

**FORE School of Management  
New Delhi**



# Management Development Programmes

Calendar 2022-23

## ABOUT MDPs

# EXECUTIVE EDUCATION

FORE Conducts Management Development Programmes 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 programmes are carefully crafted after extensive research and deliberations amongst the talented faculty members.

## OPEN MANAGEMENT

# DEVELOPMENT 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. FORE 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.



FORE School of Management, New Delhi

## MANAGEMENT DEVELOPMENT PROGRAMMES

(April 2022-March 2023)

S.No	Programme Title	Dates	Time	Mode	Fees (INR)			Programme Director/s
					Online	Classroom	Residential	
1	Social Media and Cognitive Analytics Using R	April 22-24, 2022 (Friday, Saturday and Sunday)	10 AM - 3.30 PM	Online	9000			Prof. Arghya Ray
2	Forecasting Methods for Basic Financial Analysis (Using Excel and R)	April 23-24, 2022 (Saturday and Sunday)	10 AM - 5.30 PM	Online	8000			Prof. Aditya Banerjee & Prof. Arghya Ray
3	Enterprise Information Security Governance and Risk Management – Programme for Senior Executives	April 28-30, 2022	10 AM - 5.30 PM	Online / Offline	12000	24000	36000	Prof. Shilpi Jain & Prof. Sudeep S.
4	Manufacturing Competitiveness through Operational Excellence	May 25-26, 2022	10 AM - 5.30 PM	Online / Offline	8000	16000	24000	Prof. Sourabh D. Kulkarni
5	Intellectual Asset Management for Scientists, Engineers and Business Managers	June 1-5, 2022	6 PM -9.15 PM	Online	9500			Prof. Mukul Joshi & Dr. Uday Racherla*
6	Streamlining Conflict Resolution Through Technology	June 2-4, 2022	10 AM - 1.15 PM	Online	5500			Prof. Prachi Bhatt
7	Advanced EEP on International Trade - A Global Perspective	June 6-8, 2022	9.30 AM - 11 AM & 11.30 AM - 1:00 PM	Online	35000			Prof. Sudeep S. & Sh. Ved Prakash*
8	Mindfulness for Managerial Effectiveness	June 21-24, 2022	10 AM - 1.15 PM	Online / Offline	12000	16000		Prof. Chitra Khari & Mr. Sandeep Singh Sandhar*

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					Online	Classroom	Residential	
9	Finance for Non-Finance Executives	June 28-30, 2022	10 AM - 5.30 PM	Online / Offline	12000	24000	36000	Prof. Vandana Bhama, Prof. Vikas Pandey & Prof. Gaurav Gupta
10	Business-Valuations	June 29, 2022 - July 1, 2022	2.30 PM - 5.45 PM	Online	5500			Prof. Vandana Gupta & Prof. Himanshu Joshi
11	Applied Econometrics in R	July 5-7, 2022	10 AM - 5.30 PM	Online / Offline	18000	24000	36000	Prof. Amarnath Mitra
12	A Tool-Kit for Managing Waste and Sustainability for Enhancing Business Performance	July 11, 2022	10 AM - 5.30 PM	Online	4000			Prof. Aarti Singh
13	Data Analytics Using R	July 13-15, 2022	10 AM - 5.30 PM	Online / Offline	18000	24000	36000	Prof. Amarnath Mitra
14	Developing an Intrapreneurial Mindset for Effective Leadership	July 20-21, 2022	10 AM - 5.30 PM	Online / Offline	12000	16000	24000	Prof. Anita T Lal
15	A Consultants Tool-kit for Solving Strategic Problems & Enhancing Business Performance	July 25, 2022	10 AM - 5.30 PM	Online / Offline	6000	8000		Prof. Anil Kumar Singh & Prof. Vinod Thakur
16	Financial Analytics Using Python	July 27-28, 2022	10 AM - 5.30 PM	Online / Offline	12000	16000	24000	Prof. Amarnath Mitra
17	Creating an Ecosystem at Work : Sustainable Practices for Employees	August 9 -10, 2022	10 AM - 5.30 PM	Online / Offline	8000	16000	24000	Prof. Shallini Taneja & Prof. Prachi Bhatt
18	Effective Communication for Business Leaders – A Design Thinking Approach	August 18-19, 2022	10 AM - 1.15 PM	Online / Offline	10000	16000		Prof. Sriparna Basu
19	Introduction to Labour Codes	August 23 -24, 2022	10 AM - 1.15 PM	Online	4000			Prof. Neeraj Kumar
20	Artificial Intelligence for all Marketers	August 27-28, 2022 (Saturday and Sunday)	10 AM -1.15 PM	Online	4000			Prof. Ashutosh Pandey, Mr Partha Sen* Prof. Sankar Mukherjee*
21	Managing HR for Non HR Managers	August 29-30, 2022	10 AM - 5.30 PM	Online / Offline	8000	16000	24000	Prof. Chiradip Bandyopadhyay & Prof. Chandra Sekhar
22	Cyber Security Awareness Program for Executives	September 2, 2022	10 AM - 5.30 PM	Online	4000			Prof. Sudeep S.
23	Design Thinking for Complex Problem Solving	September 5-6, 2022	10 AM - 5.30 PM	Online / Offline	12000	16000	24000	Prof. Sriparna Basu & Prof. Shilpi Jain
24	Export-Import Management	September 7-8, 2022	10 AM - 5.30 PM	Online / Offline	8000	16000	24000	Prof. Surendar Singh
25	Social Media Impact on Stock Price	September 10-11, 2022 (Saturday and Sunday)	10 AM - 5.30 PM	Online	8000			Prof. Arghya Ray & Prof. Aditya Banerjee
26	Effective Communication and Presentation Skills	September 15-16, 2022	10 AM - 5.30 PM	Online / Offline	12000	16000	24000	Prof. Anita T Lal
27	Decoding Digital Ads, Revenue Optimisation through No Code Analytics and Google Studio	September 15-18, 2022 (Thursday, Friday, Saturday and Sunday)	10 AM -12.00 PM & 2PM – 4PM	Online	10700			Prof. Ashutosh Pandey, Mr Partha Sen* Prof. Sankar Mukherjee*
28	Improving Sales Effectiveness in Logistics Sales	September 22-23, 2022	10 AM - 5.30 PM	Online / Offline	8000	16000	24000	Prof. Ajay Kumar Pandey & Mr. Vikash Khatri*
29	Decision Making Techniques for Managers	September 26-27, 2022	10 AM - 5.30 PM	Online / Offline	8000	16000	24000	Prof. Hitesh Arora

