Economics & Trade (1 credit)
2. Corporate Social Responsibility (0.5 Credit)
3. Innovation & Entrepreneurship Development (0.5 credit)

International Business

1. Starting an Exim Enterprise (1 credit)
2. Doing Business in Asia Pacific (1 credit)
3. Import Management (1 credit)

Foreign Language – Part-II

1. Foreign Language, Part-II (1 credit)

1. Trade & Geopolitics (0.5 credit)
2. Intellectual Property Rights (1 credit)
3. WTO & International Trade Policy (1 credit)

Communication

1. Communicating Like a Leader (0.5 credit)

Courses are subject to change

PGDM (International Business Management) Programme

The Two Year Full Time Post Graduate Diploma in Management (PGDM) - International Business Management programme aims at preparing students to take up careers in corporate houses and family businesses engaged in International Business operations.

Objectives

- To develop and train participants for assuming positions of responsibility in corporate houses and family businesses

- To provide a thorough grounding to the participants in the conceptual framework of management theory, in the skills appropriate to managerial practice, as well as in the essential issues in international business operations

- To equip the participants for working in a competitive global environment enabling them to face confidently the pressures and challenges of the new millennium

- Evolve with the dynamic and complex emerging Global environment.

Learning Outcomes

The students will be able to :

- Analyse and evaluate the issues that arise out of the greater integration of the Indian economy and businesses with the global environment

- Identify and describe the implications of trends within international business for Indian corporate houses

- Identify and respond appropriately to differences in business culture and ethics in the international business arena

- Use a range of practical tools and techniques for conducting international business

- Demonstrate the skills, knowledge and attitudes necessary to gain employment in the corporate sector or in family businesses globally

- Identify and evaluate options for developing strategies in international business situations

- Identify potential opportunities in the global market.

Academic Calendar

First Year	Term I, II, III June – March	Foundation Courses Core Courses
	April-June	Summer Internship
Second Year	Term IV, V, VI July – March	Core & Elective courses

Instructional Methodology and Pedagogy

The instructional methodology comprises of an optimum mix of lectures, classroom discussions, case studies, role-plays, group discussions, special sessions by professionals from industry and trade, management games, sensitivity training, management films, industrial visits and industry interaction.

Courses in First Year –

(Compulsory Courses)

Term-1	**Term-2**	**Term-3**
1. Marketing Management-I (1 credit)	1. Marketing Management-II (1 credit)	1. International Marketing Management (1 credit)
2. Financial Accounting (1 credit)	2. Corporate Finance (1 credit)	2. Market Research (0.5 credit)
3. Information Technology in Business Trade & Industry (1 credit)	3. E-Business & Data Security in International Environment (1 credit)	3. International Corporate Finance (1 credit)
4. Business Economics (1 credit)	4. International Economics (1 credit)	4. Cross Culture & Diversity Management (0.5 credit)
5. Managerial Communication (1 credit)	5. Human Behaviour in Organization (1 credit)	5. Interpersonal Skills (0.5 credit)
6. Quantitative Methods (1 credit)	6. Decision Making Models (1 credit)	6. Production & Operations Management (1 credit)
7. Starting an Exim Enterprise (1 credit)	7. Trade Logistics (1 credit)	7. International Trade Procedure and Documentation (1 credit)
8. Global Business Environment (1 credit)		8. WTO and International Trade Policies (0.5 credit)
		9. Regional Trade Blocks (0.5 credit)

Courses in Second Year –

(Compulsory & Elective Courses)

Term-4	Term-5	Term-6
1. International Business Strategy (1 credit) 2. Electives (6 credits*)	1. Research Project (1 credit) 2. Electives (5 credits*)	1. Research Project (1 credit) 2. Electives (3.5 credits*)

Elective Courses:

The second year students of PGDM (IBM) are required to complete exactly 14.5 credits from the elective courses during the second year in the areas of Marketing, Finance, HR, IT, Operations, International Business, Business Policy, Communication and Foreign Languages. A student may specialize in two functional areas and for that purpose he/she has to register for a maximum 6 and minimum of 4 courses in each functional area.

