



FORE School of Management
New Delhi

Management Development Programmes

CALENDAR 2023-24

S.No	Programme Title	Dates	Time	Mode	Fees for Online (INR)	Fees for Classroom Offline (INR)	Fees for Residential (INR)	Programme Director(s) / Faculty
1	Sustainability in Supply Chain	May 18, 2023	10 AM - 5.30 PM	Hybrid	6000	8000	13000	Prof. Rajesh Sikka
2	Business Intelligence and Marketing Analytics: Understating your data and solve the daily business problems	May 20, 2023 (On Saturday)	10 AM - 5.30 PM	Online	4000			Prof. Rahul Pratap Singh Kaurav & Prof. Ashutosh Pandey
3	Technology adoption & Digitalization in Supply Chain Management	June 14 -15, 2023	10 AM - 5.30 PM	Hybrid	12000	16000	26000	Prof. Rajesh Sikka
4	Qualitative Methods for Marketing Research	June 15-16, 2023	10 AM - 12 PM & 2 PM - 4 PM	Online	8000			Prof. Rahul Pratap Singh Kaurav, Prof. Sriparna Basu & Prof. Ashutosh Pandey
5	Finance for Non-Finance Executives	June 21-23, 2023	10 AM - 5.30 PM	Hybrid	12000	24000	39000	Prof. Vandana Bhama, Prof. Gaurav Gupta & Industry Expert*
6	Project Appraisal and Management	June 26-28, 2023	10 AM - 2.15 PM	Online	8000			Prof. Vandana Gupta
7	Creating Value in Supply Chain through Analytics	June 27, 2023	10 AM - 5.30 PM	Hybrid	6000	8000	13000	Prof. Rajesh Sikka
8	Fundamentals of Artificial Intelligence for Business Managers	July 5 - Sept 14, 2023	4 PM -6 PM (Wednesday & Thursday), 20 Hrs	Online	19000			Prof. Antarpreet Singh
9	Competency-based Talent (HiPo) Management (Workshop Mode)	July 6-7, 2023	10 AM - 5.30 PM	Hybrid	12000	16000	26000	Prof. Prachi Bhatt & Invited Speakers/Practitioners*
10	Trading Strategies	July 11-12, 2023	10 AM - 5.30 PM	Hybrid	20000	25000	35000	Prof. Bhaskar Chhimwal & Prof. Aditya Banerjee
11	Achieving Excellence in Inventory Management	July19, 2023	10 AM - 5.30 PM	Hybrid	6000	8000	13000	Prof. Rajesh Sikka
12	Developing an Intrapreneurial Mindset for Effective Leadership	January 18-19, 2024	10 AM - 5.30 PM	Offline		16000	26000	Prof. Anita T Lal
13	Managerial Leadership and Team Building	September 4-5, 2023	10 AM - 5.30 PM	Offline		16000	26000	Prof. Sanghamitra Buddhapriya
14	Mindfulness for Managerial Effectiveness	Nov 22-23, 2023	10 AM - 5.30 PM	Offline		16000	26000	Prof. Chitra Khari & Mr. Sandeep Singh Sandhar *
15	Managing HR for Non HR Managers	August 7-8, 2023	10 AM - 5.30 PM	Hybrid	8000	16000	26000	Prof. Chiradip Bandyopadhyay
16	Effective Negotiation Skills	October 16-18, 2023	10 AM - 5.30 PM	Offline		24000	39000	Prof. Prachi Bhatt & Invited Speakers/Practitioners*
17	Improving Sales Effectiveness in Logistics Sales	August 18-19, 2023	10 AM - 5.30 PM	Offline		16000	26000	Prof. Ajay Kumar Pandey & Mr. Vikas Khatri*
18	Sustainability, Finance and ESG Integration	August 22-23, 2023	10 AM - 5.30 PM	Offline		16000	26000	Prof. Himanshu Joshi
19	Contract Management, Negotiation & Arbitration	August 24-25, 2023	10 AM - 5.30 PM	Hybrid	12000	16000	26000	Prof. Shallini Taneja & Advocate Mr. Anupam Kishore Sinha*
20	Export-Import Management	September 4-5, 2023	10 AM - 5.30 PM	Hybrid	8000	16000	26000	Prof. Surendar Singh
21	Coaching & Mentoring for Personal and Professional Excellence	September 11-12, 2023	10 AM - 5.30 PM	Offline		16000	26000	Prof. Sanghamitra Buddhapriya
22	Effective Communication and Presentation Skills	September 14-15, 2023	10 AM - 5.30 PM	Offline		16000	26000	Prof. Anita T Lal
23	"Financial Management and Personal Finance for Non-Finance Managers"	September 20-21, 2023	10 AM - 5.30 PM	Hybrid	12000	16000	26000	Prof. Samta Jain & Prof. Aditya Banerjee
24	Supply Chain Competitiveness through Zero Based Costing	September 21, 2023	10 AM - 5.30 PM	Hybrid	6000	8000	13000	Prof. Rajesh Sikka
25	Decision Making Techniques for Managers	September 25-26, 2023	10 AM - 5.30 PM	Hybrid	8000	16000	26000	Prof. Hitesh Arora
26	Strategic CSR: From Agenda Building to Impact Measurement	September 28-29, 2023	10 AM - 5.30 PM	Online	8000			Prof. Shallini Taneja
27	Effective Communication for Business Leaders – A Design Thinking Approach	October 4-5, 2023	10 AM - 5.30 PM	Hybrid	10000	16000	26000	Prof. Sriparna Basu
28	AI driven Strategic HR	October 4-November 23, 2023	3 PM -4.30 PM (Wednesday & Thursday), 24 Hrs	Online	19000			Prof. Antarpreet Singh
29	Strategic Role of Supply Chain Management	October 12, 2023	10 AM - 5.30 PM	Hybrid	6000	8000	13000	Prof. Rajesh Sikka
30	Digital Leadership	October 11-12, 2023	11 AM - 1 PM & 3 PM - 5PM	Online	5500			Prof. Antarpreet Singh
31	Written Business Communication	October 12-13, 2023	10 AM - 5.30 PM	Offline		16000	26000	Prof. Anita T Lal
32	Design Thinking for Strategic Problem Solving	October 16 -17, 2023	10 AM - 5.30 PM	Offline		16000	26000	Prof . Mukul Joshi