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30	Advanced Excel Training	September 29-30, 2022	10 AM - 5.30 PM	Online / Offline	8000	16000	24000	Prof. Sumeet Kaur
31	Managerial Leadership and Team Building	October 3-4, 2022	10 AM - 5.30 PM	Offline		16000	24000	Prof. Sanghamitra Buddhapriya
32	Written Business Communication	October 13-14, 2022	2 PM - 6.15 PM	Online / Offline	8000	11000		Prof. Anita T Lal
33	Supply Chain Analytics	October 17-18, 2022	10 AM - 5.30 PM	Online / Offline	12000	16000	24000	Prof. Shubhangini Rajput
34	Design Thinking for Strategic Problem Solving and Value Creation	November 5-6, 2022 and November 12-13, 2022 (Saturday and Sunday)	10 AM - 1.15 PM	Online	8000			Prof. Mukul Joshi
35	Emotional Intelligence for Managerial Effectiveness	November 8-10, 2022	10 AM - 1.15 PM	Online	5500			Prof. Prachi Bhatt, Prof. Sanghamitra Buddhapriya & Prof. Chitra Khari
36	Nurturing the 5th Dimension of Leadership	November 17-18, 2022	10 AM - 5.30 PM	Online	12000	16000	24000	Prof. Anita T Lal
37	Demand Forecasting and Pricing Strategies	November 19-20, 2022 (Saturday and Sunday)	10 AM -12.00 PM & 2 PM – 4 PM	Online	5500			Prof. Ashutosh Pandey
38	Performance Management Analytics	November 29-30, 2022	10 AM - 1.15 PM	Online	4000			Prof. Chandra Sekhar & Prof. Chiradip Bandyopadhyay
39	Enhancing Assertiveness and Positive Attitude	December 8-9, 2022	10 AM - 5.30 PM	Online / Offline	12000	16000	24000	Prof. Anita T Lal
40	Talent Analytics	December 12-13, 2022	10 AM - 1.15 PM	Online	4000			Prof. Chandra Sekhar & Prof. Chitra Khari
41	Coaching & Mentoring for Personal and Professional Excellence	December 14-16, 2022	10 AM- 2.15 PM	Online	8000			Prof. Sanghamitra Buddhapriya
42	Improvising B2B Sales and Marketing in Current Times	December 16 -17, 2022 (Friday and Saturday)	10 AM - 5.30 PM	Offline		16000		Prof. Ansh Gupta & Prof. Asif Zameer
43	Strategic CSR: From Agenda Building to Impact Measurement	December 20-21, 2022	10 AM - 5.30 PM	Online / Offline	8000	16000	24000	Prof. Shallini Taneja
44	Disruption Dynamics in New Age Business Models and Value Configuration	January 10, 2023	10 AM - 5.30 PM	Online / Offline	6000	8000		Prof. Anil Kumar Singh & Prof. Mukul Joshi
45	Managing Creativity and Innovation	January 11-12, 2023	10 AM - 5.30 PM	Offline		16000	24000	Prof. Sanghamitra Buddhapriya
46	Diversity and Inclusion at Workplace: A Strategic Communication Perspective	January 18-19, 2023	10 AM - 5.30 PM	Online / Offline	12000	16000	24000	Prof. Aanchal Sharma
47	Contract Management, Negotiation and Arbitration	January 23-25, 2023	10 AM - 2.15 PM	Online / Offline	8000	16000		Prof. Shallini Taneja & Prof. D. S. Sengar*
48	Neuroscience in Marketing	January 30-31, 2023	10 AM - 1.15 PM	Online / Offline	4000	8000		Prof. Ayushi Sharma
49	Enhancing Sales Force Productivity in Turbulent Times	February 3, 2023	10 AM - 5.30 PM	Offline		8000		Prof. Asif Zameer
50	Knowing your Customers – A Research Orientation	February 4, 2023 (Saturday)	10 AM - 5.30 PM	Offline		8000		Prof. Ansh Gupta

