

Learn To Lead 

**Admission Brochure
2020**



**FORE School of Management,
New Delhi**



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VISION

To make this world a
better place based
on knowledge
creation and sharing

MISSION

To achieve and sustain
Leadership in
Management Education,
Research,
Consultancy and
Development.



PRESIDENT'S MESSAGE



The response to FORE's admission's call continues to be impressive. Despite intense competition from leading Indian B-schools and a general slowdown in this segment, we have received good number of applications across all our programmes last year. This includes our two new AICTE approved full-time programmes, the Fellowship Programme in Management (FPM) and the Post Graduate Diploma in Management (Executive), which have helped make our portfolio more diverse.

The rich pool of applicants represented 24 states of the country and this offered us an opportunity to further enhance the classroom experience through diversity.

The admission process at FORE School of Management, New Delhi is highly competitive, rigorous, and transparent. All the students were selected purely on the basis of merit, while taking into consideration their scores in the competitive entrance examination, work experience, academic performance, and personal interview performance. Besides merit, there is also focus on diversity in terms of region, gender, academic background and work experience.

As with every year, the selection process uses feedback from the past years' experience to bring about continuous improvements in the selection process.

You are welcome to visit us at www.fsmac.in to know more about us. The learning experience of students at FORE School of Management, New Delhi are invaluable and have enriched their life in many ways.

B.B.L Madhukar



DIRECTOR'S MESSAGE

For the past three decades FORE has successfully created a position for itself as a leader in Management Education, Research, Consultancy and Training. In this academic year the 29th batch of students for our full-time PGDM programme, the 14th batch of students for the PGDM-International Business programme and the 3rd batch of students for the PGDM-Financial Management programme will be admitted. We lay foremost emphasis on enhancement of students' knowledge base and sharpening of professional skills through various curricular, co-curricular and extra-curricular activities.

At FORE, students are expected to have an enriching and life-turning experience which will enable them to reach new heights in their professional life. The curriculum that FORE offers is constantly upgraded to be in sync with the industry requirements. Members of our faculty are highly qualified and they maintain high standards of teaching which is constantly sharpened with their contributions through research publications, seminars, conferences, etc., at the national and international levels.

Keeping pace with the worldwide trend of digital democratization, FORE has also enhanced its capabilities through increased use of internet, mobile communications, and other technologies for promoting more active student participation in academic administration and curriculum delivery. Wi-fi enabled campus, state-of-the-art classrooms, electronic displays and multi-modal communication of academic matters makes student-life simpler. Use of software applications like SPSS, AMOS, Markstrat, R, R-Studio, Tableau and Capstone Business Simulation have been an integral part of the curriculum at FORE. Terminals of Eikon- a set of financial analysis software by Thomson Reuters are also being used for enriching students' knowledge in the areas of finance and economics.

Our key to success has been the opportunity we create for our students to interact closely with the corporates. We enjoy excellent goodwill with the corporate world who generously contribute to our various academic processes. To facilitate all this, we have Centers of Excellence to enhance domain specific research and training amongst faculty members and entrepreneurship among students. We have collaboration with various institutions and universities in India and abroad to give our students better academic exposure. FORE provides an environment conducive to learning and personality development. To provide a flavour of global best practices, our students in the recent past have been exposed to a brief but intensive 'International Immersion Programme' at an international location, designed in collaboration with leading universities at these locations.

This year we have also introduced two new full time AICTE approved programmes. The Fellowship Programme in Management (FPM) and the Post Graduate Diploma in Management (Executive).

I thank you for showing your interest in FORE. As a prospective student, you are welcome to explore options that may be available to you in our various academic programmes. Do not hesitate to contact us for additional information. As a parent of a student we assure you of a very enriching and fruitful time that your ward will be spending with us.



DEAN (Academics) MESSAGE



There is an increasing demand for quality-management education in India and FORE School of Management, a leading private B-School of India, caters to the need of the hour. At FORE, endeavor has always been to provide quality-management education through creation and dissemination of knowledge in the field of Management. We also train our students to imbibe human and ethical values, which would help them in achieving personal and professional success.

FORE has a team of highly qualified, experienced and dedicated faculty who devote their time not only to teaching but also to continuing efforts to ensure overall development of the students. Our faculty's strong research orientation and continuous interaction with the industry help them create an enriching academic experience. We also invite our distinguished alumni, faculty from other renowned institutions and senior professionals to deliver guest lectures to help augment their studies beyond curriculum.

The programmes, we offer, have been designed with utmost care. The curriculum of our programmes are industry-oriented and based on the best global practices. Academic rigour is well reflected in our course design and delivery and through this, we try to create future managers who can best establish themselves in their chosen domains. Various pedagogical tools we use are aimed at helping our students to develop a holistic business perspective apart from developing their leadership competence, communication skills, critical thinking abilities and problem-solving abilities.

Management being an ever-evolving discipline, we keep our curriculum constantly updated. Classroom teachings are supplemented with Seminar courses, which help the students to become aware of contemporary practices and developments. Students get ample opportunities to organize and participate in various co-curricular and extracurricular activities within the institute and outside, helping them build their managerial skills. Our classroom infrastructure, with most modern equipment, creates a great academic ambience.

In our students, we not only try to develop the ability to seize opportunities in the competitive business environment but also to inculcate a sense of responsibility towards the society. We are confident that students passing out from FORE will be best-equipped to face the challenges of the dynamic business environment that beckons them. I wish all the best to all the prospective students of FORE.

Prof. Sanghamitra Buddhapriya



THE EXECUTIVE BOARD OF FORE SCHOOL OF MANAGEMENT



Dr. B.B.L. Madhukar
President

(Former Chairman and Managing Director
- MMTC Ltd.)
Director General, BRICS Chamber of
Commerce & Industry



Dr. Vinayshil Gautam, FRAS (London)
Vice President

(Founder Director, IIM-K; 1st Head, Management
Dept., Ex-Emeritus Chair Professor, IIT-D;
1st Hony. Dean, KPMG Academy; Ex-Sr. MD &
Principle Economic Advisor, Protiviti (I) Member
Pvt. Ltd.; Leader Consulting Team, IIM-Shillong)
Chairman, DK International Foundation



Dr. G.V.G. Krishnamurthy
Member

(Former Election Commissioner of India)



Dr. Yasho V. Verma
Member

(Former Chief Operating Officer & Director
- LG Electronics India Pvt. Ltd.)



Mr. T.C. Venkat Subramanian
Member

(Former Chairman & Managing Director - EXIM
BANK OF INDIA; Former Chairman of the Board
- INDIAN BANK)



Mr. Vijay Gopal Pande
Member

Co-Founder & Managing Director - Vijyoti
Management & Communications Learning
Institute Pvt. Ltd.; Founder and Life Member -
ICRIER and London School of Economics
Society; Founder Member, IFFAAD



Dr. Vasantha S. Bharucha
Member

(Former Economic Adviser, Ministry of
Commerce & Industry, GOI)
Economist and Strategy Consultant



Mr. Ranjan Kumar Mohapatra
Member

Director (HR), Indian Oil Corporation Ltd.



Dr. Pritam Singh
Nominee - AICTE

(Former Director - IIM Lucknow, MDI Gurgaon)



Dr. Jitendra K. Das
Director, FSM
Member

(Founder Dean (Noida Campus), IIM Lucknow)



Dr. Rajneesh Chauhan
Dean (Corporate Relations), FSM
Member



Dr. Sanghamitra Buddhapriya
Dean (Academics), FSM
Member



Dr. Hitesh Arora
Dean (Academic Services), FSM
Member Secretary

Learn To Lead 





THE ACADEMIC, ADMINISTRATIVE TEAM & AREA CHAIRPERSONS

THE ACADEMIC TEAM

Director	Dr. Jitendra K. Das
Dean – Academics	Prof. Sanghamitra Buddhapriya
Dean – Corporate Relations	Prof. Rajneesh Chauhan
Dean – Academic Services	Prof. Hitesh Arora
Secretary - Faculty Council	Prof. Alok Kumar

THE ADMINISTRATIVE TEAM

Administrative Officer	Mr. Shailendra Kumar
Advisor - Legal & Administration	Mr. R. K. Joshi
Librarian	Mr. Rajesh Kr. Bhardwaj
Senior Manager - CCR	Mr. Mukesh Maheshwari
Senior Manager - Publications	Ms. Mereena Mathew
Senior Manager - Placements	Mr. Vivek Chakrapani
Senior Manager - Admissions	Mr. Anupam Bhaskar
Manager - Systems	Mr. Uday Kumar
Manager - Academics	Mr. Digamber Parsad
Manager - Academic Services	Mr. Goutam Kumar Patro

AREA CHAIRS

Communication	Prof. Reeta Raina
Economics and Business Policy	Prof. Shallini Taneja
Finance & Accounting	Prof. Vinay Dutta
Information Technology	Prof. Lalit K Jiwani
International Business	Prof. Sudeep S.
Marketing	Prof. Payal S. Kapoor
Organizational Behaviour & Human Resources	Prof. Neeraj Kumar
Quantitative Techniques & Operations Management	Prof. Sumeet Kaur
Strategy	Prof. Anil Kumar Singh



Recognitions & Accreditations

- The PGDM, PGDM (IB), PGDM (Financial Management), PGDM (Executive) and FPM courses at FORE are AICTE (All India Council for Technical Education) approved.
- The PGDM & PGDM (IB) courses at FORE are accredited by National Board of Accreditation (NBA) till June 30, 2020.
- FORE School of Management has also been granted SAQS Accreditation for a period of five years with effect from December 2017.
- The PGDM and PGDM (IB) courses are recognized as equivalent to MBA. Equivalence permission is granted by Association of Indian Universities (AIU).

Awards Received by FORE School of Management, New Delhi

- Business School with Specialized Curriculum' award in The EduMeet 2019 & Education Excellence Award organised by ASSOCHAM on July 12, 2019 at Hyatt Regency, Kolkata.
- Best Business School with Specialized Curriculum' award in the Summit on The EduMeet 2018 & Education Excellence Awards organised by ASSOCHAM on July 12, 2018 at Hyatt Regency, Kolkata.
- Certificate of Excellence for Best Excellence in Academic and Corporate Interface' in the FWA Higher Education Summit-2018 cum 9th National Education Leadership Awards-2018 organised jointly by the Business World and the Education Post on February 15, 2018 at Le-Meridian, New Delhi.
- BEST B-SCHOOL OF THE YEAR' award by ASSOCHAM in an event on 'Transforming Lives through Education & Innovation' & 'Education Excellence Awards, 2017' held on July 25, 2017 at Hyatt Regency, Kolkata. The award was received from Dr. Mahendra Nath Pandey, Hon'ble Minister of State for HRD (Higher Education), Govt. of India.
- Selected Brand - Asia's 100 Greatest Brands & Leaders 2016' award in the Indo- Singapore Business Congress "Asia's Greatest Brands & Leaders 2016" organised by AsiaOne Magazine & URS Media Consulting Pvt. Ltd. on January 24, 2017 at Marina Bay Sands Hotel, Singapore.
- Certificate of Excellence' and the 'Exemplary Leader in Education in Asia Pacific Award' in the Asia Pacific Education and Technology Summit & Awards (APETA) 2016 organised by ASSOCHAM and The Education Post on December 15, 2016 at Hotel Taj Vivanta, Panaji, Goa.
- Best Institute Providing Global Exposure' award at 9th ASSOCHAM Higher Education Summit 2016 - Role of Higher Education in Leveraging Indian Innovation Ecosystem & National Excellence Awards 2016 held on February 17, 2016 at Hotel Le-Meridien, Janpath, New Delhi.
- Business School with Best Academic Input (Syllabus) in Human Resources' award at 23rd Business School Affaire & Dewang Mehta National Education Awards held on November 28, 2015 at Taj Lands Ends, Mumbai.
- BEST B-SCHOOL FOR PROMOTING INDUSTRY - Academia Interface' award in the National Education Excellence Awards 2015 organised by ASSOCHAM on April 18, 2015 at The Taj Mahal Hotel, New Delhi. The award was received from the Hon'ble State Minister of HRD, Prof. (Dr.) Ram Shankar Katheria.
- Best Global Exposure Award in North India' and 'Business School Leadership Award in North India' in the Award Ceremony jointly organised by Royal Brands Pvt. Ltd. and Headlines Today on January 24, 2015 at The Lalit Hotel, New Delhi. The awards were received from Prof. (Dr.) Ram Shankar Katheria, Hon'ble Minister of State for HRD (Higher Education), Govt. of India.
- Global League-Indian Institutes' certificate and award for 'Maintaining Global Standards in Contributing to the Growth of the Indian Education System' at the Skill Tree Great Place to Study, India Edition 2014-16, organised by Skill Tree Knowledge Consortium on June 24, 2014 at the House of Commons, London, United Kingdom. The award was received by Dr. Jitendra K. Das, Director-FORE from Mr. Bob Blackman, Hon'ble Member of Parliament, Conservative Party, U.K. FORE School of Management is one of the few Indian leading institutions to receive this Award.
- Best Management Institute for Impact Potential in the Country' award at the Education Excellence Awards 2013 jointly organised by ASSOCHAM



and The Education Post on November 24, 2013 at Hotel The Grand Bhagwati, Ahmedabad. The Chief Guest for this occasion was Hon'ble Minister of Education, Shri Bhupendrasinh M. Chudasma, Government of Gujarat.

- Best B School-North' award from the Hon'ble Union Minister for HRD, Dr. M. M. Pallam Raju organised by ASSOCHAM National Education Excellence Awards 2013 on April 9, 2013 at HOTEL IMPERIAL, Janpath.
- Business School with Best Academic Input (Syllabus) in International Business' award at 20th Business School Affaire & Dewang Mehta Business School Awards held on November 24, 2012 at The Taj Lands End, Mumbai.

Academic Partners

FORE School has collaborations and tie-ups with some of the leading International Universities and Institutions for student and faculty exchange programmes; conducting seminars and conferences on common interest and for sharing of expertise and resources. Some of the Universities/Institutes are:

- ESC Rennes School of Business, France (<http://www.esc.rennes.fr>)
- ESCE International Business School, Paris, France (<http://www.esce.fr/international>)
- Vietnam National University – HCM- University of Law and Economics, Vietnam (<http://en.uel.edu.vn>)
- Kathmandu University School of Management, Kathmandu, Nepal (<http://www.kusom.edu.np>)
- STI University, Yangon, Myanmar (<http://www.stiedu.net>)
- University of California, Riverside (IEP), USA (<http://www.ucr.edu>)
- University of Economics, Ho Chi Minh City, Vietnam (<http://www.ueh.edu.vn>)
- Nanyang Business School, Nanyang Technological University, Singapore

(<http://www.nbs.ntu.edu.sg>)

- School of Business and Economics, Linnaeus University, Sweden. (<http://lnu.se/school-of-business-and-economics?l=en>)
- European Institute for Asian Studies, Luxemburg. (<http://www.ubi.edu>)

Institutional Membership

- India Habitat Centre, New Delhi
- Education Promotion Society for India (EPSI), New Delhi
- Asian Regional Training and Development Organization (ARTDO) International, Philippines
- Association of Indian Management Schools (AIMS), Hyderabad
- National HRD Network (Delhi Chapter), New Delhi
- Association of Management Development Institutions in South Asia (AMDISA), Hyderabad
- Indian Society for Training & Development (ISTD), New Delhi
- The Associated Chambers of Commerce and Industry of India (ASSOCHAM), New Delhi
- BRICS Chamber of Commerce & Industry, New Delhi
- Developing Library Network (DELNET), New Delhi
- National Science Library: National Institute of Science Communication and Information Resources (NISCAIR), New Delhi
- American Center Library, New Delhi
- Management Libraries Network (MANLIBNET), New Delhi
- The Case Centre, England

Appeared in Renowned Publications

- FSM Features in the Asian Management Education Directory 1995/'96 published by European Management Development Centre, Huizen, The Netherlands.



About FORE



Foundation for Organisational Research and Education (FORE) is committed to the advancement of Management Education, Research, Training and Consultancy. Established in 1981 as a non-profit institution, FORE has been working with industry and academia for developing new domains of managerial thought and education and contributing to the process of building leaders in today's global business environment.

FORE has been setting benchmarks in management education for the last 28 years. This is aptly reflected in the top rankings by leading B-Schools' surveys of the country. In a survey conducted by CRISIL – a leading Ratings, Research, Risk and Policy Advisory Company in India, FORE has been awarded A*** grading (the highest rating level) for the Delhi-NCR region for AY 2016-17. The PGDM and PGDM-IB programmes have been accredited by the National Board of Accreditation till June 2019.

