

# Management Development Programmes 2018-2019



**Imparting Knowledge for Exploring New Horizons**



**FORE School of Management  
New Delhi**

# FORE School of Management, New Delhi

## Calendar of Management Development Programmes (April 2018 - March 2019)

Sl. No.	Programme Title	Dates	Fees (Rs.)*		Programme Director (s)
			Non-Residential	Residential	
1.	Leveraging Social Media for Business Intelligence	April 23, 2018	8,000	16,000	Prof. Shilpi Jain
2.	Advanced Management Programme	May 7-9, 2018	24,000	40,000	Prof. A.K. Puri
3.	Geopolitical Risk and Business Preparedness	May 24-25, 2018	16,000	28,000	Prof Faisal Ahmed
4.	Data Summarization and Presentation for Non-Technical Executives	May 28-29, 2018	16,000	28,000	Prof. Shilpi Jain
5.	Effective Purchasing Skills & Strategic Sourcing	June 4-5, 2018	16,000	28,000	Prof. Mohita G Sharma
6.	Training of Trainers	June 11-13, 2018	24,000	40,000	Prof. Neeraj Kumar
7.	Quality Analytics	July 16-17, 2018	16,000	28,000	Prof. Mohita G Sharma
8.	HR Analytics	July 23-24, 2018	16,000	28,000	Prof. Subir Verma, Prof. Prachi Bhatt & Prof. Bishakha Majumdar
9.	Advanced Excel Training	July 26-27, 2018	16,000	28,000	Prof. Sumeet Kaur
10.	Developing an Intrapreneurial Mindset for Effective Leadership	July 30-31, 2018	16,000	28,000	Prof. Anita T. Lal
11.	Finance for Non-Finance Executives	August 6-7, 2018	16,000	28,000	Prof. A.K. Puri
12.	Data Analytics for Expanding Markets	August 9-10, 2018	16,000	28,000	Prof. Savita Gautam
13.	Effective Communication for Women in the Workplace	August 20-21, 2018	16,000	28,000	Prof. Sriparna Basu & Prof. Reeta Raina
14.	Decision Making Techniques for Managers	August 30-31, 2018	16,000	28,000	Prof. Hitesh Arora
15.	Effective Negotiation Skills	September 4-6, 2018	24,000	40,000	Prof. Prachi Bhatt
16.	Hands on Workshop on Microsoft Excel Macros-2016	September 7, 2018	8,000	16,000	Prof. Somayya Madakam
17.	Project Management	September 10-11, 2018	16,000	28,000	Prof. Hitesh Arora & Prof. Mohita G Sharma
18.	Financial Management for Public Sector Enterprises	September 12-14, 2018	24,000	40,000	Prof. A.K. Puri
19.	Effective Communication and Presentation Skills	September 17-18, 2018	16,000	28,000	Prof. Anita T. Lal
20.	Enhancing Personal Branding-Building Your Pathway to Professional Success	October 8-9, 2018	16,000	28,000	Prof. Reeta Raina
21.	A Handshake with Disruptive Digital Technologies	October 15-16, 2018	16,000	28,000	Prof. Shilpi Jain
22.	Crisis Communication	October 25-26, 2018	16,000	28,000	Prof. Sriparna Basu
23.	Executing Strategies in World of Constant Disruptions	October 29-30, 2018	16,000	28,000	Prof. Anil Kumar Singh & Prof. Muqbil Burhan
24.	Coaching & Mentoring for Personal and Professional Success	November 1-2, 2018	16,000	28,000	Prof. Sanghamitra Buddhapriya
25.	Business Environment in the Middle East and Africa	November 15-16, 2018	16,000	28,000	Prof Faisal Ahmed
26.	A Consultants Tool-Kit for Solving Strategic Problems & Enhancing Business Performance	November 19-20, 2018	16,000	28,000	Prof. Anil Kumar Singh & Prof. Muqbil Burhan
27.	Making the Supply Chain Responsive	November 21-22, 2018	16,000	28,000	Prof. Mohita G Sharma
28.	Retirement Planning for Seeking Financial Freedom	November 26-27, 2018	16,000	28,000	Prof. Vinay Dutta
29.	Nurturing the 5th Dimension of Leadership	November 29-30, 2018	16,000	28,000	Prof. Anita T. Lal
30.	Managerial Leadership and Team Building	December 3-4, 2018	16,000	28,000	Prof. Sanghamitra Buddhapriya
31.	Enhancing Assertiveness and Positive Attitude	December 10-11, 2018	16,000	28,000	Prof. Anita T. Lal