Term-4	Term-5	Term-6
Marketing 1. Consumer Behaviour (1 credit) 2. Services Marketing (1 credit) 3. Sales & Distribution Management (1 credit) 4. Advanced Marketing Research (1 credit) **Finance & Accounts** 1. Management of Commercial Bank (1 credit) 2. Security Research & Portfolio Management (1 credit) 3. Risk Management and Financial Derivatives (1 credit) **Human Resource** 1. Personnel Management Industrial Relations (1 credit) 2. Competency Mapping (1 credit) 3. Training & Development (1 credit) 4. Personal Growth Lab (1 credit)	**Marketing** 1. Strategic Brand Management (1 credit) 2. B2B Marketing (1 credit course) 3. Rural Marketing (1 credit course) 4. Customer Relationship Management (1 credit) **Finance & Accounts** 1. Personal Wealth Management (1 credit) 2. Management of Financial Services (1 credit) 3. Project Appraisal and Financing (1 credit) 4. Behavioural Financing (1 Credit) **Human Resource** 1. Performance & Compensation Management (1 credit) 2. Strategic HRM (1 credit) 3. International HRM (1 credit) 4. Labour Laws (1 credit) **Operations** 1. Supply Chain Management (1 credit)	**Marketing** 1. Retail Management (1 credit) 2. Integrated Marketing Communication (1 credit) **Finance & Accounts** 1. Merchant Banking (1 credit) 2. Corporate Restructuring: Mergers & Acquisitions (1 credit) **Human Resource** 1. Negotiation Skills (1 credit) **Operations** 1. Six Sigma (1 credit) 2. Operations Strategy (1 credit) **Information Technology** 1. Business Development in IT (1 credit) **Business Policy** 1. Corporate Governance & Social Responsibility (0.5 credit)

Operations

1. Total Quality Management (1 credit)
2. Project Management (1 credit)
3. Advanced Statistical Methods (1 credit)
4. Materials Management (1 credit)

Information Technology

1. Business Intelligence (1 credit)
2. Strategic Management of IT (1 credit)

International Business

1. Commodity Trading & Price Risk Management (1 credit)
2. Export Marketing (1 credit course)
3. Trade & Environment (1 credit)

Foreign Language – Part-I

1. Foreign Language, Part-I (1 credit)

2. Advanced Operations Management (1 credit)

Information Technology

1. Excel Based Modelling (1 credit)
2. Enterprise Resource Planning (1 credit)
3. Requirement Gathering & Analysis (1 credit)

Business Policy

1. International Business Law (1 credit)
2. Innovation & Entrepreneurship Development (0.5 credits)

International Business

1. Doing Business in Asia Pacific (1 credit)
2. Import Management (1 credit)

Foreign Language – Part-II

1. Foreign Language, Part-II (1 credit)

International Business

1. Trade & Geopolitics (0.5 credit)
2. Intellectual Property Rights (1 credit)

Communication

1. Effective Leadership Communication (0.5 credit)

Courses are subject to change

Merit-cum-Means Scholarships

FORE School of Management offers scholarships to meritorious students for PGDM and PGDM IBM Program. The Merit-cum-Means Scholarship is provided on the basis of academic performance and student's aggregate family income.

This scholarship provides for 100 per cent tuition fees waiver (Category-I), 50 per cent tuition fees waiver (Category-II) or 25 per cent tuition fees waiver (Category-III) to students selected for this scholarship as per the rules of the institute.

CENTRES OF EXCELLENCE

Centres of Excellence have been established at FORE in the various areas of expertise and knowledge accumulated by its faculty.