FORE received SAQS (South Asia Quality Systems) accreditation making it among the few business schools in the South Asian region to receive this rigorous international accreditation of quality assurance standards.

Located in the heart of South Delhi, FORE provides contextual learning and helps in the development of students as thinking professionals, who have the ability to meet the upcoming challenges for tomorrow's corporate leaders. The programmes offered at FORE School of Management, New Delhi aims at developing multiple skills including managerial decision-making, problem-solving, analytical reasoning, communication, creativity and innovation.

The Institute has a Board of Directors with representatives from government, academic institutions and industry. The Institute also has an Academic Council consisting of eminent professionals from industry, government and other academic institutions.

FORE takes pride in its professional and high-quality faculty in the fields of General Management, Strategic Management, Human Resource Management, Finance, Operations, Marketing, Information Technology, Economics and International Business.

The members of faculty are drawn from leading national and international institutions and industries and are engaged in extensive research and consultancy, and possess myriad management skills. Eminent personalities and senior corporate professionals are invited from time to time to share their experiences and discuss real world managerial practices and market opportunities/ challenges with the students.



- Centrally air-conditioned spacious class rooms with computers on each table and interactive display facilities to enhance learning skills;
- Continuous modernization of existing infrastructure to meet the changing requirement and aspiration of students.
- A well-furnished fully air conditioned auditorium (Virajam) with state of the art audio, video facilities and seating capacity of 300 students;
- Air conditioned conference hall equipped with modern audio and video facility (Pragya Hall);
- Hostel facilities available located at a very short distance from the institute;
- Subsidized cafeteria facilities;
- Reprographics and internet facilities;
- Adequate captive back up and UPS supported power system to ensure uninterrupted electrical supply;
- A healthy, neat, clean and secure environment;
- Provision of clean and filtered cool water with comprehensive Reverse Osmosis (RO) facilities in the entire campus;
- Lush green surroundings;
- Adequate space and seating facilities for students to relax and discuss. Sufficient electrical points for Laptop and mobile charging facilities;
- Adequate indoor facilities for games.





FORE Library



The Library of the Institute is the backbone of academic and research activities at FORE School of Management. It is designed to meet the information needs of the FSM fraternity, i.e., students, faculty and staff members. The FSM library is one of the best-managed Library with the collection of about 41,300 volumes focused on business, management, and other allied subject areas. To extend in-depth and exhaustive information focused to research, to support high-quality, and to value addition in teaching and learning, the library subscribes the following specialized electronic journals, databases, online software's and Institutional Library Membership. The library has full-text access to over eight thousand international journals through ABI Inform Complete ProQuest, EBSCO and Sage online. The other research-oriented National and International coverage databases on Business and Finance viz. CMIE ProwessIQ, Euromonitor International 'Passport' and Thomson Reuters 'Eikon' have been subscribed by the library which enables students and faculty to access complete statistics and reports of national & International companies. For ensuring qualitative research, the library has procured NVivo analytics software and for encouraging original research; Urkund an anti-plagiarism or similar content check online tool has been subscribed by the library. The Library has been receiving more than 108 national and international print journals and magazines. For enriching and lively classroom teaching and learning experience, the library has a subscription of "The Case Center", and special arrangements with HBSP, Ivey Publishing, and IIM Ahmadabad, etc. for procurement of Cases and Simulations.

To promote information resource sharing culture with other similar libraries, the library subscribes the institutional membership of American Center Library, New Delhi; Developing Library Network (DELNET): a network of 6310 premier institute's libraries) and National Science Library: National Institute of Science Communication and Information Resources (NISCAIR), New Delhi to meet the academic and research requirement. To strengthen the relationship with other professional libraries; FSM library has subscribed institutional membership of Management Libraries Network (MANLIBNET). The library updates its users about the latest news on Business Management Education in India on a daily basis by email, uploading on the website and maintaining the resource as "Daily news headlines and Archive". A monthly online newsletter named "Info+Plus" is being published by the library to compile the activities held during past one month about new additions of books/journals and orientations programmes, guest lecturers and events, etc. The FSM library is well equipped with

the latest IT tools, technologies, and equipment to collect, store, retrieve, and disseminate information. More than fifteen computer systems are installed and exclusively dedicated to access the library resources and services. All major functions of the library are computerized by using leading, web-enabled, multiuser, integrated library management software, which provides single-window search facility to access the information resources available in the library. The users may access their library account and search the OPAC (library catalogue) at their desktop. The library is facilitating networked environment, connectivity through internet, Wi-Fi, and campus wide intranet for smooth access of library resources and services.

The major library services extended to members are listed as under.

Daily news headlines and Archive	Institutional Digital Repository	Multimedia and digital library
Info+ library monthly newsletter	Convocation photographs	Inter-library loan
Digital resources and databases	Online journals	Document delivery service
Open access library catalogue	User education & book exhibitions	Reference and referral services
Check your library account	DELNET database access	Scanning and digitization
Reservation of books and journals	Reprographic services	Literature search

All users have been issued barcoded library membership card and each library document contains a bar-code label that enables us computerized circulation system. The library has its own webpage on the FSM website, where one can access the detailed information about library resources, services, and facilities, etc.

The library always strives for betterment to deliver the latest and updated information services to its members. To improve the library services and enrich the resources, library has a dynamic online feedback system for gathering member's views, complaints, suggestions, and requisitions for procurement of new resources, etc. The library also collects the feedback from the members through email and phone; they may record their views in the register available at the library counter.





COMPUTER CENTRE



- The Computer Centre has state-of-the-art computing facilities that are available to Students, Faculty and Departments. It includes branded PCs/Laptops with SUN, IBM, DELL and HP servers connected through Ethernet LAN. All these nodes have access to the Internet through a 90 MBPS dedicated leased line on fiber optics. Facilities for printing through high speed Color/Mono Laser Jet Network printers and Scanning are available.
- Application software like IBM SPSS Statistics 23.0, AMOS, Markstrat, Digital MediaPro Simulation Software, MS-Project, R, R Studio, MS SQL Server, Visual Studio, etc. are extensively used.
- The Entire network is protected with Sophos XG330 firewall in combination with Antivirus, Anti-Spam and Bandwidth Management and multiple gateways with Auto Fail-over feature. All the nodes are secured from virus, spyware/malware with Symantec Endpoint Protection, centrally monitored from the Antivirus server.
- The Entire campus is fully Wi-Fi enabled with Ruckus wireless consisting of ZoneFlex R610 dual band smart Wi-Fi access points with ZoneDirector 1200 controlling the Access Points.
- Each student is allotted a mail-id besides Faculty and staff members. The Active Directory and web server are hosted in the computer center itself. Sun storage has been installed for back up purpose. The institute will be implementing its Campus Management System shortly.
- All the students have their mail-ids on fsm.ac.in domain with unlimited storage. FORE offers G Suite for Education (formerly Google Apps for Education) to all faculty members, students, staff and alumni. G Suite for Education includes web-based messaging and collaboration tools that offer enhanced emailing, calendaring, and collaboration tools through Gmail, Google Calendar, Google Drive and other Google applications.
- Faculty-students interaction is done through e-learning/e-working software Moodle and Claroline. Labs are available with all the latest softwares & technology with Multimedia Facilities.
- The modern classrooms in the new block, both the theatre style and classic learning centers are furnished with specially designed desks for the comfort of students. About 180 HP thin clients machine which run through CITRIX VDI solution in these classrooms via terminal servers.
- Standalone Language Laboratory at FORE School of Management is well equipped to nurture and facilitate effective language learning. The use of the Interactive English software along with headsets with microphone is very useful for students, learning languages for communication. These interactive tools are designed to enhance not only language teaching but also listening, speaking, reading, writing, class room grading and placement skills learning.



Two-Year Full-Time Post Graduate Diploma in Management Programmes



Full Time Programmes

Name of the Post Graduate Diploma	Duration
Post Graduate Diploma in Management (PGDM)	Two years
Post Graduate Diploma in Management- International Business (PGDM-IB)	Two years
Post Graduate Diploma in Management- Financial Management (PGDM-FM)	Two years



Admission Procedure for PGDM, PGDM-IB & PGDM-FM



Admission to the Two Year Full Time Post Graduate Diploma in Management, Two Year Full Time Post Graduate Diploma in Management-International Business and Two Year Full Time Post Graduate Diploma in Management-Financial Management involves a rigorous selection process.

Eligibility

The candidate must hold a Bachelor's degree with MINIMUM 50% marks in aggregate of all the subjects studied at any of the Universities incorporated by an Act of Central or State Legislature in India or other Educational institutions established by an Act of Parliament or declared to be deemed as a University under Section 3 of UGC Act 1956 or possess an equivalent qualification recognized by the Ministry of HRD, Govt. of India. The Bachelor's degree or equivalent qualification obtained by the candidate must entail or minimum of 3 years of education after completing Higher Secondary Schooling (10+2) equivalent.

Candidates appearing for the final year degree examination in the year 2020 can also apply subject to furnishing the proof of having passed graduation by Thursday, October 1, 2020 and obtaining minimum 50% marks in aggregate total of all the subjects studied failing which the provisional admission will be cancelled and no fee will be refunded in lieu thereof.

All candidates are required to take the Common Admission Test (CAT-2019) conducted by IIMs, XAT-2020 conducted by XLRI, Jamshedpur or should have a valid GMAT score in a test taken between 1st January 2018 and 20th January 2020.



Selection Criteria

Short listing for the selection Process is based on CAT-2019 percentile/ XAT-2020 percentile/ GMAT Score.

Final selection is based on CAT/XAT percentile/ GMAT Score, Academic Performance, Work Experience, Business Awareness, Written Ability and performance in Personal Interview (PI). (Some selection criteria may be added/removed as considered appropriate by the Institute)

Personal interviews are conducted by experienced faculty and professional from the industry to ensure that the selected candidates perform well during their PGDM programme and subsequently achieve success professionally.

How to Apply

- Candidates can apply ONLINE ONLY at <http://admissions.fsm.ac.in>
- Application submission, candidates need to pay application fee either through Credit/Debit Card or Net Banking.
- Applicants need to pay the application fee as mentioned below.

No. of Programme Applying for	Base price in Rs.	18% GST	All-inclusive Application Fee in Rs.
One Programme	1,650	297	1,947
Two Programmes	2,500	450	2,950
Three Programmes	3,300	594	3,894

The above amounts are only applicable if you apply for multiple programmes at the same time in the same application form.

In case, you apply for the other one or two programmes at a later stage, the full application fee for one or two programmes as mentioned in the table will apply.

- The Admission Brochure may be downloaded from https://www.fsm.ac.in/Admission/FORE_School_of_Management_Admissions_Brochure.pdf
- Candidates applying under Company Sponsored Category need to download the necessary format from the website and submit the Company Sponsored Certificate in the given format within the stipulated timeframe. Change in category, once the form is filled up, is not allowed under any circumstance.
- Candidates shortlisted for the "Selection Process" must review their Application Form before appearing for the selection process and point out discrepancies, if any, before appearing for the section process.



Programme Fees

Programme	Self Sponsored Category	Company Sponsored Category
PGDM	Rs. 15.98 Lakh	Rs. 22.97 Lakh
PGDM-IB	Rs. 15.98 Lakh	Rs. 22.97 Lakh
PGDM-FM	Rs. 15.98 Lakh	Rs. 22.97 Lakh

The above fee is inclusive of tuition fee, examination fee, extra and co-curricular activities, library, books and reading material, IT Services etc.

A **one-time Registration Fee** of Rs. 22,000 (Rupees TWENTY-TWO Thousand only) is payable in addition to the Programme fee.

- Rs.5,000 towards Security Deposit (refundable)
- Rs.3,000 towards Library Security (refundable)
- Rs.5,000 towards Medical Insurance with Personal Accident Policy for 2 years
- Rs.2,000 towards Journal subscription for 2 years, and e) Rs.7,000 towards Student Activities charges.

FORE Advantages

We offer an enriched and value added program encompassing the following:

- Our placement activities and compensation offered to our students match the best that the industry offers.
- We offer scholarships to needy students with excellent academic performance.
- We provide an opportunity (as per our schedule) to all two-year full time students to attend a compulsory International Immersion Programme at a location outside India, the cost of which is included in the fee of the programme.
- We provide ample opportunities to our students to engage in a variety of co-curricular and extra-curricular activities for their holistic development.**
- Besides the well qualified core faculty at FORE, we invite industry leaders to take courses and special sessions for students to discuss the best business practices etc.

Merit-cum-Means Scholarships

FORE School of Management offers scholarships to the needy and meritorious students for PGDM, PGDM-IB Program and PGDM-FM programme. The Merit-cum-Means Scholarship is provided on the basis of academic performance and economic condition of the students. This scholarship provides for 100 per cent tuition fees waiver (Category-I), 50 per cent tuition fees waiver (Category-II) or 25 per cent tuition fees waiver (Category – III) to students selected for this scholarship as per the rules of the institute.

Fee Concessions to students from J&K and NE

FORE School of Management provides 10% waiver in tuition fee to the students who are domiciled in the state of Jammu & Kashmir and the 8 North East states namely Arunachal Pradesh, Assam, Manipur, Meghalaya, Mizoram, Nagaland, Tripura and Sikkim.

Note: In case of a dispute, the jurisdiction would be Delhi only.

Full Time Fellow Program in Management (FPM)



FORE School of Management, New Delhi offers a full-time Fellow Programme in Management (FPM) approved by AICTE. The objective of this programme is to enhance the body of knowledge in the research domain and its dissemination. It is aimed at admitting scholars with exceptional academic background, strong motivation, discipline and having a strong inclination towards good quality research.

Full time students admitted into Fellow Programme in Management are eligible to be considered for an Institute fellowship of Rs. 36,500/- per month for the first two years and Rs. 41,500/- per month during the third and the fourth year of the program, respectively. The maximum duration of the program for availing fellowship is four years.

The fellowship holders are also eligible to get a grant for buying book/ hardware/software/ to support their fieldwork, etc. This contingency grant is of Rs. 15,000/- per year and is available in the third and fourth year of the program.

After successful completion of one year, a FPM scholar is eligible for a conference support of Rs. 1.5 lakh during the entire programme for presenting her/his research paper(s). Within this budget, the scholar can participate through paper presentation in one International Conference and/or two National Conferences and/or one Workshop.





15 Months Full-Time Executive PGDM (PGPX) Programme



15 Months AICTE Approved Executive PGDM is exclusively designed for experienced middle-level working professionals aiming to take up leadership positions in their respective organization or elsewhere in the industry. The programme offers a unique opportunity for professionals for leadership development by taking participants on a journey of rigorous interactive learning.

Consists of 12 months of course work over 4 Terms of 12 weeks each (11 weeks' classroom teaching + 1 week for exams etc.), and 3 months of the field research project at the end of the course work. The programme has industry relevant curriculum to build cutting edge skills like Data Analytics & Artificial Intelligence, Innovation & Design Thinking, Marketing Analytics, FinTech, Venture Capital, M&A etc.

It also includes a 90 hours (total elapsed time 4 weeks) International Immersion Module with world-renowned B-School Nanyang Technological University (NTU), Singapore. Students will also receive 'NTU-FORE Global Management Certificate' on successful completion of the course.

The eligibility for the same is Graduate from an AIU recognized University with minimum 50% marks and 5 years post qualification experience. It also requires a valid score in CAT/XAT/GMAT, if not available, the student may appear in FORE Admission Test.

Lateral placement support is part of the programme through a dedicated team, leveraging more than 6000 Alumni of the Institute, placed all over the world.

Contact Details:

Link : <https://www.fsm.ac.in/15-month-full-time-executive-program-pgdm-pgpx>

Contact Number: 011-4124 2471, 011-2686 3396

E-mail Id: pgpx@fsm.ac.in



FORE School of Management offers:

- Two Year Full Time Post Graduate Diploma in Management (PGDM)
- Two Year Full Time Post Graduate Diploma in Management-International Business (PGDM-IB)
- Two Year Full Time Post Graduate Diploma in Management-Financial Management (PGDM-FM).





PGDM (Future Manager's Group)

The Two Year Full Time Post Graduate Diploma in Management also referred to as Future Managers' Group (FMG) is designed to train and groom the future managers at FORE. The basic focus of the programme is to develop a comprehensive understanding of the business world and associated functionalities. It is designed specifically to build conceptual and analytical abilities in the students to take better decisions, and implement them effectively.

The programme has been designed to achieve the following objectives.

