

Our other
Management Development Programmes

Sl. No.	Programme Title	Dates
1.	Leveraging Social Media for Business Intelligence	April 29, 2019
2.	Performance Management-Current Trends and the Future	May 6, 2019
3.	Effective Purchasing Skills and Strategic Sourcing	May 23-24, 2019
4.	Understanding Sales and Distribution Analytics	June 10-11, 2019
5.	Banking Analytics using R	June 17-18, 2019
6.	Advanced Excel Training	June 27-28, 2019
7.	Train the Trainer	July 8-9, 2019
8.	Data Analytics for Expanding Markets	July 18-19, 2019
9.	HR Analytics	July 22-23, 2019
10.	Developing an Intrapreneurial Mindset for Effective Leadership	July 29-30, 2019
11.	Effective Communication for Women in the Workplace	August 8-9, 2019
12.	Finance for Women Executives	August 26-27, 2019
13.	Decision Making Techniques for Managers	September 2-3, 2019
14.	Effective Communication and Presentation Skills	September 12-13, 2019
15.	Effective Negotiation Skills	September 18-20, 2019
16.	Introduction to Intellectual Property Rights	October 14, 2019
17.	Project Management	October 21-22, 2019
18.	Retirement Planning for Middle Level and Senior Executives	November 4-5, 2019
19.	Building leadership potential of Women Professionals	November 7-8, 2019
20.	Marketing Analytics	November 14-15, 2019
21.	Aligning CSR with Sustainable Development Goals : Strategy Formulation, Implementation and Impact Assessment	November 18-19, 2019
22.	Financial Strategies for Value Creation	November 21-22, 2019
23.	The New Indian Consumer: Winning Concepts and Practices	November 29, 2019
24.	Deep Learning-Foundation and Advances	December 9-11, 2019
25.	Enhancing Assertiveness & Positive Attitude	December 12-13, 2019
26.	Managerial Leadership and Team Building	December 16-17, 2019
27.	ISO 27001:2013 Lead Implementer Course	January 9-10, 2020
28.	Enhancing your Personal Brand	January 16-17, 2020
29.	Enterprise Risk Management	January 30-31, 2020

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.

For any other information, please contact:

Executive Education Office

FORE School of Management

Adhitam Kendra

B-18, Qutub Institutional Area, New Delhi 110016.

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Management Development Programme

on

Effective Purchasing Skills & Strategic Sourcing

May 23-24, 2019

FORE Campus, New Delhi

Programme Director:
Prof. Mohita Gangwar Sharma



Imparting Knowledge for Exploring New Horizons

DESIGNED BY: ALPS PRINTERS



FORE School of Management
New Delhi

Introduction

Effective purchasing is important for any enterprise - manufacturing or service, public or private. Over the last few decades, the nature of this function has radically changed from just buying cheap to procuring right. From being just a support function it has matured into a profit centre that plays a strategic role in achievement of organizational objectives.

With this backdrop, we at FORE have specially designed this two-day programme to highlight the changed role of the procurement function in the modern operations and the immense potential Right Purchasing offers to the enterprise in improving its operational performance. Purchasing today is not just a support activity but binds together all the organs of the enterprise namely manufacturing, operations, services, finance, stores besides the suppliers and customers.

Objectives

To understand the changing role of purchase function

- To learn the contemporary tools related to the procurement function
- To appreciate that purchasing today is a strategic management tool
- To be able to measure the effectiveness of the existing purchase function

Contents

Purchasing - A Profession in transition

- Purchasing Organization
- Source identification, development and evaluation
- Reverse auction and e-purchasing
- International procurement
- Contract management
- Purchasing - A Profit Centre

Methodology

Training will be delivered through the use of interactive methods. These will include:

- Case studies
- Interactive exercises
- Experience sharing
- Conceptual presentations

Who Should Attend

Entry Level and Middle level procurement managers and decision makers from cross-functional areas would benefit from this programme.

Duration & Venue

Dates: May 23-24, 2019

Venue: FORE School of Management, B-18, Qutub Institutional Area, New Delhi 110016

Fee

Non-residential: Rs. 16,000 per participant (plus GST @18%) covering professional fee, programme kit and tea/lunch.

Residential: Rs. 28,000 per participant (plus GST @18%) covering professional fee, programme kit and boarding and lodging (air conditioned single room) at Hotel Residency Resorts (P) Ltd./Qutab Residency, New Delhi or equivalent from **noon of May 22, 2019 till noon of May 25, 2019.**

Discounts

- Early bird discount of Rs. 2,400 per participant for nominations received on or before May 15, 2019.
- One complimentary nomination on non-residential basis for every group of three nominations from the same organization, i.e., 3+1 participants for the fee of 3 participants.

Fee is payable in advance by way of Local Cheque / DD in favor of "FORE School of Management" payable at New Delhi. You can also make online payment of fees by logging on to FORE website <http://www.fsm.ac.in/open-mdp-calendar-2019-2020>

Registration

The registration form duly filled in along with the Programme fee should reach us at least 7 days before the commencement date of the Programme. You can also register & pay online by logging on to FORE website <http://www.fsm.ac.in/open-mdp-calendar-2019-2020>. In case of subsequent withdrawal or cancellation of registration no refund of fee will be allowed. However, substitute(s) may be permitted with prior intimation.

Certificate of Participation

The Institute issues a certificate of participation on conclusion of the programme.

Faculty

The faculty members of the Institute will take the programme sessions, except for a few sessions that may be taken by guest speakers.

Programme Director

Prof. Mohita Gangwar Sharma, Professor in Operations Management, FPM (IIM-Lucknow), MPIB (IIFT), B.Tech. (Electrical) (IIT_BHU): is an electrical engineer from IIT-BHU, Varanasi and Masters in International Business from IIFT-New Delhi. She has been a Chevening Rolls Royce Science and Innovation Fellowship (CRISP) Scholar at SAID Business School, University of Oxford. She is also the recipient of coveted NTSE Scholarship. She obtained her doctorate from Indian Institute of Management (IIM) Lucknow, making seminal contribution in the area of Spare Parts Management. Her industry profile includes a stint at BHEL, Bhopal, where she was involved in Product Designing, Manufacturing and Testing and ISO-9000 Activities. She worked in Indian Airlines in Materials Management Department where she was involved with Tendering, Contract Execution, Inventory Management Aspects of Supply Chain. She has published widely in International Journals and participated in National & International Conferences. She brings the rich experience of the industry and tough academic rigor to her research. Her current areas of research include Circular Economy, Sustainable Operations, Operations Strategy, Product Service Systems, Supply Chain Intelligence and Service Operations. She can be reached at: <mohita@fsm.ac.in>.

FORE School of Management Management Development Programme

Effective Purchasing Skills & Strategic Sourcing

**May 23-24, 2019
Registration Form**

Name: _____

Designation: _____

Organisation: _____

Office Address: _____

Phone: Office _____

Mobile: _____

Email: _____

Fax: _____

Your expectations from the Programme: _____

Residential / Non Residential _____

Payment Options

Online Payment

Programme fees can be paid through credit / debit card / net banking. Please logon to FORE website <http://www.fsm.ac.in/open-mdp-calendar-2019-2020> for online registration and payment.

Offline Payment

Programme fees can be paid through Local Cheque / DD
If attached please give details

Local cheque / DD No. _____ Date _____ Amount _____

Signature _____

(Please return the completed form by post
or email: exed@fsm.ac.in, to:

**Executive Education Office
FORE School of Management**
B-18, Qutub Institutional Area
New Delhi 110 016

Note: Please feel free to make copies of this form for additional registrations.