S.No	Programme Title	Dates	Time	Mode	Fees for Online (INR)	Fees for Classroom Offline (INR)	Fees for Residential (INR)	Programme Director(s) / Faculty
33	Enabling Women Professionals for Leadership Roles	October 19-20, 2023	10 AM - 5.30 PM	Offline		16000	26000	Prof. Sanghamitra Buddhapriya
34	Project Management for Managers	November 06-07, 2023	10 AM - 5.30 PM	Hybrid	8000	16000	26000	Prof. Hitesh Arora
35	Digital Transformation for Business Managers	November 2, 2023 -January 3, 2024	4 PM -6 PM (Wednesday & Thursday), 20 Hrs	Online	19000			Prof. Antarpreet Singh
36	Nurturing the 5th Dimension of Leadership	November 9-10, 2023	10 AM - 5.30 PM	Offline		16000	26000	Prof. Anita T Lal
37	Demand Forecasting and Pricing Strategies	November 10-11, 2023 (On Friday and Saturday)	10 AM - 12 PM & 2 PM - 4 PM	Online	8000			Prof. Ashutosh Pandey & Prof. Rahul Pratap Singh Kaurav
38	Cyber Security Awareness Program for Executives	November 28, 2023	10 AM - 5.30 PM	Online	4000			Prof. Sudeep S
39	Creating an Ecosystem at Work: Sustainable Practices for Employees	December 4-5, 2023	10 AM - 5.30 PM	Hybrid	12000	16000	26000	Prof. Shallini Taneja & Prof. Prachi Bhatt
40	Manufacturing Transformation through Industry 4.0	December 6-7, 2023	10 AM - 5.30 PM	Hybrid	12000	16000	26000	Prof. Rajesh Sikka
41	AI Adoption in Business: Opportunities and Challenges	December 13-14, 2023	11 AM - 1 PM & 3 PM - 5PM	Online	5500			Prof. Antarpreet Singh
42	Enhancing Assertiveness and Positive Attitude	December 14-15, 2023	10 AM - 5.30 PM	Offline		16000	26000	Prof. Anita T Lal
43	Decision Analysis: Toolkit to make better decisions	December 22-23, 2023 (On Friday & Saturday)	10 AM - 5.30 PM	Offline		16000	26000	Prof. Rahul Pratap Singh Kaurav
44	Emotional Intelligence for Leadership Effectiveness	December 18-19, 2023	10 AM - 5.30 PM	Offline		16000	26000	Prof. Prachi Bhatt, Prof. Sanghamitra Buddhapriya & Prof. Chitra Khari
45	A Consultants Tool-kit for Solving Strategic Problems and Enhancing Business Performance	December 20, 2023	10 AM - 5.30 PM	Hybrid	6000	8000	13000	Prof. Anil Kumar Singh
46	Disruption Dynamics in New Age Business Models and Value Configuration	January 10, 2024	10 AM - 5.30 PM	Hybrid	6000	8000	13000	Prof. Anil Kumar Singh & Prof. Mukul Joshi
47	Manufacturing Competitiveness through Operational Excellence	January 18-19, 2024	10 AM - 5.30 PM	Hybrid	8000	16000	26000	Prof. Sourabh D. Kulkarni
48	Strategic Thinking	January 30-31, 2024	10 AM - 5.30 PM	Offline		16000	26000	Prof. Anil Kumar Singh
49	Industry 4.0 - Is it beginning of an end. What happens next	February 7-8, 2024	11 AM - 1 PM & 3 PM - 5PM	Online	5500			Prof. Antarpreet Singh
50	An Analytical Perspective on Credit Appraisal and Credit Management	February 13-16, 2024	10 AM - 1.15 PM	Online	8000			Prof. Vandana Gupta
51	Operations and Supply Chain Analytics for Competitive Advantage	February 20-21, 2024	10 AM - 5.30 PM	Hybrid	12000	16000	26000	Prof. Shirsendu Nandi
52	Decoding Financial Derivatives	February 22-23, 2024	10 AM - 5.30 PM	Hybrid	12000	16000	26000	Prof. Vikas Pandey
53	Advanced Excel and Data Visualization	February 27-28, 2024	10 AM - 5.30 PM	Offline		16000	26000	Prof. Rajneesh Chauhan

* Industry Experts • GST, as applicable, will be additional.