Objectives

- To integrate the theoretical knowledge with the practical aspects of business and their implications for strategic execution
- To gather, analyse and process information across functional disciplines to assess business opportunities and make effective decisions
- To develop strategic and innovative thinking for identifying opportunities and solving problems
- To equip the students with knowledge and skills for working in a dynamic, complex and competitive business environment, enabling them to face confidently the pressures and challenges of the new millennium

Learning Outcomes

The students will be able to develop:

- A clear understanding of business environment across industry, markets, economies, geographies and cultures;
- A strategic perspective towards various functional disciplines such as finance, market, human resource and business operations;
- A cross-functional approach while taking decisions in a complex, volatile and increasingly ambiguous business environment;
- Conceptual and analytical abilities required for effective decision-making
- Ability to collaborate, communicate, inspire, lead, execute decisions, and acquire self-discipline and confidence to act ethically

Pedagogy

The methodology of teaching comprises an optimum mix of lectures, classroom discussions, case studies, simulations, role-plays, group discussions, special sessions from professionals from industry and trade,

management games, sensitivity training, management films, industrial visits, and industry interaction. Students are encouraged to present their case analysis through written case reports, individual or group presentations. Further opportunity is provided through participation of students in various seminars.

Curriculum

The curriculum of the PGDM programme has been benchmarked with the best business schools in the world. It is continuously reviewed by the faculty in concert with practitioners from industry, alumni, and students. The content and design of courses are directed towards developing managers who (i) have holistic and deep knowledge of their functional specialization along with the appreciation of the value proposition of the firm; (ii) have sustainable employable competencies suffused with learning through cutting-edge courses that are contemporaneous as well as futuristic, and (iii) are industry-ready due to understanding of concepts, frameworks and models in practice.

In the two years of the programme, students have to undergo both core and elective courses. These are an eclectic mix of foundational, perspective building, tools and techniques oriented, and functional courses. The core courses, taught in the first year, provide rigorous grounding in various disciplines of management and understanding of business in all its complexities. The elective courses allow students to choose and develop proficiency in their respective areas of specialization.

The International Immersion Programme (IIP) is part of the full time course curriculum that is held after Term-3, for students to have an exposure to international business scenario and global best practices in their respective areas of specialization. IIP involves one week class-room teaching along with industrial and corporate visits at any one of the international partner institutions abroad.

After the first year programme, students are required to undertake 8-10 weeks of Summer Internship in a public or private corporate organization. The successful completion of the Summer Internship Project (SIP) is a mandatory requirement for the completion of the Post Graduate Diploma Programme. Summer Internship is expected to provide students managerial insights with regard to business problems, understanding of management concepts in practice, and helps them refine their knowledge, acquired in the classroom.

Programme Structure and Credits

The institute uses the credits system to indicate the number of in-class contact hours in a particular course. A typical 3.0 credits course involves around 100 hours of work-30 hours in the classroom, and the rest for preparation and assignments. A student is required to do 103.5 credits (total) for the award of Post Graduate Diploma in Management.

The Year and Term- wise Credit Course structure in the PGDM programme is as under:

Year and Term Wise Credit Course Structure	
First year	
Term-1	21 credits
Term-2	21 credits
Term-3	18 credits
1 week International Immersion Programme (IIP) of 1.5 credits	
8-10 weeks Summer Internship Project of 6.0 credits	
Second year	
Term-4	18 credits
Term-5	09 credits
Term-6	10.5 credits (Including 1.5 credits of IIP)
TOTAL	103.5 credits

Courses offered in First Year

S.No	Name of the Course	Academic Area
Term-1		
1	Managerial Communication	Communication
2	Managerial Economics	Economics and Business Policy
3	Financial Accounting	Finance and Accounting
4	Marketing Management-I	Marketing
5	Human Behaviour in Organizations	OB & HR
6	Introduction to Operations Management	QT & OM
7	Optimization Model for Decision Making	QT & OM
Term-2		
1	Written Analysis and Communication	Communication
2	Legal Aspect of Business	Economics and Business Policy
3	Corporate Finance	Finance and Accounting
4	Information Technology and Systems	Information Technology
5	Marketing Management-II	Marketing
6	Human Resource Management	OB & HR
7	Organizational Design and Change	OB & HR
8	Business Analytics-I	QT & OM
9	Strategic Management	Strategy
Term-3		
1	Business Ethics and Corporate Social Responsibility	Economics and Business Policy
2	Macroeconomics and Policy	Economics and Business Policy
3	Digital Commerce	Information Technology
4	Business Research Methods	QT & OM
5	Project Management	QT & OM
6	Strategic Entrepreneurship and New Age Business Model	Strategy
7	Managerial Skills for Effectiveness	OB & HR & Communication
8	Elective-1	
9	Elective-2	

Elective Courses

From Term-3 onwards in the First Year, students are required to undertake Elective courses. Students can opt for dual specialization, which means a student can specialize in two functional Areas

SPECIALIZATION-WISE LIST OF COURSES
COMMUNICATION
Effective Leadership Communication Through Theatre Techniques
Communication on Digital Platforms
Enhancing Your Personal Brand through Theatre Techniques
ECONOMICS & BUSINESS POLICY
Social Enterprise and Sustainable Development in Emerging Economies
Foreign Trade and Exchange Market
Macro Economics for Business Policy

FINANCE & ACCOUNTING

Financial Markets, Institutions and Services (SAPR)

Equity Valuation and Portfolio Management

Commercial Banking Practices and Treasury Management

Fixed Income Securities and Structured Products

Financial Derivatives

Investment Banking

Wealth Management and Alternative Investments

Multinational Finance and Risk Management

Project Appraisal and Financing

Financial Econometrics

INFORMATION TECHNOLOGY

Strategic Business Process Outsourcing

Financial Engineering Using R

Machine Learning Blockchains, Fintech

Managing Business on Cloud

Big Data and Data Analytics for Managers (using Python)

Digital Innovation

Business Development in IT

Information Technology: Strategy and Smart Governance

Data Summarization and Visualization

Social Media Analytics

CYBER Security

INTERNATIONAL BUSINESS

Export-Import Procedure & Documentation (SAPR)

Trade and Geopolitics (SAPR)

International Management

International Financial System

Export-Import Management: A Starter's Tool Kit

Global Financial Risk Management

International Trade Logistics

Business in Asia-Pacific

International Finance and Forex Management

International Economic Organisations

Trade Data and Trade Opportunities

Commercial Geography

MARKETING

Consumer Behaviour

Sales, Distribution and Retail Management

Digital Marketing and Analytics

Marketing Strategy with Markstrat Software

International Marketing

Advanced Marketing Research
Advertising and Brand Management
B2B Marketing
Services Marketing
Rural Marketing
ORGANISATIONAL BEHAVIOUR & HUMAN RESOURCES
Employee Relations: Legislations and Compliances (SAPR)
Managing People issues Globally
Training and Development
Competency Mapping
Personal Growth Lab
Performance and Compensation Management
Team Building and Leadership Development
Business HRM
Negotiation Skills
People Analytics
HR Issues in Mergers and Acquisitions
QUANTITATIVE TECHNIQUES & OPERATIONS MANAGEMENT
Business Analytics-II (SAPR)
Multivariate Data Analysis
Procurement Manufacturing Planning and Control
Advanced Project Management
Service Operation Management
Operations Strategy
Supply Chain Management
Advanced Decision Analysis
Decision Modelling with Spread Sheet
Global Logistics Management
STRATEGY
Executing Strategies in Dynamic Market Landscape
Strategists' Tool-kit and Competitive Intelligence
Strategic Innovation: Building and Sustaining Innovative Organizations
Creativity and Design Thinking for Strategic Value Creation
Mergers and Acquisitions
Strategic Analysis and Globalization
Strategy Business Simulations using CESIM

Please note: Courses are subject to change

**Selection of Electives and/or specialization shall be subject to availability of seats and Student's academic performance (TGPA/CGPA)



PGDM-International Business (International Managers' Group)

The Two Year Full Time Post Graduate Diploma in Management-International Business also referred to as International Managers' Group (IMG), aims at preparing students to take up careers in organisations engaged in International Business operations. The basic focus of the programme is to have a comprehensive understanding of business and associated functionalities with special emphasis on international business environment. It is specially designed to build conceptual and analytical abilities in the students to take better decisions, and implement them effectively.

The programme has been designed to achieve the following objectives.

Objectives

- To have comprehensive understanding of domestic as well as international business environment
- To integrate the theoretical knowledge with the practical aspects of business and their implications for strategic execution
- To gather, analyse and process information across functional disciplines to assess business opportunities and make effective decisions
- To develop strategic and innovative thinking for identifying opportunities and solving problems
- To equip the students with appropriate knowledge and skill for working in a dynamic, complex and competitive global business environment, enabling them to face confidently the pressures and challenges of the new millennium.

Learning Outcomes

The students will be able to develop:

- A clear understanding of business environment across industry, markets, economies, geographies and cultures
- Analyse and evaluate the issues that arise out of growing interface of the Indian economy with global business environment
- An understanding of various management functions and practices in the global market, and developing strategies in International business situations
- Conceptual and analytical abilities required for effective decision-making
- Skills, knowledge and attitudes necessary to gain employment in the corporate sector or in family businesses globally.

Pedagogy

The methodology of teaching comprises an optimum mix of lectures, classroom discussions, case studies, simulations, role-plays, group discussions, special sessions from professionals from industry and trade,

management games, sensitivity training, management films, industrial visits, and industry interaction. Students are encouraged to present their case analysis through written case reports, individual or group presentations. Further opportunity is provided through participation of students in various seminars.

Curriculum

The curriculum of the PGDM programme has been benchmarked with the best business schools in the world. It is continuously reviewed by the faculty in concert with practitioners from industry, alumni, and students. The content and design of courses are directed towards developing managers who (i) have holistic and deep knowledge of their functional specialization along with the appreciation of the value proposition of the firm; (ii) have sustainable employable competencies suffused with learning through cutting-edge courses that are contemporaneous as well as futuristic, and (iii) are industry-ready due to understanding of concepts, frameworks and models in practice.

In the two years of the programme, students have to undergo both core and elective courses. These are an eclectic mix of foundational, perspective building, tools and techniques oriented, and functional courses. The core courses, taught in the first year, provide rigorous grounding in various disciplines of management and understanding of business in all its complexities. The elective courses allow students to choose and develop proficiency in their respective areas of specialization.

The International Immersion Programme (IIP) is part of the full time course curriculum that is held after Term-3, for students to have an exposure to international business scenario and global best practices in their respective areas of specialization. IIP involves one week class-room teaching along with industrial and corporate visits at any one of the international partner institutions abroad.

After the first year programme, students are required to undertake 8-10 weeks of Summer Internship in a public or private corporate organization. The successful completion of the Summer Internship Project (SIP) is a mandatory requirement for the completion of the Post Graduate Diploma Programme. Summer Internship is expected to provide students managerial insights with regard to business problems, understanding of management concepts in practice, and helps them refine their knowledge, acquired in the classroom.

Programme Structure and Credits

The institute uses the credits system to indicate the number of in-class contact hours in a particular course. A typical 3.0 credits course involves around 100 hours of work-30 hours in the classroom, and the rest for preparation and assignments. A student at FORE is required to do 103.5 credits (total) for the award of Post Graduate Diploma in Management (International Business).

The Year and Term- wise Credit Course structure in the PGDM programme is as under:

Year and Term Wise Credit Course Structure	
First year	
Term-1	21 credits
Term-2	21 credits
Term-3	18 credits
1 week International Immersion Programme (IIP) of 1.5 credits	
8-10 weeks Summer Internship Project of 6.0 credits	
Second year	
Term-4	18 credits
Term-5	09 credits
Term-6	10.5 credits (Including 1.5 credits of IIP)
TOTAL	103.5 credits

Courses offered in First Year

S.No	Name of the Course	Academic Area
Term-1		
1	Managerial Communication	Communication
2	Managerial Economics	Economics & Business Policy
3	Financial Accounting	Finance & Accounting
4	Marketing Management-I	Marketing
5	Human Behaviour in Organizations	OB & HR
6	Introduction to Operations Management	QT & OM
7	Optimization Model for Decision Making	QT & OM
Term-2		
1	Written Analysis and Communication	Communication
2	Global Business Environment	International Business
3	Corporate Finance	Finance & Accounting
4	Information Technology and Systems	Information Technology
5	Marketing Management-II	Marketing
6	Human Resource Management	OB & HR
7	Organizational Design and Change	OB & HR
8	Business Analytics-I	QT & OM
9	Strategic Management	Strategy
Term-3		
1	Business Ethics and Corporate Social Responsibility	Economics & Business Policy
2	International Business Management	International Business
3	Digital Commerce	Information Technology
4	Business Research Methods	QT & OM
5	Project Management	QT & OM
6	Strategic Entrepreneurship and New Age Business Model	Strategy
7	Managerial Skills for Effectiveness	OB & HR & Communication
8	Elective-1a: Trade and Geopolitics (SAPR)	International Business
9	Elective-1b: Export-Import Procedure & Documentation (SAPR)	International Business
10	Elective-2	

In addition to the above, students enrolled in the PGDM-IB, will have the option to take one foreign language course such as French/ Spanish/Mandarin. The course will not be allocated any credit; instead, certificates of proficiency will be given.

Elective Courses

From Term-3 onwards in the First Year, students are required to undertake Elective courses. Students can opt for dual specialization, which means a student can specialize in two functional Areas.

For PGDM-IB (IMG) students, one of the specializations must be International Business.

SPECIALIZATION-WISE LIST OF COURSES	
COMMUNICATION	
Effective Leadership Communication Through Theatre Techniques	
Communication on Digital Platforms	
Enhancing Your Personal Brand through Theatre Techniques	

ECONOMICS & BUSINESS POLICY
Social Enterprise and Sustainable Development in Emerging Economies
Foreign Trade and Exchange Market
Macro Economics for Business Policy (SAPR)
FINANCE & ACCOUNTING
Financial Markets, Institutions and Services (SAPR)
Equity Valuation and Portfolio Management
Commercial Banking Practices and Treasury Management
Fixed Income Securities and Structured Products
Financial Derivatives
Investment Banking
Wealth Management and Alternative Investments
Multinational Finance and Risk Management
Project Appraisal and Financing
Financial Econometrics
INFORMATION TECHNOLOGY
Strategic Business Process Outsourcing
Financial Engineering Using R
Machine Learning Blockchains, Fintech
Managing Business on Cloud
Big Data and Data Analytics for Managers (using Python)
Digital Innovation
Business Development in IT
Information Technology: Strategy and Smart Governance
Data Summarization and Visualization
Social Media Analytics
CYBER Security
INTERNATIONAL BUSINESS
Export-Import Procedure & Documentation (SAPR)
Trade and Geopolitics (SAPR)
International Management
International Financial System
Export-Import Management: A Starter's Tool Kit
Global Financial Risk Management
International Trade Logistics
Business in Asia-Pacific
International Finance and Forex Management
International Economic Organisations
Trade Data and Trade Opportunities
Commercial Geography
MARKETING
Consumer Behaviour
Sales, Distribution and Retail Management

Digital Marketing and Analytics
Marketing Strategy with Markstrat Software
International Marketing (SAPR)
Advanced Marketing Research
Advertising and Brand Management
B2B Marketing
Services Marketing
Rural Marketing
ORGANISATIONAL BEHAVIOUR & HUMAN RESOURCES
Employee Relations: Legislations and Compliances (SAPR)
Managing People issues Globally
Training and Development
Competency Mapping
Personal Growth Lab
Performance and Compensation Management
Team Building and Leadership Development
Business HRM
Negotiation Skills
People Analytics
HR Issues in Mergers and Acquisitions
QUANTITATIVE TECHNIQUES & OPERATIONS MANAGEMENT
Business Analytics-II (SAPR)
Multivariate Data Analysis
Procurement Manufacturing Planning and Control
Advanced Project Management
Service Operation Management
Operations Strategy
Supply Chain Management
Advanced Decision Analysis
Decision Modelling with Spread Sheet
Global Logistics Management
STRATEGY
Executing Strategies in Dynamic Market Landscape
Strategists' Tool-kit and Competitive Intelligence
Strategic Innovation: Building and Sustaining Innovative Organizations
Creativity and Design Thinking for Strategic Value Creation
Mergers and Acquisitions
Strategic Analysis and Globalization
Strategy Business Simulations using CESIM

Please note: Courses are subject to change

**Selection of Electives and/or specialization shall be subject to availability of seats and Student's academic performance (TGPA/CGPA)



PGDM-Financial Management

The Two-year full-time Post Graduate Diploma in Management-Financial Management is designed on a unique curriculum structure to cater to the growing requirements for finance professionals in the field of investment management, banking and financial services with leading corporates, banks, and financial institutions. This programme builds students' skills and knowledge in finance, and attempts to develop a holistic approach to management in all disciplines of Finance. The programme equips the students to gain a hands-on approach to business and financial information through the usage of technological platform, and attempts to bridge the gap between financial theory and practice.