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					Online	Classroom	Residential	
51	Operations and Supply Chain Analytics for Competitive Advantage	February 7-8, 2023	10 AM - 5.30 PM	Online / Offline	12000	15000	23000	Prof. Shirsendu Nandi
52	Customer Centricity For Managers	February 10, 2023	10 AM - 5.30 PM	Offline		8000		Prof. Nirmalya Bandyopadhyay
53	Project Appraisal and Management	February 15-17, 2023	10 AM - 1.15 PM	Online	5500			Prof. Vandana Gupta
54	Value Creation by Leveraging Frugal Philosophy & Innovation	February 21-22, 2023	10 AM - 5.30 PM	Online / Offline	12000	16000	24000	Prof. Anil Kumar Singh, Prof. Mukul Joshi & Prof. Aarti Singh
55	Financial Investments and Tax Planning	February 23-24, 2023	10 AM - 5.30 PM	Online / Offline	8000	16000	24000	Prof. Vandana Bhama, Prof. Vikas Pandey & Prof. Gaurav Gupta
56	An Analytical Perspective on Credit Appraisal and Credit Management	February 28 - 3 March, 2023	10 AM - 1.15 PM	Online	8000			Prof. Vandana Gupta
57	QSPM for Strategic Marketing Decisions	March 10, 2023	11 AM - 5 PM	Online	4000			Prof. Pramod Chandra
58	Bibliometric Analysis and Systematic Literature Review	March 17, 2023	11 AM - 5 PM	Online	4000			Prof. Pankaj Vishwakarma

**\*GUEST FACULTY**

- ▶ **Dr. Uday Racherla** | Former Senior Director of R&D Innovation at PepsiCo USA, and Professor of Innovation and Intellectual Property Management, IIT Kanpur (Retd.)
- ▶ **Mr Partha Sen** | Algoix Technologies LLP, Bangalore
- ▶ **Prof. Sankar Mukherjee** | SUAS: Symbiosis University of Applied Sciences, Indore, India
- ▶ **Prof D S Sengar** | Fulbright Senior Fellow (USA) & SICI Fellow (Canada) Professor & Chairman, Legal Management Area (Retd) Indian Institute of Management Lucknow (Noida Campus)
- ▶ **Mr. Vikash Khatri** | Aviral Consulting Pvt Ltd, Founder and Principal Consultant
- ▶ **Mr. Sandeep Singh Sandhar** | Entrepreneur and Mindfulness Expert
- ▶ **Mr. Ved Prakash** | Former CMD, Minerals & Metals Trading Corporation

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

**NOTES**

1. Detailed information on each programme (Introduction, objective, contents, methodology and for whom) as well as faculty profile is available at FORE website under Executive Education ([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 programme will be available 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 for In-house programmes.
5. The above residential facility is for number of days of the programme, if any changes required, confirm at the time of enrolment/registration

## IN COMPANY PROGRAMME



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 FORE conducted short term customised in-company programmes includes GAIL, NHPC, BIRAC, Relaxo Footwear, Indian Oil, Thales India Pvt. Ltd., Mitsui Chemicals, ONGC, etc. The location of in-company MDPs can be FORE Campus, Corporate Office or Outside.



## LONG DURATION PROGRAMMES (LDPs)

Along with the above FORE do long-term programmes like Executive Management Programme, General Management Programmes for corporates like Bayer Crop Science and Collabera 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 customised 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	4 Months	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

## FACULTY DEVELOPMENT PROGRAMME (FDP)

The Faculty Development Programme (FDP) of the FORE School of Management aims at the professional development for faculty members of institutions of management education and are carefully designed to bridge the gap in quality research and teaching skills that are required in contemporary management education in India.