Centres of Excellence	Objectives	Head of the Center
Centre for Entrepreneurship Development	Motivating management students to be entrepreneurs. Supporting and funding the best B-plans.	Dr. Anita Lal
Centre of Excellence in Business Analytics	Interdisciplinary Centre for Advanced Data Analysis and Model development in functional areas of Management.	Dr. S. Chandrasekhar
Centre for Psychometric Testing and Research (CPR)	Develop the centre into an estimable intellectual space in psychometric testing and research. It aims at promoting education, research and training in this area.	Dr. Sanghamitra Buddhapriya Dr. Prachi Bhatt
Centre for Sustainable Development	To initiate research in sustainable development model and to actively disseminate them.	Dr. Jitendra K. Das

FORE PUBLICATIONS

ABHIGYAN – the Referred Journal

Abhigyan is a prestigious International r e f e r e e d journal on management published quarterly by FORE for researchers, academicians, management students and corporate. It is being published under the g u i d a n c e of Honorary Chief Editor, Prof. Vinayshil Gautam.

International Recognition of Abhigyan

• FORE has entered into distribution and content l i c e n s e agreement of Abhigyan with GALE-cengage learning (Farmington Hills, USA)

• Cabell publishing Inc. (Texas, USA) has recommended Abhigyan for inclusion in the 10th edition of Cabell's Directory of publishing opportunities in management.

FOREPRINTS

"Foreprints", a newsletter is published quarterly reflecting the happenings on and off the FORE campus concerning students, alumni, corporate world & other literary activities

STUDENT COUNCIL ACTIVITIES

Student activities forms an integral part of the curriculum at FORE. Students are encouraged to enhance their managerial and leadership skills through organizing a series of student-driven events throughout the year. This gives them real-time experience of interacting with corporate and working in teams, planning and controlling budgets, managing events, time-management and developing overall decision-making skills.

CORPORATE INTERACTION DIVISION (CID)

CID is intended to be the face of the institute to the industry. It aims at bridging the gap between the academia and the corporate world by organizing seminars, conferences and workshops. Students organize weekly sessions to gain experiential learning through Anubhuti – a forum under the aegis of CID that regularly invites senior corporate professionals and leaders to share their practical business experiences with students. During the years 18 Anubhuti sessions were organized. Some of the prominent speakers invited to interact with the students include Director, Oracle, CFO, Canon, CEO, Equity Research, HR Head, ONGC.

FORE CAREER DIVISION (FCD)

FORE Career Division is a student body which coordinates and manages placement activities at FORE. FCD acts as a bridge between the students and the companies. It aims at identifying placement needs of the Industry and matches them with the competencies of students through a series of planned activities.

FORE ALUMNI NETWORK (FAN)

The FAN team is the main link between the Institute and Alumni. It strengthens the bond of the FORE fraternity through various activities including an interactive web-site for the alumni, an annual alumni meet, a cricket match of alumni with current students and a host of other rendezvous activities.

FORE FRONT – THINK TANK

A team that enriches learning by conducting various inter and intra college events, debates etc. in each functional area of management. Think tank team primarily focuses on testing the creativity and knowledge of students in diverse functional areas of management.

FORE SPORTS AND CULTRUAL DIVISION (FSD)

The FORE Sports and Cultural Division (FSD) aims to help students achieve excellence by re-energizing them during their stressful life at campus by organizing various sports and cultural events throughout the year. Rongli Making, Tatoo Making and the Blood Donation Camp (in collaboration with Rotary International) are some of the cultural events that are regularly organized at FORE. Last year, special performances of Santoor recital by Pt. Shiv Kumar Sharma and Sitar Vadan by renowned Padambhushan Pt. Debu Chaudhary were organized under the aegis of **Spic Macay.**

Besides above, FSD team is actively involved in organizing various intra and inter sports events at FORE to encourage sports as well as sporting spirit among students. During the last year, FSD organized Intra-college cricket, soccer and table tennis tournaments. These events witnessed overwhelming participation from various B Schools. FSD also ensures participation of our students in events organised by other B Schools and has a tradition of bringing trophies/prices.