Objectives

- Familiarizing the students with the financial environment of business, especially the financial markets
- Equipping students to gain insight into equity research, wide spectrum of financial services, and investment banking services
- Developing conceptual framework for regulatory environment with respect to financial markets and institutions
- Developing analytical skills and knowledge base of students for risk management and operations and econometrics

Learning Outcomes

The students will be able to develop:

- The requisite ability to comprehend the domestic and global financial environment of business. This includes making students up-to-date in the latest developments in the finance domain.
- Strengthened their decision-making capabilities in the areas of equity research, financial services such as banking, insurance, mutual funds, hedge funds etc. and investment banking services.
- Developed a comprehensive understanding of the regulatory environment of financial markets and institutions.
- The essential analytical skills and knowledge for effective decision making in the areas of risk management, operations and econometrics with specific applications in the finance domain.

Pedagogy

The instructional methodology comprises an optimum mix of lectures, classroom discussions, case studies, role-plays, group discussions, special sessions from professionals from industry and trade, management games, sensitivity training, management films, industrial visits, and industry interaction. Students are encouraged to present their cases through written case reports, individual or group presentations. Further opportunity is provided through participation of students in various seminars.

Curriculum

The curriculum of the PGDM (FM) at FORE School of Management is an outcome of benchmarking against the best in the world, and continuous review by the faculty in concert with practitioners from industry, alumni and students. The content and design of courses are directed towards developing managers who (i) have holistic and deep knowledge of their functional specialization along with the appreciation of its role in the value proposition of the firm; (ii) are industry-ready due to understanding of concepts, frameworks and models steeped in the context of practice; (iii) and have sustainable employable competencies suffused with learning through cutting-edge courses that are contemporaneous as well as futuristic.

In the two years of the programme, students have to undergo both core and elective courses. These courses are an eclectic mix of foundational, perspective building, tools and techniques oriented, and functional courses. The core courses provide rigorous grounding in the discipline of management and the understanding of business in their proper relief. The core courses are taught in the First year, which is divided into three Terms (a Term is typically of 10 weeks of classes and at most 2 weeks of examinations). Elective courses spread across Term-3 to Term-6. The elective courses allow students to choose and develop proficiency in their Area of Specialization. These electives comprise courses offered by different Areas, courses of independent study, exchange programmes, and mandatory International Immersion Programme (IIP).

Following the first year programme, students are required to undertake 8-10 weeks of Summer Internship in a public or private corporate organization. The successful completion of the Summer Internship programme is a mandatory requirement for the completion of the Post Graduate Diploma Programme. Summer Internship is expected to provide students powerful managerial insights with regard to business problems, understanding of management concepts in the bedrock of industry practices, and refinement of knowledge acquired in the classroom.

The International Immersion Programme is a part of the full time course curriculum held after Term-3 for students to have an exposure to international business scenario and global best practices in their respective area of specialization. The immersion involves class room teaching along with industrial and corporate visits at any one of the international partner institutions abroad.

Programme Structure and Credits

The institute uses the concept of credits to indicate the number of in-class contact hours in a course. The 3.0 credits course involves around 100 hours of work-30 hours in the classroom, and the rest for preparation and assignments. A student at FORE is required to do 103.5 credits (in total) for the award of Post Graduate Diploma in Management (Financial Management).

The Year and Term- wise Credit Course structure in the PGDM programme is as under:

Year and Term Wise Credit Course Structure	
First year	
Term-1	21 credits
Term-2	21 credits
Term-3	18 credits
1 week International Immersion Programme (IIP) of 3 credits	
8-10 weeks Summer Internship Project of 6.0 credits	
Second year	
Term-4	18 credits (electives)
Term-5	09 credits (electives)
Term-6	10.5 credits (Including 3 credits of IIP)
TOTAL	103.5 credits

Courses offered in First Year

Sl.No	Name of the Course	Academic Area
Term-1		
1	Managerial Communication	Communication
2	Managerial Economics	Economics & Business Policy
3	Management Accounting-I	Finance & Accounting
4	Marketing Management-I	Marketing
5	Human Behaviour in Organizations	OB & HR
6	Introduction to Operations Management	QT & OM
7	Optimization Model for Decision Making	QT & OM
Term-2		
1	Written Analysis and Communication	Communication
2	Legal Aspect of Business	Economics & Business Policy
3	Corporate Finance	Finance and Accounting
4	Information Technology and Systems	Information Technology
5	Marketing Management-II	Marketing
6	Human Resource Management	OB & HR
7	Organizational Design and Change	OB & HR
8	Business Analytics-I	QT & OM
9	Strategic Management	Strategy
Term-3		
1	Business Ethics and Corporate Social Responsibility	Economics & Business Policy
2	Financial Reporting and Analysis	Finance and Accounting
3	Management Accounting-II	Finance and Accounting
4	Business Research Methods	QT & OM
5	Strategic Entrepreneurship and New Age Business Model	Strategy
6	Managerial Skills for Effectiveness	OB & HR & Communication
7	Elective-1: Financial Markets, Institutions and Systems (SAPR)	Finance and Accounting
8	Elective-2	

Elective Courses

From Term-3 onwards in the First Year, students are required to undertake Elective courses. Students can opt for dual specialization, which means a student can specialize in two functional Areas. For PGDM-FM students, one of the specializations must be Finance.

SPECIALIZATION-WISE LIST OF COURSES

COMMUNICATION
Effective Leadership Communication Through Theatre Techniques
Communication on Digital Platforms
Enhancing Your Personal Brand through Theatre Techniques
ECONOMICS & BUSINESS POLICY
Social Enterprise and Sustainable Development in Emerging Economies
Foreign Trade and Exchange Market
Macro Economics for Business Policy (SAPR)

FINANCE & ACCOUNTING
Financial Markets and Systems (SAPR)
Spreadsheet Modelling Using Excel (SAPR)
Equity Valuation and Portfolio Management
Commercial Banking Practices and Treasury Management
Fixed Income Securities and Structured Products
Financial Derivatives
Investment Banking
Wealth Management and Alternative Investments
Multinational Finance and Risk Management
Project Appraisal and Financing
Management of Financial Services
Financial Econometrics
INFORMATION TECHNOLOGY
Strategic Business Process Outsourcing
Financial Engineering Using R
Machine Learning Blockchains, Fintech
Managing Business on Cloud
Big Data and Data Analytics for Managers (using Python)
Digital Innovation
Business Development in IT
Information Technology: Strategy and Smart Governance
Data Summarization and Visualization
Social Media Analytics
CYBER Security
INTERNATIONAL BUSINESS
Export-Import Procedure & Documentation (SAPR)
Trade and Geopolitics (SAPR)
International Management
International Financial System
Export-Import Management: A Starter's Tool Kit
Global Financial Risk Management
International Trade Logistics
Business in Asia-Pacific
International Finance and Forex Management
International Economic Organisations
Trade Data and Trade Opportunities
Commercial Geography
MARKETING
Consumer Behaviour
Sales, Distribution and Retail Management
Digital Marketing and Analytics

Marketing Strategy with Markstrat Software
International Marketing
Advanced Marketing Research
Advertising and Brand Management
B2B Marketing
Services Marketing
Rural Marketing
ORGANISATIONAL BEHAVIOUR & HUMAN RESOURCES
Employee Relations: Legislations and Compliances
Managing People issues Globally
Training and Development
Competency Mapping
Personal Growth Lab
Performance and Compensation Management
Team Building and Leadership Development
Business HRM
Negotiation Skills
People Analytics
HR Issues in Mergers and Acquisition
QUANTITATIVE TECHNIQUES & OPERATIONS MANAGEMENT
Business Analytics-II (SAPR)
Multivariate Data Analysis
Procurement Manufacturing Planning and Control
Advanced Project Management
Service Operation Management
Operations Strategy
Supply Chain Management
Advanced Decision Analysis
Decision Modelling with Spread Sheet
Global Logistics Management
STRATEGY
Executing Strategies in Dynamic Market Landscape
Strategists' Tool-kit and Competitive Intelligence
Strategic Innovation: Building and Sustaining Innovative Organizations
Creativity and Design Thinking for Strategic Value Creation
Mergers and Acquisitions
Strategic Analysis and Globalization
Strategy Business Simulations using CESIM

Please note: Courses are subject to change

**Selection of Electives and/or specialization shall be subject to availability of seats and Student's academic performance (TGPA/CGPA)



CENTERS OF EXCELLENCE

Centers of Excellence have been established at FORE in the various areas of expertise and knowledge accumulated by its faculty.

Centers of Excellence	Objectives	Head of the Center
Center for Entrepreneurship Development	The 'Center for Entrepreneurship Development' (CED) at FORE School of Management has been launched since February, 2010, to inculcate the spirit of entrepreneurship amongst the management students. The Center at FORE aims to encourage the management students by creating a conducive ecosystem to develop their brilliant ideas into workable business plans. At the same time, propelling them to take the plunge by getting their business plans pitched to the Angel investors. To help the students in developing an entrepreneurial mindset, CED FORE organizes a calendar full of activities round the year. These activities provide students with opportunities to attend seminars and listen to 'Successful Entrepreneurs & Venture Capitalists'; participate in workshops right from 'Idea Generation to Opportunity evaluation' followed by 'Business Model & Plan' and also prepare them for 'Intra & Inter Institute Business Plan' competitions.	Prof. Anita Tripathy Lal
Center for Psychometric Testing and Research (CPTR)	CPTR is an intellectual space in psychometric research and testing at FORE. In collaboration with other reputed institutes renowned in the area, CPTR promotes education, research and training in psychometric research. With its in-house trained faculty, the Centre conducts research, workshops, management development programs, consultation, training, etc. Ongoing research has been carried out by the Centre which deals with development of psychometric tests of intrinsic motivation, an important aspect of people management at work. CPTR conducts programs, for students, researchers, faculty members, and for corporate professionals, related to psychometric research, and assessment, and effective application	Prof. Prachi Bhatt

Center for Sustainable Development	Center for Sustainable Development (CSD) was founded in the year 2012 with a vision to carve out innovative solutions to address the challenges faced by business & society in the area of CSR and Sustainable Development. CSD partners with national and international organizations to document, research, build capacity and penetrate knowledge that have an impact on social, economic & environmental aspects of business, society and public policy.	Prof. Shallini Taneja
Center for Customer Management and Analytics	Center for promoting research, consulting and training in the critical areas of customer understanding, attraction, retention and loyalty etc. Focus on Big Data related technologies and AI.	Prof. Ashok Kumar Harnal
Center for Operations and Supply Chain Management	To provide a platform for creating and exchanging knowledge in the area of operations management through research, consultancy and industry interactions. The Key Focal areas are supply chain, transportation, technology, innovation, manufacturing, services across different industry verticals like power, retail, agri and infrastructure. It also explores operations interface with other functional areas like Information Technology, Finance and HR.	Prof. Mohita Gangwar Sharma
Center for Digital Innovation	The focus of the centre is to understand the emerging technologies and impacts of digital innovations on business functions and firm strategies across industry verticals. The centre's mission is to disseminate scholarly research, to connect research with practice and policy and to foster experiential learning for students	Prof. Rakhi Tripathi
Center for Research & Innovation in Frugal Technology Management	<ul style="list-style-type: none"> • To carry research, generate and disseminate knowledge on the frugal innovation. • To evolve academic projects on frugal innovation to products and practices. • To facilitate the conversion of “ideas to action” and become a repository of “best practices”. • To act as an industry-academia interface on frugal innovation. • To integrate multiple perspectives, agglomerate approaches, and ideas on frugal innovation. • Develop skill sets to make an impact on society. 	Prof. Anil Kumar Singh



Foundation for Organisational Research and Education (FORE) is committed to the advancement of Management Education, Research, Training and Consultancy. Incorporated in 1981 in New Delhi, India as a non-profit institution, FORE has been working with industry and academia for developing new domains of managerial thought and education in the fields of General Management, Human Resource, Finance, Operations, Marketing, Information Technology, Economics and International Business.

Abhigyan



Abhigyan is the quarterly Management Journal of FORE. It was launched in January 1983 as a bi-annual issue. In celebration of its tenth anniversary, it switched to a quarterly publication mode. It has been in print for thirty- seven years. The journal follows a two tier blind review. The target group of Abhigyan is distinguished academics and the practitioners of management. Having a brand name among its peer group it emphasizes on original ideas. Abhigyan continues to be listed/indexed in GALE-Cengage Learning (Farmington Hills, USA), Cabell's Directory of publishing opportunities in management of Cabell Publishing Inc. (Texas, USA), Ulrich's International Periodicals Directory, USA, Indian Citation Index, i-Scholar and J-Gate. The journal is currently published under the guidance and editorship of Dr. Vinayshil Gautam.

FOREprints

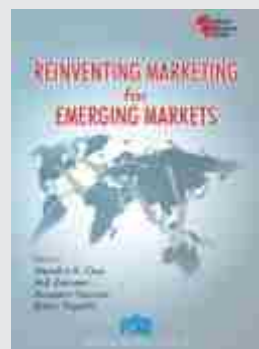


FOREprints is a newsletter published quarterly with an aim to disseminate information about various happenings at FORE to corporate, alumni, other B-Schools besides to FORE students and faculty. It keeps everyone abreast of the latest happenings at FORE like the Anubhuti, Genesis, seminars and conferences, achievements of students and faculty, etc.

Working Papers

In 2011-12, FORE launched its Working Paper Series an initiative to publish the first outcome of research by the FORE faculty. So far, Two Hundred and Four (204) working papers have been published (the list of working papers is available on FORE website).

Books



FORE has also come out with books, some of which are Longitudinal Thinking-Best of Abhigyan (Volume-I, 1983-1997 and Volume-II, 1998-2012), Reflections on Chinese Management Style and Business Ethics; Malaysia: Challenges and Perspectives; Reinventing Marketing for Emerging Markets; Business Sustainability Challenges and Issues; Reviving Italy : Reflections ; Emerging Horizons in Finance; Competing through Operations Excellence: Agility, Adaptability & Analytics; Vietnam: The Emerging Asian Star from A War – Stricken Nation ; Riding The New Tides - Navigating the Future through Effective People Management; Reinventing Indo- Russia Relations etc.



Communication



Prof. Anita Tripathy Lal

Ph.D. (IIT-Kanpur); Certified Mentor (London Business School)

Experience: Over 22 years

Her expertise lies in the areas of Business Communication, Leadership & Entrepreneurship. She has about 23 years of work experience in the areas of teaching, training and research. Her experience of teaching includes 3 years as a visiting faculty at IIT Delhi and IIT Kanpur.

She has also taught at IIFT Delhi, IIM Ranchi and IIM Rohtak. She has been a part-time consultant for 2 years to NTPC's World Bank funded projects on Environmental Impact Assessment. Connecting with the corporate is her forte. She has also conducted number of Management Development Programs for corporate professionals from Private & Public sectors, MNCs & NGOs, STC, ISS, IFS and IAS. A proud recipient of Goldman Sachs fellowship for the prestigious 'Mentor Certification Program' for Entrepreneurs jointly conducted by London Business School and National Entrepreneurship Network. Being a certified mentor she has been successfully mentoring entrepreneurs. Her passion though remains 'Student Start-ups'. She also has keen interest in personality development and research related activities.



Prof. Reeta Raina

Ph.D. (Organizational Communication), M. Phil (Eng. Literature.).

Experience: Over 31 years

Prof. Reeta Raina has over 34 years of teaching, training and research experience. She has publications majorly in top International refereed journals and she has 36 citations in top referred international journals. She has a research book to her credit titled "The Constitutive role of Communication in Building Effective Organizations" published by LAMBERT - an International publishing company. She has presented papers in various international conferences and has been given the best paper award as well as best presentation award. She is into corporate training as well and her forte lies in experimenting successfully with different pedagogical tools. Presently, she uses theatre based activities that should help future managers build distinctive communication skills. Her research is interdisciplinary that includes employee engagement, work engagement, organizational communication; non-verbal communication, Organizational effectiveness, listening skills etc. She is also the recipient of the Best Professor award in HRM by National Education Award sponsored by Headlines Today. Her earlier assignments were with MDI, Gurgaon and Thapar University, Patiala. She has been the visiting faculty at IIFT and IITM.

credit titled "The Constitutive role of Communication in Building Effective Organizations" published by LAMBERT - an International publishing company. She has presented papers in various international conferences and has been given the best paper award as well as best presentation award. She is into corporate training as well and her forte lies in experimenting successfully with different pedagogical tools. Presently, she uses theatre based activities that should help future managers build distinctive communication skills. Her research is interdisciplinary that includes employee engagement, work engagement, organizational communication; non-verbal communication, Organizational effectiveness, listening skills etc. She is also the recipient of the Best Professor award in HRM by National Education Award sponsored by Headlines Today. Her earlier assignments were with MDI, Gurgaon and Thapar University, Patiala. She has been the visiting faculty at IIFT and IITM.