## CONSULTANCY

FORE 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.

## DIRECTOR MESSAGE



The past two years have been challenging for businesses worldwide, with rising volatility and uncertainty. Therefore, after thorough interaction and feedback from business leaders our programmes are designed to focus on solutions to current and future business challenges. These programmes emphasize comprehensive solutions by helping participants to enhance their knowledge and upgrade their skillset.

In the interest of safety, the programmes' core will be online with flexible timings. This format provides additional flexibility to working professionals.

Our agenda is to help your organisation develop its leadership talent. FORE has been working with reputed public, private, and social sector organizations as their learning partner for 40 years in their quest for excellence. We have a long track record of helping shape future business leaders through the 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. I am sure you will make full use of the offerings and engage with us in this odyssey of learning and development.

**Dr. Jitendra K. Das**  
Director



*I am delighted to present the **Open MDPs (Management Development Programmes) and LDPs (Long Duration Programmes) Calendar for Academic Year 2022-23.***

## ABOUT FORE

FORE School of Management (FORE) 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 FORE is to actively promote the professional development of practicing managers, through well designed and delivered Management Development Programmes (MDPs). FORE conducts short duration to long-duration Corporate Training Programmes:

- Open MDPs
- Online MDPs
- Customised MDPs as required by the corporate
- Long duration programmes like Big Data Analytics, AI, ML, Marketing Analytics, Healthcare Analytics
- Long Duration Online and Classroom Executive Management Programmes and PGPM

## PRESENCE OF EXEMPLARY FACULTY

At FORE, 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 Programmes, FORE stands amongst the Quality Business Schools in the country.

# TESTIMONIALS

If you strive to learn ML/DL and do hands to build your skillset in AI, highly recommend doing a Healthcare Analytics course by FORE School. The professors have deep and versatile knowledge in AI and related aspects and start with explaining basic concepts, they leverage the latest material/research papers for teaching, and more importantly, have pre-built kits and exercises for hands-on. The course is helpful for both doctors and technology professionals.

**Mr. Anurag Goyal**, *Enterprise Architect - Life Sciences, Tata Consultancy Services*

The level of energy of teaching of the Faculty for the programme on Written Business Communication was excellent and very closely monitored with interaction.

**Mr. AK Dubey**, *Dy. Manager (Bonds), Indian Railway Finance Corporation*

Role Plays made understanding better and the trainers were very good in the programme on Effective Communication for Women in the Workplace.

**Ms. Panchali Thakuria**  
*Manager (Materials), Oil India Limited*



# KEY CLIENTS

## In-Company Programmes

*Few of the organizations for which FORE conducts the programmes*

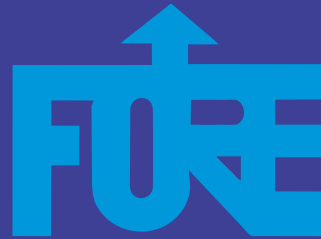
Airports Authority of India | BAYER | British Council | Collabera Technologies Pvt. Ltd  
DRDO | EdCIL (India) Ltd. | Horizon Worldwide | IFFCO | IICM, Ranchi | IREO  
Indian Oil | ITD Cementation | Jain Irrigation | Jindal Stainless Steel | Jubilant | Metlife  
Mitsui Chemicals | NHPC | NHDC | Numaligarh Refinery | Oberoi | ONGC Limited  
ONGC Mangalore Petrochemicals | Oriental Insurance | Petronet LNG | POSOCO  
Power Grid Corpn. of India | Punjab National Bank | Rashtriya Ispat Nigam Ltd.  
RELAXO | RITES | Rotary | SAGE Publication | Thales | Ummeed Housing Finance

## Open MDP Programmes

*Along with the above, other organisations are as below*

AAI | ALP Nishikawa | BSNL | CDB Group | Central UP Gas | CII | CK Consultants  
Damodar Valley | Dee Development | EdCIL | Essel World Leisure | Federation of  
Indian Exports | GETCO | Green Fuel Energy | Green Gas | HPCL IDBI Bank |  
Indian Coast Guard | Indian Oil | Jindal Stainless | Manappuram Finance | NABARD  
NFL | NHPC | NLC India Limited | Pension Fund Regulatory Petronet LNG | Power  
Finance Corp | Power Grid | RailTel Corpn. | Relaxo | RITES SARA Textiles  
Seagull Maritime Agencies | Sonalika Tractors | SOS Children's Villages of India  
SRF Limited | Stock Holding | TCIL | Thales India | Ummeed Housing

## Executive Education Office



**FORE School of Management  
New Delhi**

**For Registration/ enquiries, please contact:**

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