• Programme Fee for Online programme will include e-reading materials

• Programme Fee for Residential programme includes course material, stay on twin sharing basis and boarding expenses.

ABOUT MDPs/ EXECUTIVE EDUCATION

FORE School of Management Conducts Training Programs to equip managers with the 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. The various executive education programs are carefully crafted after extensive research and deliberations amongst the talented faculty members.

OPEN TRAINING PROGRAMMES

In an ever changing business world, accruing and updating knowledge and skills is a must for individual and organizational success. The quality and relevance of training input thus assume a critical significance for business professionals. FSM Open Training Programs (MDPs) aims to

equip business managers with knowledge, skills and attitudes for effectively responding to global developments and competitive requirements. The emphasis is on developing the ability to apply learnings efficiently and improve decision making.

CUSTOMISED TRAINING PROGRAMMES

These programmes are designed according to the specific needs of the corporate. The pedagogy used is in keeping with the background, experience, and aspirations of participants as specified. A partial list of organizations for which FSM conducted short term customized in-company programmes includes GAIL, NHPC, BIRAC, Relaxo Footwear, Indian Oil, Thales India Pvt Ltd, Mitsui Chemicals, ONGC, International Tractors, JK Papers, RITES, SOS Children Village of India etc. the location of in-company MDPs can be at FSM Campus, corporate office outside.

Director General's Message



In the last couple of years, businesses worldwide saw turbulent times. Therefore, we curated programs to find solutions to present and future challenges through insights from business leaders. We help participants advance their knowledge and skillsets and help organizations develop leadership talent. With the programs' core being hybrid and flexible timings, working professionals can easily benefit from them.

FORE has strived towards excellence for 40+ years by working with reputed public, private, government, and social sector organisations. We have an extended track record of shaping future business leaders through comprehensive training and post-program evaluation and support.

This calendar offers a diverse portfolio of highly-focused training programs across functional areas. I am sure you will optimize these offerings and engage with us in this odyssey of learning and development.

Dr. Jitendra K. Das
Director General
FORE School of Management

LONG DURATION TRAINING PROGRAMMES (LDPs)

Along with the above FSM do long-term programmes like Executive Management Programmes, General Management Programmes for corporates like Bayer Crop Science and Collebera Services Private Limited. These are blended (Online and Offline) programmes of 3 months to 11 months. Specialised Management Programmes in Marketing, Finance, IT, etc, like Big Data and Data Analytics for Central Bank of India, Union Bank of India to name a few.

There are a couple of open LDPs as below, which are open for individuals as well and can be customized as per the requirement of the corporate.

Programme Title	Online Interactive Sessions	Online Project	Mode
PGPM (Big Data Analytics for Business Management)	7 Months	4 Months	Online
PGPM (Healthcare Analytics)	7 Months	4 Months	Online
PGPM (EMP)	7 Months	4 Months	Blended
Certificate in "Machine Learning and Deep Learning"	6 Months	Not Applicable	Online
Certificate in "Marketing Analytics"	7 Months	Not Applicable	Online
Certificate in "FinTech"	7 Months	Not Applicable	Online
PGPM (HRM and Analytics)	7 Months	Not Applicable	Online

Various components of the delivery are:

- Relevant Case Studies, interactive group discussions and simulations
- Assignments related to specific programme
- Classroom Lectures, Application-based learning
- Capstone project
- Workshops

CONSULTANCY

FSM offers consulting services to design and implement policies, systems and processes in functional and cross-functional areas of business. Faculty members of the FORE with a blend of corporate experience and academic expertise are equipped to understand challenges faced by the organizations and offer solutions.

PRESENCE OF EXEMPLARY FACULTY

At FSM, you will meet our highly talented and dynamic faculty members who are focused on making each programme an enriching and unforgettable learning experience for you. They bring an amalgamation of theoretical pedagogy as well as contemporary and relevant examples and experiences from real life to our programmes, resulting in holistic learning. All faculty members have expertise in their respective fields.

With a sharp focus on Management Education, Executive Education Programmes/MDPs, Consulting and Research, Faculty Development Programs, FSM stands amongst the Quality Business Schools in the country.

About FORE SCHOOL OF MANAGEMENT

FORE School of Management (FSM) has been established by the Foundation for Organisational Research and Education, a non-profit organization, with a mission "To achieve and sustain Leadership in Management Education, Research, Consultancy and Development". A major academic objective of FSM is to actively promote the professional development of practicing managers, through well designed and delivered Management Development Programmes (MDPs). FSM conducts short duration to long-duration Corporate Training programmes.



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