

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.	Advanced Excel Training	June 27-28, 2019
6.	Train the Trainer	July 8-9, 2019
7.	Data Analytics for Expanding Markets	July 18-19, 2019
8.	HR Analytics	July 22-23, 2019
9.	Developing an Intrapreneurial Mindset for Effective Leadership	July 29-30, 2019
10.	Effective Communication for Women in the Workplace	August 8-9, 2019
11.	Finance for Women Executives	August 26-27, 2019
12.	Decision Making Techniques for Managers	September 2-3, 2019
13.	Effective Communication and Presentation Skills	September 12-13, 2019
14.	Effective Negotiation Skills	September 18-20, 2019
15.	Introduction to Intellectual Property Rights	October 14, 2019
16.	Project Management	October 21-22, 2019
17.	Retirement Planning for Middle Level and Senior Executives	November 4-5, 2019
18.	Building leadership potential of Women Professionals	November 7-8, 2019
19.	Marketing Analytics	November 14-15, 2019
20.	Aligning CSR with Sustainable Development Goals : Strategy Formulation, Implementation and Impact Assessment	November 18-19, 2019
21.	Financial Strategies for Value Creation	November 21-22, 2019
22.	The New Indian Consumer: Winning Concepts and Practices	November 29, 2019
23.	Deep Learning-Foundation and Advances	December 9-11, 2019
24.	Enhancing Assertiveness & Positive Attitude	December 12-13, 2019
25.	Managerial Leadership and Team Building	December 16-17, 2019
26.	ISO 27001:2013 Lead Implementer Course	January 9-10, 2020
27.	Enhancing your Personal Brand	January 16-17, 2020
28.	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.

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For any other information, 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 2424-33 (Extn. 471 & 498)

E-mail: [exed@fsm.ac.in](mailto:exed@fsm.ac.in), Website: [www.fsm.ac.in](http://www.fsm.ac.in)

Management Development Programme

on

# Train the Trainer

July 8-9, 2019

FORE Campus, New Delhi

Programme Director:

Prof. Subir Verma



Imparting Knowledge for Exploring New Horizons

DESIGNED BY: ALPS PRINTERS



FORE School of Management  
New Delhi

## Introduction

In the present era of globalization, competitive pressures are intensifying and organizations are under tremendous pressure to enhance their performance. Core competencies and expertise give the organizations an edge over their competitors and training plays a pivotal role in developing and strengthening these competencies. Modern organizations are spending almost 4 to 5% of their annual gross turnover on training with an objective of providing the latest skills, knowledge and a global outlook. Some statistics indicate that every dollar spent on training delivers thirty dollars in productivity gains within three years.

No one doubts the positive contribution of training yet the benefits from training is a question mark in many organizations. The training apparatus and its sustenance costs have multiplied over the years. Nevertheless benefits accruing from training are still suspect in the minds of many. How to make the training really result oriented and how to reposition the training and development function as the strategic business partner is a question that torments every training head.

The answer lies in integration of training objectives, policies with the business plan of the organization. The HRD professionals and training specialist have to handle training like any other business function and equip themselves with competencies of systematically planning and executing training and development interventions for enhancing effectiveness of the training.

## Objectives

The two-day programme is designed to equip the HRD professionals and line managers with necessary knowledge and skills to enable them to effectively plan, design and manage staff learning and development function with a view to enhance employee and organizational productivity.

## Contents

- Overview of current and emerging organization context of training and development
- Systematic Approach to training
- Assessment of Training and Development Needs
- Designing a Learning Module
- Selection of appropriate Training Methods
- Planning & Implementing Training and Development
- Transfer of Learning
- Evaluating the Training effectiveness
- Devising training strategy in alignment with organizational strategy
- Creation and management of learning culture at work place

## Methodology

The program will be a dynamic event where participants and faculty will engage in discussion and debate and the programme contents would be mainly delivered through experiential learning.

## Who Should Attend?

Trainers, Training Managers, Faculty of B-Schools, HR Managers, Line Managers, Executives/ Managers from all functional disciplines.

## Duration & Venue

**Dates:** July 8-9, 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 July 7, 2019 till noon of July 10, 2019.**

## Discounts

- Early bird discount of Rs. 2,400 per participant for nominations received on or before June 28, 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. Subir Verma** is Professor of Organizational Behaviour & Human Resource Management. He is also Chair, Post Graduate Programme and International Accreditation committee at FORE School of Management.

He has more than 25 years of research, teaching, training and consulting experience at reputed institutions such as IMI, Delhi, IIM Ranchi (where he was its first Dean), MDI Gurgaon and Delhi University. He was also a visiting faculty at ESCP-Europe, Paris. He is a Fellow (PhD) from IIM, Ahmedabad, M.Phil and M.A (Gold Medallist) from Delhi University.

Prof. Verma has carved a niche in the design and delivery of programs on mentor ship development, change management and Outbound based experiential learning on Leadership and Team Building. He has facilitated such programmes for the Senior and Middle level managers of reputed banks such as Allahabad Bank, BOB, Corporation Bank, Dena Bank, PNB, SBI, UCO and RBI; CPSEs like ONGC, Indian Oil, Coal India, MRPL, GAIL, LNG-Petronet, National Insurance, NTPC, SAIL, POWERGRID etc. and private sector enterprises such as Microsoft, HP, Siemens, Maruti Suzuki, Nestle, Jaibharat Maruti, GETIT, Kampsax, Lanco Infratech, Siemens Power Engineering, SMEC India, SMS Demag etc and also the Indian Postal Service Officers at the level of CPMG, PMG and Directors. Recently, he twice designed and directed the prestigious 45 day Leadership Development Programme for the 25 General Managers of ONGC in India and Europe and another 20 day Senior Management Programme for the DGMs and Chief Managers of ONGC in India and abroad. He has also designed and conducted customized workshops on Negotiations Skills for corporates such as Aviva, Baxter, BEL, Chambal Fertilizers, Coca Cola, HP, Indian Oil, Intel, Jindal Steel, Laxmi Bank (Nepal), NDDDB, PepsiCo, POWERGRID, SBI etc. Prof. Verma is also a well known consultant on Organizational Transformation and Competency Based Leadership Development and has worked for Jharkhand Government, World Bank, National Geographic Channel, National Insurance, Nestle, Siemens Power, GETIT, Kampsax, SMS DEMAG and SMEC India.

Prof. Verma has authored 3 books viz, "Towards the Next Orbit" (2011), "Organizing and Managing in the era of Globalization" (2010) and "Towards boundary less HR (2009). Prof. Verma has presented his research papers in prestigious international conferences such as AOM, APROS, EGOS, IHRM, ISA. He is a Principal Member of the Bureau of Indian Standards (MDG-12), on the editorial board of "Management" the International Strategic Management Association's official Journal, the Executive Board of APROS, Board of Studies in Management of Central University, Jharkhand and BIT Mesra. He can be reached at: <subir.verma@fsm.ac.in>.

**FORE School of Management**  
Management Development Programme

# Train the Trainer

**July 8-9, 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](mailto: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.*