

Our other Management Development Programmes

Sl. No.	Programme Title	Dates
1.	New-Age Business Models and Dynamics of Value Configuration	April 29, 2020
2.	Effective Purchasing Skills and Strategic Sourcing	May 21-22, 2020
3.	Storytelling as a Creative Leadership Strategy	June 11-12, 2020
4.	Data Analytics and Visualization using Python	June 15-16, 2020
5.	IT & Cyber Security Awareness Program for Senior Executives	June 26, 2020
6.	Advanced Excel Training	June 29-30, 2020
7.	Data Analytics for Expanding Markets	July 2-3, 2020
8.	Developing an Intrapreneurial Mindset for Effective Leadership	July 9-10, 2020
9.	Operational Excellence for Healthcare Professional	July 16-17, 2020
10.	People Analytics	July 23-24, 2020
11.	Marketing Analytics	July 28-29, 2020
12.	Business Communication on Digital Channels-A Design Thinking Approach	August 5-7, 2020
13.	Machine Learning and Deep Learning using Python	August 20-21, 2020
14.	Finance for Women Executives and Women Entrepreneurs	August 27-28, 2020
15.	Decision Making Techniques for Managers	September 3-4, 2020
16.	Effective Communication and Presentation Skills	September 10-11, 2020
17.	Effective Negotiation Skills	September 16-18, 2020
18.	Retirement Planning for Middle Level and Senior Executives	September 24-25, 2020
19.	Manufacturing Competitiveness through Operational Excellence	September 28-29, 2020
20.	Nurturing the 5th Dimension of Leadership	October 8-9, 2020
21.	Project Management	October 15-16, 2020
22.	Workshop on Machine Learning	October 29, 2020
23.	Strategic CSR: From Agenda Building to Impact Measurement	November 25-26, 2020
24.	Managerial Leadership and Team Building	November 26-27, 2020
25.	A consultant's tool-kit for solving strategic problems and enhancing business performance	December 2-3, 2020
26.	Analytics Strategy and Execution of Business Transformation	December 10-11, 2020
27.	Enhancing Assertiveness & Positive Attitude	December 14-15, 2020
28.	Digital Communication	January 5, 2021
29.	Advanced Excel and Data Visualization Training	January 8, 2021
30.	ISO 27001:2013 Lead Implementer Course	January 11-12, 2021
31.	Design Thinking for Strategic Problem Solving and Value Creation	January 22, 2021
32.	Enterprise Risk Management	January 28-29, 2021
33.	Financial Frauds and Accounting Analytics	March 4-5, 2021

ABOUT THE INSTITUTE

FORE School of Management (FORE) has been established by the Foundation for Organisational Research and Education, a nonprofit the organisation, with a mission “To achieve and sustain Leadership in Management Education, Research, Consultancy, and Development”.

Programmes and Accreditations:

- The PGDM, PGDM (IB) & PGDM (Finance) courses at FORE are AICTE (All India Council for Technical Education) approved and accredited by National Board of Accreditation (NBA)
- The PGDM courses are equivalent to MBA. Equivalence permission is granted by Association of Indian Universities (AIU)
- There are other courses as 15 months PGDM Executive and FPM, both are AICTE approved.
- FORE has been awarded “SAQS Accreditation” by Association of Management Development Institutions in South Asia (AMDISA) for five years with effect from December 2017.
- 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 a variety of such online certification courses

The delivery of quality depends on the excellent trainer, which is FORE's backbone. The core 44 trainers are a dynamic mix of academicians and industry experts, with some transcending both domains. More than 70% percent have corporate experience and more than 90% have a Ph.D. from IITs, IIMs, JNU, FMS, MDI-Gurgaon or a foreign university. FORE has strong 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.

For any other information, please contact:

Executive Education Office

FORE School of Management

Adhitam Kendra

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E-mail: exed@fsm.ac.in, Website: www.fsm.ac.in

Management Development Programme
on

Effective Purchasing Skills & Strategic Sourcing

May 21-22, 2020

FORE Campus, New Delhi

Programme Director:
Prof. Mohita Gangwar Sharma



Imparting Knowledge for Exploring New Horizons



**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 21-22, 2020

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 20, 2020 till noon of May 23, 2020.**

Discounts

- Early bird discount of Rs. 2,400 per participant for nominations received on or before May 11, 2020.
- 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://fioh.fsm.ac.in/mdp_payment/

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://fioh.fsm.ac.in/mdp_payment/. 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.

Faculty Profile

Prof. Mohita Gangwar Sharma

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 21-22, 2020
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://fioh.fsm.ac.in/mdp_payment/ 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.