Prof. Sriparna Basu

Ph.D. (University of Illinois, at Urbana-Champaign, USA); M.A. (Cultural Studies), University of Illinois, at Urbana-Champaign; M.A. Jadavpur University, Calcutta (Gold medalist)

Experience: 19 years

Dr. Basu has been involved in research, teaching and consulting work for over 19

years. She has presented research papers in 16 national and international conferences. She is widely published -- her contributions include research papers, teaching and research cases, and book chapters published in several national and international peer reviewed journals and books. She has won awards at prestigious international case study competitions such as WDI (University of Michigan, Ross School of Business), honorable mention at ISB-Ivey case competition etc. for her contributions.

She has been involved in training and consulting activities with organizations such as ONGC, NHPC, IFFCO, Indian Oil, Power Grid, Aviation Academy of India, Punjab National Bank, Tata Motors, Food Corporation of India, Indian Institute of Public Administration, British Council, and Relaxo. She is also a visiting professor at IIM, Sambalpur.

Economics & Business Policy



Prof. Shallini Taneja

FPM (Ph.D.), (Management Development Institute- MDI Gurugram); M.Phil. (Economics), Madurai Kamaraj University; MBA, Vinayak Mission University; M.A. (Economics), Panjab University

Experience: Over 15 years

Prof. Shallini Taneja is having 15 years of experience in teaching, research and industry. She is a fellow from Management

Development Institute (MDI), Gurugram. She is the recipient of sponsorships from ISDRS at Columbia University and The Wharton School, U.S.A. for paper presentation and attending the conferences. She has taken lectures as guest faculty at St. Mount Mary's University, USA and The Indian Institute of Corporate Affairs (IICA) under aegis of The Ministry of Corporate Affairs, GOI on CSR. She is the reviewer and guest editor of various national and international journals for various publishers such as SAGE, Emerald and Springer. She has conducted the International Training Program for EMBA Batch from Sichuan University & the workshops, MDP's on Corporate Social Responsibility (CSR) for the middle level and senior managers as well as for the Executive Directors for the various companies like NHPC, GAIL, IRCTC, J.K Cement, EXIM Bank, SBI etc.

Teaching/Research Areas: Corporate Social Responsibility, Business Environment, Corporate Social Performance, Stakeholder Management and Business Ethics.



Prof. Basant K. Potnuru

Ph.D. (JNU, Delhi); M.Phil, JNU; M.A. (Economics), Berhampur University; B.A. (Hons.), Berhampur University

Experience: 15 years

Dr. Basant Potnuru has experience of teaching and research both in the Government and private institutions. He had taught various courses on Economics at the Invertis University, Bareilly (UP), and

Indian Institute of Management (IIM), Rohtak. Prior to joining FORE, he had worked with the India Centre for Migration, a leading Think-tank of the Government of India on International Migration of people. Here, he had conceived and implemented 2 prominent research and capacity-building projects on India-EU migration. He authored the first-draft of the Common Agenda on Migration and Mobility (CAMM), which the Government of India signed with the

European Union in 2016. To his credit, has published research papers on the economic growth, demonetization, health and International migration of people in the national and international peer-reviewed journals and books.

Finance & Accounting



Prof. Vinay Dutta

M.Com (University of Delhi); CAIIB, PG Diploma in IRPM

Experience: Over 30 years

Prof. Dutta is a banker turned academician and an alumni of Shri Ram College of Commerce. He has over three decades of experience in Banking, Corporate Sector, Teaching and Training. He is the recipient of Dewang Mehta Business School Award

for Best Teacher in Financial Management and was felicitated with "Bharat Vikas Award" for outstanding performance in the field of finance and risk management by Institute of Self Reliance, Bhubaneswar. Co-authored a book "Commercial Bank Management" published by McGraw Hill Education (India) Private Limited. Prof Dutta has been associated with Punjab National Bank and Allahabad Bank as external expert in the Interview Committee for promotion to senior executive levels. He is member of the academic council of the Global Risk Management Institute, Gurgaon. He regularly contributes articles to academic and business journals. He has interest in consulting and research. He has been associated with over 300 MDPs conducted for senior and middle level executives. Prior to joining FORE, he worked with Bank of India, Corporation Bank, IndusInd Bank, International Travel House (An ITC Group Company) and National Institute of Banking and Corporate Studies. He teaches courses on Wealth Management, Management of Commercial Banks and Management of Financial Markets, Institutions and Services.



Prof. Amrish Gupta

Ph.D., M.Com., FCA, CCIT (IBFD, The Netherlands)

Experience: Over 36 years

Possesses over 35 years of top level experience (Board Director, Country Head) in investment banking, primary capital market, management teaching, research and academic administration. Recipient of 'Distinguished Management

Teacher' and 'Rashtriya Gaurav' awards. Authored three books: 1. Financial Accounting for Management: An Analytical Perspective (Pearson Education), 2. Project Appraisal and Financing (PHI) 3. Inflation Accounting: The Indian Context. Edited 1 book: Gaagar Main Saagar-Self Realization towards Fulfillment. Published 29 papers in leading journals/other publications of repute, 6 case studies with The Case Centre UK/USA, 13 working papers under the aegis of FORE, 4 papers in the proceedings of international conferences in Germany, Macau (China), Thailand and India, 6 chapters in edited books. Presented 4 papers in international conferences. Member of the editorial board of 3 refereed international and 5 refereed national journals. Ph.D. degree of I scholar from Jamia Hamdard University completed under his supervision. Member of Doctoral Committee, Department of Management, Jamia Hamdard University and Capital Market Committee, PHD Chamber of Commerce and Industry.



Prof. Himanshu Joshi

Ph.D. (CCS University Meerut); MBA (Finance).

Experience: Over 18 years

Himanshu Joshi holds Ph.D degree with his thesis focusing on Disinvestment, and Financial Performance of Indian Public Sector Enterprises. He has completed Management Teachers' Programs on Strategic Management from IIM Bangalore,

and Mergers, Acquisitions & Valuations from IIM Calcutta and certificate courses in International Finance and Financial Technologies from Nanyang Business School, NTU, Singapore. He also holds a Diploma in Credit Risk Management from National University of Singapore. He has more than 18 years of experience in Teaching Corporate Training, and Research. He has published extensively in peer reviewed reputed national and international journals. He has successfully developed and delivered open Management Development Programs in the areas of Risk Analysis, Enterprise Risk Management, Foreign Exchange Risk Management, and Spreadsheet Modeling for Business Valuation, Financial Modeling, Financial Reporting as per Converged Indian Accounting Standards, and Strategic Finance.



Prof. Vandana Bhama

Ph.D (Finance), Department of Management Studies, IIT Delhi; MBA (Finance). Regional Institute of Management (RIMT), Mandi Gobindgarh, Punjab; B.Com (Hons), Mata Gujri College, Sirhind, Punjab

Experience: 5 Years

Dr. Vandana is working as an assistant professor in the area of finance & accounting. She is an alumni of IIT Delhi.

She has published her research work in some leading journals like International Journal of Managerial Finance (Emerald), IIMB Management Review (Elsevier), Journal of Emerging Market Finance (Sage). She has also presented her research work in international and national conferences. She has attended MDP and other online programs on Applied Financial Risk Management, Equity Valuation and Financial Modelling. She has been awarded scholarships and certificates for securing high positions in her academic background.

Research Interests: Equity Buy Back, Cost of Capital

Consulting Interest Areas: Financial Risk Management, Financial Services, Modelling.



Prof. Gagan Sharma

Ph.D. (submitted), University of Delhi; Master of Finance and Control, Department of Financial Studies, University of Delhi; B.A.(Hons.) History, Hansraj College, University of Delhi

Experience: 7 Years

He has worked for over 3 years at Hewlett Packard Global Analytics in as business consultant for Personal Systems Group

division. Earlier, he worked as an associate Technical Analyst for Indian financial markets, in the equity domain. He has presented his research papers at many prestigious domestic finance conferences and his papers have also been shortlisted at global conferences. He has also worked on research consulting projects for corporates and other institutions like Alpha Capital, Agriwatch, YStart Innovation Labs among others. He has conducted student trainings and workshops on Technical Analysis (NSE Certified Capital Market Professional Programme) and entrepreneurship.

Research Interest Areas: Asset Pricing, Investment Strategy, Financial Derivatives, Financial Market Integration, Corporate Finance
Consulting Interest Areas: Investment strategy, Asset Pricing, Financial Modelling



Prof. Pooja Kumari

Ph.D. (IIT Kharagpur); M.B.A. (Finance and International Business), IET Lucknow; B.Com., Dev Nagari College, Meerut.

Experience: 3 Years

Dr. Pooja Kumari is a faculty member in the area of Finance & Accounting at FORE School of Management, New Delhi. Prior joining FSM she was associated with IMT Hyderabad as a faculty member. She has

published many research papers in national and international journals. She has presented her research papers in various national and international conferences. Her research work got Emerald India best paper award in 5th PAN-IIM World Management Conference, organized by Indian Institute of Management Lucknow (IIML) and Best paper award in 2nd Consortium, organized by Indian Institute of Technology Bombay (IITB). She has qualified UGC –NET/JRF in Management as well as in Commerce.

Research Interest Areas: Value Relevance of Accounting Information and Intangible Intensity, R&D Reporting, Innovation and Firm Valuation, Earning Management, IND AS, Sustainability Accounting.

Consulting Interest Areas: Financial Reporting's for Intangible Intensive firms, R&D Investment and Reporting, White Earning Management.

from Punjab University, Chandigarh, and MA (Economics) from Punjabi University. Expert in Big Data, Data Analytics and Deep Learning, both on the technology side as also on Analytics side. Extensively taught faculty and students on the subject of big data technology and analytics. Has been associated with University of California, Riverside, US, in one of the Executive Education programs on Big Data and Data Analytics for last three years. Participated in various machine learning projects with real world data in areas of business, environment, marketing and advertisement. Conceived, planned & implemented in Defence Estates three country-wide information systems: a) Raksha Bhoomi to computerize land records; b) Knowledge Management of land-title related files/maps in all Defence Estates offices; and c) Setting up of a Disaster Management organization, Archival Unit and Resource Center, at Delhi and at Pune for safe storage of land-title related records in paper, digital & microfilm forms. Authored two books: one on Programing Games on Computers and the other on Linux Applications and Administration; both books have been published by Tata McGraw-Hill.



Prof. Rajneesh Chauhan

Ph.D., NLU-IMT Ghaziabad; PGDBM, IMT Ghaziabad; B.Tech (Electrical), National Institute of Technology, Hamirpur

Experience: 24 years

With more than two decades in the area of Technology, ERP Consulting and Operations Management, he has worked extensively with Fortune 500 clients across Asia Pacific, Europe and Americas. Within

India, he has worked with clients in Government as well as Private sector. He started his career in the R & D unit of a Fortune 500 organization. He has also worked with Infosys, where he was the "Operations & Strategy" Head for Enterprise Solutions, a business unit with annual revenues of 1,000 Million USD, 10,000 employees and CAGR of 33 %. He was a part of Infosys Senior Management, was a level below the Infosys Executive Board and reported into board member of Infosys China.

Information Technology



Prof. Sunita Daniel

PhD (Department of Mathematics and Statistics), IIT Kanpur; M.Phil. (Department of Mathematics), University of Madras; M.Sc. (Mathematics), B.Sc. (Mathematics), University of Madras

Experience: Over 22 years

Having been in teaching and research for over 21 years, she is passionate about her subject, and sharing it with others.

Extremely versatile in her interests, her research has covered a wide range of topics, from abstract algebra to creating algorithms for designing curves during her PhD, even venturing into disease modelling and epidemiology. She has experience in teaching Statistics and Data Analytics courses for the last five years.

She has presented various research papers at international conferences held at Dubai, Malaysia, Turkey, China and Switzerland, and has also published her research work in reputed international journals. Her current areas of interest include Computer Aided Geometric Design, Mathematical Modelling of Non-Linear Dynamical Systems, Big Data Analytics and Decision Science.



Prof. Ashok Kumar Harnal

M.Phil (Social Sciences), Punjab University, Chandigarh; MA (Economics); Diploma in Project Management, Punjabi University, Patiala B.Tech, IIT Delhi;

Experience: 31 years

Prof. Ashok Kumar Harnal: Graduated from IIT Delhi in Electronics and Communication; M. Phil with Distinction



Prof. Shilpi Jain

FPM, MDI-Gurgaon; M.Tech (Information Systems), NSIT, Dwarka; MBA (Marketing) Institute of Management Science & Productivity Research, Delhi

Experience: Over 21 years

Shilpi Jain is a Fellow Scholar from MDI Gurgaon and M.Tech. from NSIT, Delhi. Currently, she is serving as an Associate Professor of Business Administration in the

IT Department at FORE School of Management, and the faculty chair of Purchase Committee. Her current research is in applied and empirical user behavior on social media & e-commerce, digital inclusion at grassroots level, crowdsourcing, design thinking, and adoption of disruptive technologies. With more than 20 years of experience in the Academia & IT industry, she has held several positions in a variety of functional areas.

She chairs several executive education programs in analytics, design thinking, data visualization, e-commerce strategies, managing business on cloud, and business storytelling with data. A regular author in National Newspaper, she has coauthored numerous business case studies and research articles in International Journals. Her research works have been

recognized with, among others globally, "Organic Wellness – Influencing People's Choice via Cause Marketing", received an

Honorable Mention (ISB-Ivey Global Case Competition 2018), 'Chanderiyaan: Weaving Digital Empowerment into the Indian Handloom Industry", awarded with 3rd prize (in the WDI 25th Anniversary Case Writing Competition, USA - 2018)



Prof. Lalit K Jiwani
PhD (Digital Signal Processing) Electrical Engineering Department, IIT Delhi;
M.Tech (Integrated Electronics and Circuits) Electrical Engineering Department, IIT Delhi;
MS (Physics and Engineering Mathematics), Physics Department, IIT Kanpur;
BSc(H), Delhi University
 Experience: -15 Years

Prof Lalit K Jiwani, PhD and M.Tech. from Department of Electrical Engineering, IIT Delhi. Experienced academician and researcher having worked with leading organizations like IIT, NIT and technology giant Motorola. His primary thrust is in the creation and application of Information Technology Systems for Business and Management. He has teaching and research interest in the area of Artificial Intelligence, Machine Learning, Pattern Recognition, Deep Learning, NLP, Multimedia Processing, Big-Data Analytics, Decision Science, Blockchain and Fintech. One of the focus is making computing and programming integral part of managerial education. He works on multiple programming and computing tools like Python, R and Excel. He has presented his work in leading conferences of IEEE and European Signal Processing Society in USA, Canada, Denmark, Singapore and India. He was the Session Chair for 2016 IEEE Region 10 Conference (TENCON 2016) Singapore. He is a member of IEEE and IEEE Signal Processing Society.



Prof. Rakhi Tripathi
Ph.D. (IIT, Delhi), M.S. in Computer Science, Bowie State University (University of Maryland System), USA
 Experience: Over 12 years

She has 12 years of experience in research. Prior to joining FORE School of Management, she has worked on prestigious projects at Department of Computer Science, Indian Institute of Technology Delhi. Her specific areas of research are: E-government, Digital Innovations for Higher Education and Women Security. Several research papers have been published in national as well as international reputed journals, conferences and books. She has been program committee member of international conferences 'Digital Transformation and Global Society (DTGS 2018), St. Petersburg, Russia, 2018' and 'IFIP Conference on e-Business, e-Services and e-Society, Swansea University, UK, 2106'.

Primary objective of her research is to use Digital innovation to serve the society. For this she completed two research projects namely 'Digital Technology and Strategy for Higher Education Institutions in India' and 'Web Analytics and World 4.0' on Higher Education. The findings of these projects were published in international journals and international conference. Her latest project is with three other Professors from King's College London and London School of Economics is from British Academy, UK. The topic is '(Dis)connected Infrastructures and Violence Against Women (VAW)' and is funded by British Academy Global Challenges Research Fund (BA GCRF), UK. The research grant is of GBP £290,000.