NEXUS - THE CULTURAL COMMITTEE

Team Nexus is responsible for organizing a national level annual and highly reputed management festival, **"Genesis",** open for participation to all B- School students. Students from B schools participate in debates, management games, case analysis, competitions etc. During Genesis 2010, teams from reputed management institutes such as IIM Ahemadabad, IIM Lucknow, SIBM, IIFT, IMI, Amity International Business School, JMC, Guru Gobindh College participated in the event

ANTAR' IN SERVICE TO THE COMMUNITY

FORE believes that students must be good citizens and play a responsible role in society. Some of the activities of team Antar include:

Bandhan: Visit to old-age home for Rakashabandhan, Republic Day celebration at old-age home, AIDS Awareness Talk Show in association with TCS Maitree Club Red, TCS AIDS Awareness Week, Vastrasamman – collected and donated 400 kgs of usable clothes through an NGO GOONJ, Sanrakashan- Plant for the Planet held in association with Indian Youth Climate Net Work (IYCN), Abhiwadan – an event organized to honour senior citizens.

Centre for Entrepreneurship Development (CED)

The Centre for Entrepreneurship Development (CED), aims to promote entrepreneurship amongst the management students by creating a conducive ecosystem for the students to develop their creative ideas into brilliant business plans such that they are motivated to come up with their own Start-ups. CED at FORE organizes a range of activities like Entrepreneurship Awareness Camps, Business Idea competitions, Business plan Competitions, Panel Discussions, Seminars and Conferences etc. to inculcate the spirit of entrepreneurship among the students. This centre invites many leading entrepreneurs of the country to share their rich experience and to coach the students.

MDPs AT FORE

A major activity at FORE School of Management (FSM) has been designing, developing and conducting innovative Management Development Programmes (MDPs) for professionalizing management in India. Realizing that globalization will result in greater competitive pressures as well as growth opportunities, FORE has developed many MDPs to equip managers with knowledge, skills and attitudes required for effectively responding to these pressures and opportunities.

The MDPs have been designed with a proper blend of conceptual and experiential learning in the areas of Economics and Business Policy; Finance & Accounting; Information Technology; International Business; Marketing; Human Resource Development; Quantitative Techniques & Operations area.

FORE also conducts in-house Training Programmes at client's facilities throughout the country both for the Government and Corporate Sector. The programmes on a variety of subjects are tailor-made as per the client requirements and have been well received.

SOME OF OUR DISTINGUISHED ALUMNI

NAME	DESIGNATION	COMPANY NAME
Abhishek Mishra	Executive Director	Mustang International
Amit B Vohra	Executive Director	Mustang International
Arshpal Maini	Director	Deloitte & Touch
Chinmaya Saxena	Market Intell. Lead	Microsoft
Kapil Aggarwal	Director of Pricing & Distribution	Hyatt International Hotels &
Manish Arora	Associate Director	Oracle
Nikhil Dubey	Director	Barclays
Prashant Narayan	General Manager	Thomas Cook
Pratyksh Panwar	AVP	HSBC
Rajiv Nanda	Director Operations - Asia	GE Money
Sanjiv Bajaj	Joint Director	Bajaj Capital
Vidur Rattan	Deputy General Manager	Bharti Cellular Limited
Anjali Amar	DGM	IBM Global Services India
Nitin Manaktala	CEO	OMNIMax India
Gaurav Jindal	Director	Jindal Fibres Ltd.
Nikhil Nanda	CEO/MD	JHS Svindgaard Laboratories Ltd.
Jasbir Kochar	Head – Human Resources – Flat Products	Tata Steel
Vinay Aggarwal	Vice President	Morgan Stanley
Priya Batra	Head – Marketing	Vodafone
Girish Bainwat	National Sales Head	Whirlpool India Pvt. Ltd.
Shantanu Saha	CEO	The Recruiters
Nidhi Gupta	Director	Desein Indure Pvt. Ltd.
Anjum Chopra	Arjun Award Recipient	Cricket Expert

Placements@FORE

Placements@FORE is perhaps one of the most important activities from the students perspective. The Institute engages the Industry by inviting them to the campus for guest lectures, seminars, MDP's, live projects, mentoring sessions etc. This provides opportunities to students to get first hand information from the professionals about their expectations and requirements. This also helps the students in showcasing their talents and sharpening their pitches to the Industry during the placement processes thereby increasing their recruitment possibilities.