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32.	Creating Winning Sales Teams	December 17-18, 2018	16,000	28,000	Prof. Asif Zameer & Prof. Anupam Narula
33.	Digital Communication	January 10-11, 2019	16,000	28,000	Prof. Payal S. Kapoor
34.	Enterprise Risk Management for Creating Risk Intelligent Organisation	January 14-15, 2019	16,000	28,000	Prof. Vinay Dutta
35.	Strategic CSR: From Agenda Building to Impact Measurement	January 17-18, 2019	16,000	28,000	Prof. Shallini Taneja
36.	Foreign Exchange Risk Management	February 4-5, 2019	16,000	28,000	Prof. Himanshu Joshi
37.	The New Indian Consumer: Winning Concepts and Practices	February 21-22, 2019	16,000	28,000	Prof. Anupam Narula
38.	Pricing and Application of Financial Derivatives	February 27-28, 2019	16,000	28,000	Prof. Piyush Pandey & Prof. Himanshu Joshi

Venue: FORE Campus, New Delhi

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

- Notes: 1. Detailed information on each programme (Introduction, objectives, contents, methodology and for whom) as well as faculty profile is available at FORE Website ([www.fsm.ac.in](http://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 2017-2018 includes: ONGC Academy, Horizon Worldwide, GAIL, Indian Oil Corporation (Pipeline Division), RITES, Relaxo Footwears Limited, Numaligarh Refinery Limited, Thales India Pvt. Ltd., ONGC Mangalore Petrochemicals, Punjab National Bank, Biotechnology Industry Assistance Council (BIRAC), Airports Authority of India etc.

## Online Executive Education Programmes

Beginning last year, 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 and Data Analytics in collaboration with University of California Riverside (UCR), USA, 11 months Online Executive Management Programme (EMP) in partnership with Seneca College, Toronto Canada, Certificate programmes in Business Storytelling and Tableau & Data Visualization etc.

I feel delighted to share FORE Open MDPs schedule for the year 2018-19 with you. Each year we present a bouquet of training programmes to address various industry needs across management functions. These programmes are designed after thorough interaction and feedback from business leaders such that each offering provides distinct solutions to current and future business challenges. Our MDPs focus on ever changing learning needs of the organizations and individuals and help them to upgrade their knowledge and skills to cope with complex challenges of the present day global businesses.

FORE has been helping a large number of reputed public, private, and social sector organizations for last 35 years in their quest of excellence as their Learning Partner. 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, choosing and administering the appropriate intervention, and providing post programme evaluation and support.

This calendar offers a diverse portfolio of highly focused training programmes across functional areas of management for you to choose from.

I am sure you will make full use of the offerings and engage with us in this ever continuing odyssey of learning and development.

Please feel free to contact us if you need any further details or assistance.



**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 in recent years

Agilent Technologies	Delhi Transco Limited	Indian Coast Guard	National Housing Bank	RITES Limited
Airports Authority of India	Directorate General Supplies & Disposals	Indian Oil Corporation	NBCC (India)	Rotary International
Apollo Tyres	Drugs for Neglected Diseases Initiative	Indian Potash Limited	NIIT	Rural Electrification Corporation
Bajaj Capital	DS Group	Indian Railway Finance Corporation	NTPC Limited	SAIL
Bank of Baroda	EdCIL (India)	IRCON International	Numaligarh Refinery	SBI Life Insurance Company
Bharat Oman Refineries	Engineers India Limited	J&K Bank	Oil and Natural Gas Corporation	Shriram Pistons & Rings
Bharti Enterprises	GAIL	Jain Irrigation	Oil India	SJVN
Blue Dart Express Limited	Goa Shipyard	JC World Hospitality	ONGC Tripura Power	Solar Industries India
Canara Bank	Gujarat State Fertilizers & Chemicals	JK Lakshmi Cement	Petroleum Planning & Analysis Cell	SOS Children's Villages of India
CDB Group	Gujarat State Petroleum Corporation Ltd.	Joint Plant Committee	Petronet LNG Limited	SRF Limited
CISF	Gujarat State Petronet Limited	Jubilant FoodWorks Ltd.	Pipavav Railway	State Bank of India
Confederation of Indian Industry (CII)	Hindustan Petroleum Corporation	Karnataka Soaps & Detergents	Power Finance Corporation	Sud Chemie India
Container Corporation of India	HT Media	LIC of India	Power Grid Corporation of India	Timex Group
Damodar Valley Corporation	IFFCO	Marks and Spencer	Punjab National Bank	UCO Bank
Danieli Corus India	IFFCO Tokio Insurance Services	MeLife	RailTel Corporation of India Ltd.	United Bank of India
DCB Bank	IL & FS Financial Services	Minda Sai Limited	Relaxo Footwears	Western Coalfields Limited
Delhi International Airport	Indiabulls Housing Finance	NALCO	Residency Resorts	Youreka Campouts

For registration/enquiries, please contact:

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