Prof. Somayya Madakam
Fellow (NITIE), Mumbai; MBA (IT+HR)–Andhra University; B. Tech (Computer Science and Systems Engineering) Andhra University, Visakhapatnam
 Experience: 7.5 years

Qualified UGC-Junior Research Fellowship and Lectureship. He worked for Tata Institute of Social Sciences (TISS), Mumbai, circa six years as a Systems Analyst-cum-Programmer. Due to a keen interest in research and academics, in 2012 he joined in National Institute of Industrial Engineering (NITIE), Mumbai for doing Fellow Program in Management. His thesis titled on "Internet of Things (IoT) Technologies in Smart Cities: An Exploratory Study in India". During his Fellow Program period, he presented his academic research work in both Inter/national conferences including at Bangkok (Thailand), Dubai (UAE), Alicante (Spain), Fairfax (USA) and Porto (Portugal). He also published more than 20 articles together with journals, book chapters, and posters. He is upcoming evangelist on "The New Language of Publications".

International Business



Prof. Sudeep S.
PhD, (Cochin University of Science and Technology–CUSAT); Kochi; MIB, SMS, CUSAT, Kochi; CISA, ISACA, US; ISO 27001 LA, IQMS, UK
 Experience: 16 years

Dr. Sudeep has more than sixteen years of experience in Information Technology & Management training domain. He has more than eight years of experience in teaching post graduate management students and nearly eight years in IT industry. His IT industry experience included software development, project management, information systems audit and information security consulting. He is a Certified Information Systems Auditor (CISA) and ISO 27001:2013 Lead Auditor. He specialises in auditing/consulting for banking & financial institutions and has associated with major financial institutions like Federal Bank, Dhanalaxmi Bank, Muthoot Finance, UAE Exchange and National Finance Co. (Oman). His teaching interest includes courses like international management, international business management and international economic organizations. He has published articles on information security related areas in leading journals & has presented papers on National Seminars. He is a Senior member of Association for Computing Machinery (ACM, US) & Gold level member of Information Systems Audit and Control Association (ISACA, US).



Prof. Savita Gautam
Ph.D. (TERI University), PGDIT (IIFT)
 Experience: Over 19 years

Prof. Savita Gautam, has corporate experience of over 19 years in the area of International Business. She has worked with large conglomerates like M/s Carborundum Universal, Chennai. She has also worked with couple of start-up companies and has successfully spearheaded their business in the international market. Her consultancy interests are on foreign markets, International marketing, export diversification & operations, and post export incentives.

She has teaching and training experience at Chennai University, MMTC training Center, and Jamia Millia Islamia, New Delhi. She has also conducted MDP Programs in Fore School of Management.

She has published work on environmental measures, particularly the health and food safety Regulations She also has publications in ARTNeT UNESCAP, Bangkok. Her areas of interest are WTO, Trade and Environment issues, Foreign Trade Policy & Non-Tariff measures She can be reached at savita@fsm.ac.in



Prof. Faisal Ahmed

Ph.D. (MLSU, Udaipur); MIBM (AMU, Aligarh); Executive Certification in Geopolitical Analysis (IEGG, Geneva, Switzerland)

Experience: 16 years

Prof. Ahmed's research and consulting areas include economic integration, global value chains, WTO issues, least developed countries, and Indo-Pacific geopolitics. He

held the position of consultant to the United Nations Economic and Social Commission for Western Asia and other organizations, and has led projects supported by the Ministry of Commerce & Industry, Govt. of India. He has published several research papers, book chapters, and monographs. He is the author of the textbook *Business Environment: Indian and Global Perspective* published by Prentice-Hall (PHI) publications. Dr. Ahmed's numerous articles have appeared in *The Financial Express*, *Bangkok Post*, *Business Standard*, *The Hindu Business Line*, *South China Morning Post (Hong Kong)*, *The Economic Times*, and *The Straits Times (Singapore)*. Also, he has appeared as an expert on Vietnam TV and the BBC.



Prof. Harshita

Ph.D., IIT Delhi; M.Com. University of Delhi; B.Com. (Hons.), University of Delhi

Experience: 2.5 years

She is certificate holder of CFA Institute's Investment Foundations programme and has qualified UGC NET with JRF. Her Alma Maters are IIT Delhi, Shri Ram College of Commerce and Daulat Ram College. She has published journal articles with publishers

of international repute and has presented papers at prestigious institutes and societies. During her doctoral study, she received financial assistance from the Research Promotional Fund at IIT Delhi for paper presentation at an international conference. She was awarded CBSE Merit Scholarship for her outstanding performance in the XII Board examination and has secured first position at the district level in the CBSE X Board examination. Prior to joining academics, she was associated with Tata Power Delhi Distribution Limited and Satat. Areas of her research interest are International Finance, Asset Pricing, and Security Analysis and Portfolio Management.

»» **Marketing** »»



Prof. Jitendra K. Das (Director)

Ph.D. (University of Toronto); M.Tech. (Management and Systems), IIT Delhi; B.Tech. (Chemical Engg.), IIT Delhi

Experience: Over 38 years

Has a wide ranging experience of Industry including at WIPRO. He has taught courses at Danube Business School, Danube University Krems, Austria; IIMs at Lucknow, Ahmedabad and Kozhikode; and

S P Jain Management Center, Singapore. He has to his credit many national and international publications. He has been a consultant to the World Bank, IDRC (Canada), GWB (for GTZ Germany), Coal India Ltd., GlobeCast India (a division of France Telecom), various ministries of the Government of India, etc., and member of a few policy committees of the Government of India.



Prof. Payal S. Kapoor

Ph.D., Indian Institute of Management - Indore;

MBA (Communications), Symbiosis Institute of Business Management, Pune

Experience: Over 11 years

Dr. Payal S. Kapoor has completed her Fellow Programme in Management (PhD) from Indian Institute of Management Indore. She has over 10 years of experience.

She has six years' experience in the industry handling various leadership roles in the function of Sales and Marketing and rest in academia. Her last industry assignment was with Entertainment Network India Ltd (Radio Mirchi, Delhi) as Group Manager (Corporate Vertical). Prior to that she has worked in Bharti Airtel Ltd and ICICI Bank. Her academic experience is over four years where she has taught several foundation as well as elective courses in Marketing. She has taught both post graduate program students as well as executive students. She has successfully completed several Management Development Programs for organizations on Digital Marketing, Social Media Marketing and Social Listening.

Her research interest is understanding consumer online behavior, specially focused on brand-related consumer to consumer communication. Recently she presented her research article titled "Can you handle the truth? A study of the antecedents and post-behavior rationalization of deceptive eWOM" at the prestigious Marketing Management Association's 2018 Spring Conference held at Chicago, United States of America. Prior to this she presented her research article, titled "Impact of Anonymity and Identity Deception on Social Media eWOM", at the 15th IFIP conference themed – Social Media: The Good the Bad and the Ugly, September 2016, Swansea, United Kingdom. Her research thesis is centered around understanding electronic word-of-mouth behaviour on social media. She has presented her research work in prestigious national and international conferences and was presented with the "Best Paper-Entry Research Track" Award at 6th IIMA Doctoral Colloquium, Indian Institute of Management Ahmedabad (2013). She has published her research work in reputed national journals. She is also the recipient of the esteemed 'The Mike Davidson Shield for Leadership and Focused Approach' by Dr. S.B Majumdar, Dean Symbiosis International Education Centre (2004).



Prof. Nirmalya Bandyopadhyay

PhD (Bansathali University); Fellow in Management (XLRI-Pursuing);

MBA (Marketing) Calcutta University;

MSc (Marine Sciences) Calcutta University, ITP (HEC, Paris),

BSc (Zoology) Calcutta University.

Experience: 19+ years

After spending 6+ years in the corporate in the sales and marketing function he joined

academics. He has 13 years of experience in academics major part of which was spent in Goa Institute of Management and IIM Rohtak. In 2012 he was awarded full scholarship by HEC Paris to pursue International Teacher's Program in France. He has in his credit a number of publications in reputed National and International journals like Marketing Intelligence and Planning, International Journal of Bank

marketing etc. He attended and presented his research in reputed national and international conferences like AMA Summer Educators (Boston, USA), Harvard Business School (Boston, USA), ANZAM (Melbourne, Australia), International Marketing Trend Conference (Venis, Italy), MARCON (India), NASMEI (India) to name a few.

Research Interest Areas: Impulse Buying, Service Quality, Green Marketing

Consulting Interest Areas: Pharmaceutical sales management, Marketing research, Distribution Management.



Prof. Mayank Yadav

PhD, IIT Roorkee; MBA (Marketing), UPTU Lucknow;

B.Sc., Dr. Bhimrao Ambedkar University Agra
Experience: 6 Years

Dr. Mayank Yadav is working as an Assistant Professor in the Marketing area. He has Ph.D. in the area of Marketing where he studied the Effect of Social Media Marketing on Customer Loyalty in the E-Commerce

Industry. He has an experience of six years in management education. His last academic assignment was with University of Petroleum and Energy Studies (UPES), Dehradun. He has published his research work in journals of international repute like Telematics and Informatics, Benchmarking: An International Journal, Journal of Direct Data and Digital Marketing Practice, Social Network Analysis and Mining and others. He has qualified UGC-NET, 2011, UGC-NET & JRF, 2012. He is also awarded with NCC 'C' Certificate in Army wing by ministry of defence.

Research Interest Areas: Social Media Marketing, Digital Marketing, Consumer Behaviour, E-Commerce.

Consulting Interest Areas: Digital Marketing, Social Media Marketing.



Prof. Nitin Soni

FPM (thesis submitted), Indian Institute of Management Raipur;

PGDM (PT), Xavier Institute of Management Bhubaneswar (Gold Medal);

PGDIT, Indian Institute of Information Technology Bangalore;

BE(Electrical), Bhilai Institute of Technology, Durg

Experience: 13 Years

Prior to joining business academia, he was an entrepreneur for 13 years. He ran a franchise of an engineering and medical entrance coaching institute based out of Kota, Rajasthan. He has presented his research work in national and international conferences of Association of Consumer Research, Academy of Marketing Science, American Marketing Association, and NASMEI.

Research Interest Areas: Consumer psychology of thinking about future, behavioural pricing, consumer judgment and decision making, inter-firm relationships, franchising and entrepreneurship.

Consulting Interest Areas: SME Marketing, Behavioral Decision Making



Prof. Varsha Khattri

PhD, Gautam Buddha University, Greater Noida;

MAPRM (Master of Advertising and Public Relations Management),

Devi Ahilya Vishwavidyalaya, Indore;

B.Com, Bundelkhand University, Jhansi

Experience: 14 Years

Dr. Varsha Khattri is an Associate Professor in the area of Marketing at FORE School of Management, a resourceful professional with more than 14 years of experience in teaching, training and research. Her subjects of interest are Brand Management, Advertising Management, Consumer Behavior and Integrated Marketing Communication. Many of her insightful papers have been published in reputed journals like Emerald Emerging Markets Case Studies, Global Business Review and European Case Clearing House. She also won laurels for best paper in several conferences. To her credentials, she has also been a part of Pacific Asia Travel Association (PATA) India Chapter, Tata Motors, Common Wealth Games and Directorate General Resettlement, Ministry of Defence Training Programmes and also recorded video lectures for Massive Open Online Course (MOOC) in her previous assignment at Amity Business School.

Research Interest Areas: Brand Management, Advertising,

Organisational Behaviour & Human Resources



Prof. Sanghamitra Buddhapriya

Ph.D. (FMS- Delhi University); Post-Doctoral (Mc Master University, Canada)

Experience: Over 23 years

Recipient of "50 Women in Education Award" by World Education Congress in 2019. She had also received the prestigious Shastri Indo Canadian fellowship for pursuing her Post-Doctoral research at Mc Master University, Canada. Prof.

Sanghamitra is a PhD from Faculty of Management Studies and a Gold medalist in M.A in Personnel Management & Labour Welfare. She has more than twenty-three years of experience in teaching, research, training and consulting. She teaches courses at the post graduate level. Her research interest lies in mentoring relationship, diversity management, and gender issues in management, work-life balance, and stress at work. Prof. Sanghamitra conducts wide range of management development programmes across level for leading public and private sector organizations like Engineers India Ltd, Powergrid, ONGC, NHPC, MMTC, SAIL, THDC, NBCC, LNG Petronet, Sentiss Pharma, ITD Cementation to name a few. She has authored two books and published many research papers in refereed national and international journals.



Prof. Neeraj Kumar

PG Diploma (Social Welfare), Calcutta University;

PGDM, FORE School of Management;

B.Sc. (Physics), Delhi University

Experience: Over 35 years

Neeraj Kumar has more than 35 years' experience, 27 of those in industry and consulting and 11 years in teaching. As

AGM (Corporate HR), Neeraj handled functions like Strategic HRM, Performance Management and Organisation Development. He was actively involved in the design and implementation of initiatives for management of change in the larger organisation and the supporting systems such as Performance Management, Systematic Training etc.

Neeraj Joined FORE School of Management as an Associate Professor in June 2008 and has been teaching subjects like HRM, Organisation Design and Change, Performance and Compensation Management, Training and Development, Employee Relations and

Employment Related Law. He has co-authored a book on Employee Relations Management, published by Pearson Education.

Neeraj has designed and delivered a large number of training programmes in leading Indian organisations on topics related to leading, teaming, training, negotiating and HRM.



Prof. Subir Verma

*FPM (Ph.D.), IIM Ahmedabad;
MA (Gold Medalist) & M. Phil. Delhi University*

Experience: 28 years

Prior to joining FORE, Prof. Verma has worked in IIM Ranchi, IMI Delhi, MDI Gurgaon and Delhi University. He has been the Chair, PGP and Chair, International Accreditation at FORE, Dean, Corporate

Relations, Placements & Alumni Affairs at IMI Delhi, Dean Academics at IIM Ranchi, Chairman, Corporate Relations & Placements and Chairman, PGDM at MDI Gurgaon. He has designed and conducted MDPs for Top/Senior Management of several organizations such as ONGC, SAIL, IOC, RBI, SBI, Maruti, IPS etc. He has also conducted Negotiation Skills Workshops for several companies such as Aviva, Baxter, Coca Cola, HP, IOC, Intel, NDDDB, Pepsico, Siemens etc. Prof. Verma has consulted with the World Bank, Jharkhand Government, National Geographic Channel, National Insurance, Nestle, Siemens Power, GETIT etc. He has authored 4 books and presented his research papers in International conferences such as AOM, APROS, IHRM, EGOS etc. He is a Principal Member of the Bureau of Indian Standards (MDG-12), NHRDN, AOM and APROS. He is also Member (AICTE Representative), Board of Governors, Lal Bahadur Shastri Institute of Management, New Delhi.



Prof. Prachi Bhatt

*Ph.D. (MLSU Udaipur); MHRM,
B.Sc. (Env. Sciences), M.L. Sukhadia University
Experience: Over 11 years*

Dr. Bhatt is certified in Negotiation Research and Teaching from one of the world's best B-Schools - Kellogg School of Management, Northwestern University, USA. Her corporate association covers projects with ZydusCadila Healthcare Ltd., Ahmedabad, GCMMF Ltd.,

Anand, and Indraprastha Apollo Hospitals, New Delhi. She is an active participant in conferences & seminars and has papers to her credit and has published in National and International refereed journals of repute. Recently, she also won "Best paper" award for her work presented in an international conference in Sydney, 2018. She has also co-authored a book titled "Riding the New Tides: Navigating the Future Through Effective People Management", published by Emerald Publishing (India) in 2017. She also has to her credit book-chapters in the books published by Emerald Publishing (India), Bloomsbury Publishing houses. Her interest (research, teaching, & training) areas are: Negotiation Skills, Individual and Group Behaviour at work, Competency Mapping and Assessment and Application, Intrinsic motivation, Organisational cultural transformation, Conflict Handling, Cross-cultural sensitivity, Psychometric Research, and allied aspects are her primary interests.

She has designed and organized training programs, both in-house and open programs, for corporate executives- across management levels in both public and private sector organizations, to name a few- NHPC, LNG Petronet Ltd., Power Grid Corporation of India, ONGC, ONGC Videsh, OMPL, THDCIL, Idea Cellular, Apollo Tyres, De La Rue Cash Processing Solutions India, PNB, Engineers India Ltd., IFCCO.



Dr. Chandra Sekhar

*PhD ABV-IIITM Gwalior;
MBA (HRM & Finance) ABV-IIITM Gwalior;
BBA (HONS) SHIATS Allahabad*

He has a Ph.D. in the area of Human Resource Management where he studied the Human Resource Dimensions and Firm Performance. His research aims to develop insights about the role of mediators viz. Management innovation,

Employee Stock Options, HR flexibility etc. in the relationship between HR dimensions and firm performance. He has published his work in International Journals and conferences of repute and doctoral consortium - COSMAR (IISc Bangalore), Society of Operation Management conference, Indian Academy of Management Conference, to name a few. He has attended many academic writing workshop, MHRD Sponsored QIP short-term course, faculty development programme (FDP) and management development program at institute of national repute ranging from Indian Institute of Management, Ahmedabad, Indian Institute of Technology, Kharagpur, ABV-Indian Institute of Information Technology and Management Gwalior, India, to name a few. He has received 'University Gold Medal' in academics for my outstanding performance at graduation level. Additionally, he is a recipient of 'Best Management Article Award' for article of the month at IBS Hyderabad, and 'Best Poster Presentation Award' at ABV-IIITM Gwalior

Research Interest Areas: Strategic Human Resource Management, Human Capital, Sustainable HRM, Employee Stock Options, Management Innovation.