SUMMER INTERNSHIP PROGRAM (SIP)-Summer Internship Program at FORE is a great mechanism for the students to engage and evaluate interesting industry segments and engineering their resources to make a pitch for a pre-placement offer (PPO). Summer Internship is a part of the course curriculum for the students. The Internship usually starts in the 1st week of April and ends in the 2nd week of June with a duration of 6-8 weeks. After the completion of the Summer Internship the students are required to submit the Internship report alongwith the company feedback. Thereafter, the students are evaluated based on the presentations of their Summer Internship projects.

Summer Internships 2011 has been a great season for us with a majority of the students being placed by the Institute. Students received Internship offers from Asian Paints; Religare Commodities Ltd.; Reserve Bank of India; Hector Beverages; SAP; DB Schenker; LG Electronics; Indo Simon Electric Pvt. Ltd.; RFCL; Bausch & Lomb; Madura Garments; Pitney Bowes; ICICI Prudential; IIFCL; Fresenius Kabi; Hero Honda; American India Foundation; Amway India; Emami Ltd.; Hilti India; Akzo Nobel; Carnation Auto IFE Global Logistics, UK etc.

FINAL PLACEMENTS- The Placement Cell of the Institute guides and assists the students for securing suitable career opportunities in organizations within and outside India. FORE being one of the country's premier business schools, takes pride to have nurtured some of the finest Business Managers in the country.

In 2011, the placement process set new benchmarks in many fronts. The Institute achieved 99% placements with a highest salary package of Rs.13 lacs p.a. and an average salary of Rs.7 lacs p.a. Of the total of 62 companies that visited the campus, 27 companies were visiting the campus for the first time. As regard to sector-wise placements, MARKETING led with 62.83% followed by FINANCE (31.86%), OPERATIONS and HR accordingly.

List of Recruiters

AC Nielsen	Fenesta	Kotak Bank
Adani Group	Fresenius Kabi	KPMG
Adidas	Gati	Lakme
Akzo Nobel	Genpact	Lifestyle (Dubai)
Allahabad Bank	GMR Group	LG
Amar Ujala	Globus Spirits	Madura Garments
Ambujex Technologies	Goodyear	Make my Trip
American India Foundation	Google	Milward Brown
Amway India	Grail Research	Moser Baer
Asian Paints	Havells	Nielsen Bases
Bajaj Allianz	HCL	NIIT
Balmer & Lawrie	HCL Comnet	OBC
Bank of Baroda	HDFC Bank	Onicra
Bank of India	HDFC Life Insurance	Oracle
Bausch & Lomb	Hector Beverages	Oriflame
Becton Dickinson	Hero Honda	Pipal Research
Benchmark Six sigma	Hilti India	Pitney Bowes
Berger Paints	HP	Positive Moves
BILT	HP DSAS	Power Finance Corporation
BOA Continuum (Bank of America)	HSBC	Power Trading Corporation
BSE	HSBC AMC	Punj Lloyd
Carnation Auto	HUL	Punjab Tractors
Castrol	ICICI Bank	Reckitt Benckiser
Citi Financial	ICICI Prudential	Religare Commodities Ltd.
Citibank	ICICI Securities	Reserve Bank of India
Citigroup Global Services	IDBI Bank	RFCL
DB Schenker	IDEA	Ruchi Soya
D E Shaw	IFCI	SAP
Darashaw	IFE Global Logistics (UK)	SBI
Data Monitor	IIFCL	SBI Life Insurance
Deloitte	IMRB	Smart Cube
Deutsche Bank	India Infrastructure	Sony
DMV Business & Market Research	India Bulls	SRF
Draft FCB Ulka	Indian Oil	Standard Chartered
DSP Blackrock	Indo Simon Electric Pvt. Ltd.	State Bank of Hyderabad
DTZ DEBENHAM	Ingram Micro	Swedish Trade Council
E-meditek Solutions	Inspire one	Tata Steel
Emami	Inter Globe	Triton Group
Eicher	Irevna	Tulip Telecom
Ernst & Young	Jindal ITF	Usha International
Ernst & Young DSS	Jindal Steel	Yes Bank
Fedders Lloyd	Jumbo (Dubai)	ZS Associates