Consulting Interest Areas: High performance work system, SMEs international expansion, HR flexibility, Management Innovation.

Quantative Techniques and Operations Management



Prof. Hitesh Arora

*Ph.D. (University of Delhi); NET (JRF)
Experience: Over 20 years*

Prof. Hitesh Arora is a Professor in the area of Quantitative Techniques/ Operations Management at FORE School of Management, New Delhi. A graduate in Mathematics and a post graduate in Operational Research from University of Delhi, he has earned his Doctorate in

Mathematical Programming from Department of Operational Research, University of Delhi. He has qualified National Eligibility Test (NET) conducted jointly by CSIR & UGC for Lectureship with Junior Research Fellowship (JRF) in Mathematical Sciences.

He started his teaching career from University of Delhi. Prof. Arora has also worked as an Actuarial Consultant with a UK-based MNC. As an actuarial consultant, his work involved Data Modeling and Reserving for Personal and Commercial Lines of different UK-based insurance companies. He has over two decades of experience in academics and industry. Prof. Arora has worked immensely in the area of Mathematical Programming and his present areas of research interest are measurement of Productivity, Service Quality and effect of information technology in Indian banking sector. He has to his credit, a number of research papers in national and international journals of repute. Prof. Arora has to his credit four co-edited books. He has also authored an Indian adaptation book

titled Business Statistics - BSTAT: A South-Asian Perspective, published by CENGAGE Learning India Private Limited. He has also conducted various Management Development Programmes (MDPs) in Decision Making Techniques for Managers.

Besides his teaching, research and consultancy at FORE School of Management Prof. Arora has been handling Administrative Position of Dean (Academic Services) and is looking after activities like Research, Publications, Ranking, Regulations, Recruitment, Accreditation, Library, Centers of Excellence and Fellow Programmes in Management (FPM) etc.



Prof. Vinaytosh Mishra

Ph.D. (Supply Chain Management), IIT (BHU); MBA (Marketing & Operations), IMNU; PG Diploma (Statistics & Computing), ISc-BHU; B. Tech (ECE), IIT (BHU)

Experience: 11 years

Prof. Mishra has more than 11 years of experience in industries like Manufacturing, Financial Services, Software and IT and have worked with reputed companies like FIITJEE Edusoft, Religare, Rosenthal India and Jindal ISPAT. He has worked as founding team member for start-ups in healthcare, pharmaceuticals and IT. He has also been a visiting faculty at IMT-Ghaziabad, IMI-Delhi and CIMP-Patna for courses in Marketing and Operations Management.

His research interest areas include Operation Management, Supply Chain Management, TQM, Multi Criteria Decision Analysis, e-Commerce, Digital Marketing and Web Analytics.



Prof. Mohita Gangwar Sharma

FPM (IIM-Lucknow); MPIB (IIFT-New Delhi) B.Tech. (Electrical) (IIT-BHU), Varanasi

Experience: Over 23 years

Prof. Sharma has more than 23 years of experience in the Industry and Academics. She is the recipient of the coveted Chevening Rolls-Royce Science and Innovation Scholarship at SAID Business School, University of Oxford and N.T.S.E scholarship. She has worked in the industry in BHEL (Transformers), Indian Airlines (Materials Management Dept.). For the past 9 years she has shifted in full time academics. She has published widely in Reputed International Journals and case studies. She brings the rich experience of the industry and tough academic rigor to her research. Her current areas of research include Innovation, Technology Management, Service Operations, Operations Strategy, Product Service Systems, Humanitarian Supply Chain and Sustainable Operations.



Prof. Sumeet Kaur

Ph.D. (Saurashtra University); M.Phil. (Statistics);

M.Sc. Gold Medalist (Statistics), Gujarat University

Experience: Over 14 years

Associate Professor has over 14 years' research and teaching experience.

She has conducted Management Development Programs on topics like applications of qualitative techniques in competence mapping, simulation techniques and assignment problems, operations

excellence, supply chain management, advanced excel techniques for managers of public and private sector. She has organized workshops on Decision Sciences and its management applications like business research methods. She has also conducted Faculty Development Program on topics like SPSS and Research Methods, Multivariate Data Analysis, Machine Learning and Analytics using R. She has also been involved in case development with Maruti True Value, Blind People Association, Indraprastha Apollo Hospitals which are published in European Case Clearing House (ECCH). She has research and consulting interests in Reliability and Life testing, Business Forecasting, Managerial Decision Making, Quantitative Techniques in Advanced Marketing Research, etc. She teaches courses on Business Statistics, Business Analytics, Multivariate Data Analysis and Advance Business Statistics in Big Data associated with University of California, Riverside.



Prof. Alok Kumar

Ph.D. (Operational Research), University of Delhi; M.A. (Operational Research), University of Delhi; B.A. (Hons.) Mathematics, University of Delhi;

Experience: Over 5 years

Prof. Kumar is working as an Assistant Professor in the area of Quantitative Techniques and Operations Management at FORE School of Management, New Delhi.

His area of research interest is developing mathematical models in the field of inventory management and has published numerous research papers in refereed journals of national and international repute in the field of developing models for integration of innovation diffusion theory with inventory management. He has several years of teaching and research experience. There are more than 21 research papers which have been published in international journals of high repute, several research papers are published in conference proceedings, numerous research papers are published as book chapters and 11 research papers are published as working papers. He has also conducted MDP in the area of decision making through quantitative techniques and FDP on Machine Learning & Data Analytics.



Prof. Sourabh Devidas Kulkarni

(Fellow (NITIE), Mumbai (Thesis submitted), M.Tech (Industrial Engg), VIT-Pune Pune University; B.E.(Production Engg), Shivaji University, Kolhapur.

Experience: 1.2 Years

Prof Sourabh is working as assistant professor in the Quantitative Techniques and Operations Management area. He has submitted his doctoral thesis on "The

Dynamics of Manufacturing Strategy". Prior joining academia, Sourabh has developed integrated Lean-TPM-TOC model for productivity improvement of Indian auto-ancillary firms. Sourabh has published his research in the international journals of repute such as International Journal of Production Research (IJPR), Business Process Management Journal (BPMJ), International Journal of Human factors and engineering (IJHFE), International Journal of management concepts and philosophy (IJMCP), International Journal of Global business and competitiveness (IJGBC). Sourabh is also serving as the reviewer for various international and national journals.

Research Interest Areas: Manufacturing Strategy, Lean Manufacturing, Digital Manufacturing, Worksystem Design, Business Competitiveness.

Consulting Interest Areas: Manufacturing Strategy, Manufacturing Competitiveness, Lean Manufacturing, Operational Excellence



Prof. Anil Kumar Singh

Ph.D., University of Lucknow; UGC-NET; PGDBM (Marketing); MBA (Finance); M.Phil. (Labour Studies), LL.B. (General), Kanpur University

Experience: 25 years

Experience of around 24 years is a Ph.D from University of Lucknow. His seven years were spent in industry and from December 1999 got full time involved in teaching at master's level. Has attended eight management teachers programme (MTPs) under the aegis of Strategic Management Forum (SMF) from various IIMs. He has also successfully completed six months course on Small Industrial Enterprise Management course from IIT Kanpur and is also a certified assessor from Joint Accreditation system of Australia and New Zealand. With two edited books he has more than 15 publications in National and International Journals.

Area of interest- Strategic Change, CI, Strategist Toolkit.

for Entrepreneurship Exchange (ACERE). He has qualified the National Eligibility Test - Junior Research Fellowship (NET-JRF) conducted by the University Grants Commission (UGC). Prior to his Ph.D., he was an associate consultant with Infosys Limited.

Research Interest Areas: Innovative New Ventures, Entrepreneurship, Alternate Paradigms of Inquiry

Consulting Interest Areas: New Venture Creation, Frugal Innovation Management, Qualitative Research



Prof. Aarti Singh

Ph.D., IIT Delhi; M. Tech. (Energy Management), SEES, DAVV Indore; B. Tech. (Biotechnology), BU Jhansi.

Experience: 04 Months

Dr. Aarti Singh is working as an assistant professor in the area of Strategy at FORE School of Management. She has Ph.D. in the area of Strategy where she studies Interpretive and Dynamic Modeling of

Waste Management and Sustainability in Organizational Context. She has published her research work in some leading international journals and book like Management of Environmental Quality (Emerald); Sustainability (MDPI); and Global Value Chains, Flexibility and Sustainability(Springer). She has presented her work at reputed international conferences organized by System Dynamics Society; Global Conference on Flexible Systems Management (GLOGIFT); and Academy for global business advancement (AGBA). During her doctoral study, she received Fellowship and financial assistance from the Research Promotional Fund at IIT Delhi for paper presentation at an international conference. She has qualified Gate in 2009. She has been awarded scholarships and certificates for securing high positions in her academic background.

Research Interest Areas: Strategy, Business Sustainability, System Dynamics, Strategic Waste Management.

Consulting Interest Areas: Strategic Innovation Management, Sustainable Business, Organisational Waste Management



Prof. Mukul Joshi

Ph.D (Entrepreneurship and Innovation), IIT Kanpur; MBA (General Management), IIT Kanpur; and B.Tech. (Mechanical Engineering), NIT Jalandhar

Experience: 16 Months

Dr. Mukul Joshi has completed his Ph.D. in Entrepreneurship and Innovation area, where he studied the context of innovative new venture creation. His goal is to develop deep insights about innovation by new ventures in a variety of contexts through the narratives by practitioners and share insights with the students.

He has presented his work at international conferences organized by reputed Strategic Management Society (SMS) and Australian Centre





BEYOND THE CLASSROOM



Student Council Activities

Student activities form an integral part of the curriculum at FORE. Students are encouraged to enhance their innovative managerial and leadership skills through organizing independently a series of events throughout the year. This gives them real-time experience of interacting with corporates, working in teams, planning and coordinating budgets, managing time, making critical decisions, etc. Some of the diverse activities organized by different committees of the Student Council are:

Antar

ANTAR is a Social Committee of the FORE School of Management. Team ANTAR was established in 2009 with a vision to bring smiles on thousands of faces. The mission of the ANTAR is to be the catalyst to drive those who are socially unprivileged. At FORE, we value our contribution to the society and try to imbibe in our students the concepts of giving back to society through various activities. Over last 10 years, ANTAR has established tie ups and linkages with many reputed non-profit organizations in pursuant of its social objective.

The key events organized by team ANTAR are Rakhdaan (Blood Donation) in association with FORE Sports and Cultural Division and ROTARY CLUB, Civil Lines, New Delhi; Abhiwadan to honour and host senior citizens from old-age homes in Delhi for a day at

FORE; Prerna a case study competition based on a social issue prevalent in the society; Vastrasamman for collecting clothes, articles/toys, etc. and handing over those to Goonj, an NGO. Similarly Rice Bucket Challenge is organised for collecting rice/pulses to donate an NGO for distribution to the flood affected areas in the country and Aashayein to motivate underprivileged children to go to schools.

Corporate Interaction Division

The Corporate Interaction Division (CID) is intended to bridge the gap between the academia and the corporate world. The team organizes interactive sessions called as “Anubhuti”, wherein senior corporate professionals and leaders are invited to share their practical business experiences with students so as to impart experiential learning to students.

The Marketing, Finance, HR and Operations Conclaves held throughout the academic calendar not only help students enhance their multi-disciplinary management domains but also give them an insight into the plethora of opportunities and challenges that the Corporate has to offer to them. “Kurukshehra -The Management Battlefield” is being organised every year in the annual management-cultural fest Genesis. B-schools across the country are invited to participate in it.

Fore Sports And Cultural Division

The FORE Sports & Cultural Division (FSCD) aims at re-energizing students during their stressful academic



life at campus by organizing various sports and cultural events throughout the year. Various intra-college events with regard to cricket, LAN gaming, Chess, Carrom, Table tennis, Badminton etc. are conducted for 'energizing FOREians'. A wide array of inter and intra-college events are held at our annual B-fest "Genesis" which brings participation from various reputed B-Schools throughout the country. FSCD collaborates with SPIC-MACAY to organize cultural shows reflecting various facets of our rich Indian heritage. The team also keeps up with the various sports meet of other B-schools and participates actively.

NEXUS

NEXUS, as the name suggests, is the hub to which every student is bonded. The students get an opportunity to showcase their administrative ingenuity by managing a host of cultural events spread throughout the year. The committee hosts events like: Fresher's welcome party, Farewell party, Independence Day eve celebration, Republic Day eve celebration, Teacher's day celebration, and the FORE Flagship cultural event – GENESIS. The celebration of all these cultural festivals are intended to provide a platform to students to understand and nurture culturally their socializing skills needed in the business fraternity later.

Genesis

Genesis is the Annual Management-cum-cultural Festival of FORE School of Management. It is an endeavor to promote the true spirit of management through a plethora of brain stimulating activities and competitions which attract the best of students from across the country. It serves as a platform to students by providing space for mental activity ranging from the expected to the eccentric. It provides a platform for

the students of FORE to interact with other B Schools students across the country who are invited to participate in various competitive events. Various eminent personalities from the corporate world are also invited to groom the upcoming managers and entrepreneurs, through various events in GENESIS. The events at Genesis include Step-Up, Concoct, Ba-Czar, Twisting Minutes, Backflush 5.0, The wolf of Comic street, Vyamaham, Fore VIDEOSIS, Mujhme hai RJ, Tasveer'16, Gamers' Asylum(LAN Gaming), Rangoli and Poster making competition, Kurukshetra, Corporate Buddha, Jagrukta, Perna, Pratibimb, The Amazing Race, Deal or No Deal, Traders' Cockpit, a star night, etc.

FOREtech

The team FORE Technical Division (FORETech) provides a platform for interaction and networking among students in execution of various events. Apart from this, the FORETech team organizes various online events such as, IT awareness seminars, movie making, Quizzomania, etc. The team is also responsible for designing, developing and submitting ready to display contents on LCD at FORE.

Think-tank

Think-tank is one of the core student committees at FORE that enriches learning through its creative gamut of inter and intra-college events in all domains of management. It's a team of grey matter enthusiasts that brings together, by their passion, business problem solving, knowledge, experience and fun. Think Tank aims to provide a platform for students to use classroom learning and seek innovative and practical solutions to solve today's business problems. The key events organized by Team Think Tank during the



academic year are: Addict- an event to welcome the new batch, Tathagat - a case-based event for identify problems and give solutions, Corporate Buddha

another major event during Genesis, Finish Line- a competition to gauge the financial knowledge and Quizzark a combination of Challenging Quizzes and fun activities. All students of the first year compete as Class Teams to win the prestigious Trophy of the Best Section of FORE.

Personality Enhancement Cell

Personality Enhancement Cell (PEC) at FORE is a student-driven Committee aims at grooming the students better for placement. The Committee organizes Group Discussions, every week and feedback is provided immediately after GDs. The topics for GD are selected based on the kind of topics allotted by companies during the placement process. The Committee also conducts mock interviews for the first year students, wherein the placed second year students provide a platform for them to work on their resumes and answers to frequently asked questions in interviews.

PEC also organizes weekly Newsroom sessions, which are informal news-sharing and discussions. Team PEC acts as a facilitator to provide a platform to all the students to discuss latest issues in business, politics, economy, world affairs, etc., and helps them develop a viewpoint on every topic through discussion and debate.

TEDx FORE School

TEDx is an annual event that brings together the world's leading thinkers and doers to share ideas in the areas of technology, entertainment, design, science,

humanities, business development, etc. The talks at the conference, known as “TED Talks”, are made available to watch online on the TEDx official channel.

Fore Career Division

FORE Career Division (FCD) coordinates and manages the placement drive at FORE. FCD entitles students to have a corporate exposure. The committee aims towards identifying the employee needs of the Corporate and matching them with the credentials of the students at FORE, through a series of planned processes, communications and activities.

Fore Alumni Network

FORE Alumni Network (FAN) acts as the linking bridge between alumni and current students of FORE, endeavoring to build a better future. It helps in connecting a community of 5000+ strong FORE alumni present globally that has earned a reputation for excellence in the field of management.

FAN is responsible for facilitating alumni connectivity to current batches of students so that they can learn, imbibe the qualities and be inspired from distinguished alumni who have made a mark for themselves in the business world. Alumni too have the opportunity to network with other alumni for professional and social purposes with a sense of well-being for their alma mater.

FAN organizes a mega event Jubilate- an annual alumni meet. Chapter meets are also organised at different locations. Alumni are also invited for interactive sessions to share their experience with students and provide first-hand information on challenges of the corporate world. Alumni help grooming students for their learning and career prospects in multiple ways.

FORE Word

FOREWord is the student editorial board of FORE School of Management. They have to keep a track of all the events happening at FORE. FORE Word team handle the publication of the quarterly newsletter – FOREprints by facilitating the write – up of the events. It also organizes various literary events like vocabulary quizzes, debates, article-writing competitions, extempore etc. It aims at bringing out the literary genius in every student through various literary events. FORE Word team also organizes events like “Twisting Minutes”, “The Argumentative Indian”, “Dumb and Dumber” etc. during the annual management fest-Genesis.

FORE Connect

It is a forum which has been conceived with an aim of developing a mutually beneficial relationship with the students at FORE and also with others including the prospective students. With the core mission of connecting FORE with the outside world, FORE Connect utilizes important social media like Facebook, Twitter, YouTube and other online media/ communities.

Special Interest Groups

Special Interests Groups (SIGs) have been created to bridge the learning gap in the classroom. SIGs help students to explore the depth of a particular subject and provides a common knowledge sharing platform where students at FORE can share, analyze & apply their valuable thoughts and get updated on various current business happenings so that they become capable of effectively facing the competitive business world.

Besides organizing weekly discussion meet, it also organizes various activities such as presentations, Online Games (FUN-DA-MENTAL), quizzes, Debates (D-BAIT), stream specific events like Backflush for operations, Tradeathon for Finance, Sector/industry analysis and GDs. At present FORE has SIGs for Finance, Marketing, HR, Operations, International Business and Investment Portfolio.

Participation of FORE students in the co-curricular & extra-curricular activities outside FORE

FORE students are encouraged and incentivized to participate in the B' School competitions, other co-curricular and extra-curricular activities organized by other reputed Indian B' schools. Many students participates in the co-curricular and extra-curricular events organized by other institutes and colleges within the country. In the academic year 2018-19, twenty students have secured positions and won prizes. Some of the institutions where our students participated last year include IIM, Ahmedabad, SIBM Pune, XLRI Jamshedpur, IIM, Sirmaur, IIM Trichy, IIM Udaipur, IIT Madras and IIM Shilong.

Anti-Ragging

FORE School of Management strictly adheres to the guidelines given by AICTE for prevention and prohibition of ragging. Ragging is totally banned in FORE School of Management and anyone found guilty of ragging and/or abetting ragging is liable to be punished.

For the purpose of monitoring any cases of ragging, FORE has constituted an Anti-Ragging Committee as well as an Anti-Ragging Squad.





Executive Education/Management Development Programmes



FORE School of Management has been designing, developing and conducting innovative Executive Education and Management Development Programmes (MDPs) for working executives in India for over 37 years. The globalized business environment demands that managers leverage the most advanced approaches to perform better and contribute effectively to organizational objectives. Hence, it becomes essential for managers to continuously update themselves about changing business paradigms and innovative business practices to stay ahead of competition. To meet this growing need of training and development for corporate executives, FORE has been consistently imparting training on topical issues in various functional areas of management for business managers at all levels through open Management Development Programmes, Online Executive Education Programmes and customized In-company programmes. The programmes are designed to provide innovative and practical solutions to critical management challenges.

We specialize in providing:

- Customised In-Company Training
- Online Executive Education Programmes
- Corporate Seminars & Workshops
- Outbound Training Programmes
- Consultancy Services

Customized In-Company Training Programmes

FORE conducts customized In-Company training programmes for a large number of organizations for their executives at different levels, and offers unique programmes to suit the business and developmental needs of client organizations. Standard Modules from regular MDPs are also combined and adapted, wherever necessary, to suit the requirements of client organizations. We focus on providing clients with solutions beyond the model of conventional training. By identifying the skills, knowledge and behaviors needed for optimum performance, we assemble our training solutions completely around the expected outcomes. Our proven framework for analyzing the business and training needs allows us to get to the core of organization development requirements. All of our training solutions have a profound impact when implemented in practice.

We also provide a wide range of short duration and long duration Executive Education programmes to help working professionals acquire the latest knowledge and skills and maximize their potential.

Our team of highly skilled and experienced trainers and practitioners have all had distinguished careers in senior management roles and bring with them a wealth of practical experience to each course.

Online Executive Education Programmes

FORE has tied up with Tech Mahindra to offer online Executive Education Programmes using their Virtual Interactive Learning Platform (VIL) and has established within its Campus a state-of-the-art Executive Education Studio. We have successfully launched and conducted online Executive Programmes on Big Data & Data Analytics in collaboration with University of California Riverside, USA and unique programmes on Business Storytelling and Tableau & Data Visualization.

We are also conducting a customized blended- a combination of Online and physical contact classes, Executive Management Programme (EMP) for Collabera, an MNC in the area of Technical Recruiting.

We have also launched an 11 months Online Professional Certificate in Big Data Analytics and Applied Data Science for final year Engineering/MBA students and young working professionals to prepare them to take challenging assignments in this dynamic field of Data Analytics, Deep Learning and Data Science.

Our programmes can be delivered when and where you need them!

Executive PGDM (PGPX):

15 Months Executive PGDM, AICTE Approved Programme Exclusively designed for experienced middle-level working professionals aiming to take up leadership positions in their respective organizations or elsewhere in the industry, FORE PGPX will set new benchmarks in Executive Education and help Managers take their careers to the next level. The Program offers a unique opportunity for professional and personal development by taking participants on a journey of rigorous interactive learning including a 90 hours International Immersion Module (total elapsed time 4 weeks) with Nanyang Technological University, Singapore.

Area wise List of Management Development Programmes which we offer

Communication

- Business Etiquette
- Communication Strategies for Today's Managerial Leaders
- Communications and Presentation Skills

- Crisis Communication
- Developing Communication Competency
- Effective Communication Skills
- Effective Communication through Theatre Technique
- Report Writing and Presentation Skills

Finance

- Enterprise Risk Management
- Finance for Non Finance Executives
- Finance for HR Professionals
- Foreign Exchange Risk Management
- Letter of Credit for Effective Business
- Risk Management in Import-Export Business
- Spreadsheet Modeling for Business Analysis
- Superannuation Planning

General Management

- Advanced Management Programme for Senior Executives
- Certificate Programme in Business Management
- Corporate Governance
- Corporate Social Responsibility
- Developing Entrepreneurship Acumen
- General Management Programme for Middle Executives
- Knowledge Management
- Managing Change for Senior Executives
- Strategic Management

Information Technology

- Big Data Analytics for Business and Management
- Introduction to IT
- Introduction to E Commerce
- Software Project Management
- IT Governance & Contracting
- IT Business Case Preparation
- Introduction to SAS Analytics

International Business

- Data Analytics for Expanding Markets
- Legal Aspects of International Trade
- Procedure & Practices in International Trade

OB/HR

- Achievement Motivation Training
- Aligning Team with Organizational Goal
- Assertiveness through self-development
- Being an Effective Team Player
- Building Competencies for Leadership Roles
- Building High Performing Team



- Competency Mapping
- Contract Labour & Labour Issues
- Developing Emotional Intelligence
- Developing Gender Sensitivity at Workplace
- Developing Leadership Capabilities for Business Success
- Disciplinary Proceedings & Domestic Enquiry
- Enabling Women professionals for Leadership Roles
- Emerging Trends in HR
- Enhancing Assertiveness & Positive Attitude
- Enhancing Managerial Skills
- Excellence through Creativity and Innovation
- HR for Line Managers
- HR Analytics
- Improving Interpersonal Skills
- Improving Negotiation Skills
- Individual Excellence for Organizational Effectiveness
- Interviewing Skills
- Labour Laws and Statutory Compliances
- Managerial Leadership and Team Building
- Managing Resources, Process & Performance
- Mentoring and Coaching
- Organization Culture and Ethics
- Problem Solving and Decision Making
- Psychometric Testing & Applications
- Strategic Human Resource Management
- Strategic Leadership and Change Management
- Stress Management
- Team Building & Conflict Management
- Time & Task Management

- Training of Trainers
- Work Ethics & Culture
- Work Life Balance for Women Executives

Operations

- Advanced Excel Training
- Effective Purchasing Skills and Strategic Sourcing
- Effective Spares Management
- Inventory Management
- Logistics of Air Freight and Warehousing
- Project Management
- Quality Analytics
- Supply Chain Management
- Total Quality Management
- Warehouse Management

Sales & Marketing

- Accelerated Sales Force Performance
- Applied Market Research
- Brand Management
- Concept Selling
- Customer Focused Marketing Strategies
- Customer Relationship Management
- Digital Marketing
- Enhancing Business Development Capabilities
- Enhancing Sales Team Performance
- Integrated Marketing Communications
- Marketing Innovations
- Marketing Strategy in Competitive Environment
- Opportunities and Challenges in Contemporary Marketing
- Putting Customer First
- Social Media Marketing



STUDENTS' PLACEMENT



Placements @ FORE is perhaps one of the most important activity from the students perspective. The Institute engages the Industry by inviting them to the campus for guest lectures, seminars, MDP's, live projects, mentoring sessions etc. This provides opportunities to students to get first hand information from the professionals about their expectations and requirements. This also helps the students in showcasing their talents and sharpening their pitches to the Industry during the placement processes, thereby increasing their recruitment possibilities.

To drive placements, FORE has a very capable student placement committee called as FORE Career Division (FCD) and a full time Placement Office. FORE Career Division has representation from both the first and second year students.

Final Placements for batch 2019 were both faster and better. Better was manifested in a higher median CTC, better quality of Companies and multiple job offers for students. The highest domestic offer this year was of CTC Rs. 18 Lakh and highest International offer was CTC Rs. 31 Lakh

This is the fourth consecutive year, FSM followed a mantra of 'The first offer need not be the best offer'. Students who got an offer of less than Rs. 7 Lakh per annum were allowed to sit for subsequent companies so that the students could improve their placements. Consequentially, both the average and median CTC this year are close to touching Rs. 10.8 Lakh per annum, and Rs. 10.4 Lakh per annum respectively a substantial improvement over last year.

Apart from higher salary packages, there has been an improvement in diversity of recruiters as well , Automobiles , Banking , Consulting , E Commerce , FMCG , FSI, IT/ITES, Logistics , MR , FMCD etc are the few names who recruited from FORE

In terms of roles, Consulting offers represented 12% of the total. Companies which hired this year from this sector are KPMG, Deloitte US, GEP, E&Y from the consulting domain have all hired from FORE this year.

HUL ,Verity Knowledge Solutions, Evalueserve, Crisil, Citi Corp, Cians Analytics , ICICI Securities, Darashaw, are a few of the companies that have recruited for Finance and related profiles. The hiring traction from traditional recruiters also remains strong. FMCG, Automobiles, Banking and IT/ ITES have returned year after year to recruit from FORE.

KPMG, ICICI Bank, Deloitte US, Asian Paints, and many others, like every year visited the campus and hired students.

In fact, encouraged by the performance in SIP of FORE students received multiple PPO offers from various organizations, to name a few, HUL , Deloitte, KPMG GS , Tata Capital ,GEP , GoDigit General Insurance Limited ,NIVEA India Pvt. Ltd. Darashaw , Philips Lighting, Nestle , Hilti, Four-S Services Pvt Ltd etc.

Summer Internship Program (SIP) - Summer Internship Program at FORE is a great mechanism for the students to learn from the various companies. This also gives students an opportunity to apply their learning's in the real life corporate world. Summer Internship is a part of the course curriculum for the students. The Internship has a duration of 8 to 10 weeks and usually extends from the 1st week of April to the 1st week of June. After the completion of the Summer Internship the students are required to submit the Internship report along with the company feedback. Thereafter, the students are evaluated on the quality of Summer Internship Program undergone by them. Some of the students are able to translate the Summer Internship Program into a Pre Placement Offer (PPO) as well, and 2019 was no exception.

The largest ever batch at FORE with 355 students was placed across 110 companies with both the highest and average stipends seeing an upward trend.

The summer placement for the batch witnessed participation from companies from diverse sectors and industries across all domains. Brand leaders like Amul, Asian Paints, Canara HSBC Life Insurance, Capgemini, Deloitte USI, Federal Bank, Godigit general Insurance, Google, HCL Technologies, HDFC Bank, Indospirit, International Data Corporation, KPMG, Mahindra & Mahindra Ltd. Philips Lighting India Pvt. Ltd, SBI Life Insurance, VE Commercial Vehicles Ltd, Novartis, GEP, HUL, Tata Capital, Siemens etc. recruited from the campus. HDFC Bank became the top recruiter in summer internship.

International Placements

In addition to the domestic placements, this year students were offered multiple roles for international firms such as Jumbo Electronics, Abudawood AISafar and Square Yards Roles for GCC Countries like Dubai and Bahrain.

Students were offered diverse set of roles including Key Account Management, Logistics Management, Enterprise services, Category Management (Distribution and Retail) and Business Analytics.

Collectively 11 international offers were extended to students with highest compensation offered as Rs. 31 Lakh per annum, showing faith of the global lead firms in the talent pool at FORE.



Top Recruiters At FORE



- 92.7 Big FM
- Abbot
- Absolutdata
- Abudawood Al Saffar Co
- Accenture Technology
- Adeeco
- Aditya Birla
- Fashion and Retail Ltd.(Pantaloons)
- Aditya Infotech Ltd - CP PLUS
- Aircel
- Akzo
- Nobel
- Amazon
- Apollo International Ltd.
- Apollo Munich Health Insurance
- Asahi India Glass Ltd.
- Asian Paints
- Axis Bank
- Aye Finance
- Bacardi
- Bain & Co.
- Bajaj Allianz Life Insurance
- Bajaj Electricals Ltd
- Bajaj Finserv
- Balmer Lawrie & Co.
- Bank of America
- BCG
- Bharti Airtel
- British Telecom
- Business Octane
- Byju's
- Capgemini
- CB Richards Ellis
- CBRE
- Chai Point
- Cians Analytics
- Citi Corp
- Citibank
- Coffee Day Beverages
- Cognizant
- Continental Tyre
- Cremica
- Crif Solutions
- Crisil
- CRM Next
- Daikin
- Darashaw
- Decathlon
- DELL
- Deloitte India
- Deloitte US
- DHFL Pramerica Life Insurance
- DHL Supply Chain
- DMI Finance
- Dun & Bradstreet
- Ebizon Netinfo Pvt. Ltd
- Eclerx
- Edelweiss Tokio
- Ernst & Young
- Euromonitor International
- Evalueserve
- EXL Services
- Expedia
- Explorars
- EY LLP
- EYGDS
- Federal Bank
- Feed Back Consulting
- Fino Payment Bank
- Fiserv
- Flourish PureFoods
- Four-S Services Pvt Ltd
- Franchise India Brands Limited
- Franke Faber India Pvt. Ltd
- Franklin Templeton Inv.
- Future First
- Gall UpGartner
- Genpact Enterprise Risk Consulting LLP (Axis Risk Consulting)
- Genpect
- GEP
- Gfk Mode
- GMR Group
- GoDigit General Insurance
- Google
- Grail Research
- Grindwell Norton Ltd. - Saint-Gobain Group
- HCL Technologies
- HDFC Bank
- HDFC Life
- HDFC Limited
- Hector Beverages
- Hero Fincorp
- Hero Moto Corp
- Hewlett Packard
- Hexaware
- Hilti India Pvt Limited
- Hindustan Unilever
- Housing.com
- HSBC
- Huhtamaki-PPL
- HUL
- Hyundai Motor India Limited
- ICICI Bank
- ICICI Pru
- ICICI Securities
- IDFC First Bank
- IFFCO
- IMRB International
- Indo Simon Electric
- Indospirit
- IndusInd Bank
- Infosys
- Inspireone
- Ipsos Research
- ITC
- ITC Hotels
- ITC Limited
- J.K. Paper
- Jamboree Education Pvt. Ltd.
- JCDecaux
- Jindal Steel
- JK Paper
- JK Tyre & Industries Limited
- Jones Lang LaSalle
- JP Morgan
- Jubilant Life Sciences
- Jumbo Electronics
- Kantar
- Ken Research
- Khimji Ramdas
- Kotak Mahindra Bank
- Kotak Securities
- KPMG GS
- L & T
- Lava International
- LG Electronics
- Logitech
- Macmillan Publishers
- Magma Fincorp
- Mahindra and Mahindra Ltd.
- Mahindra Comviva
- Mahindra Truck and Bus Division
- MakeMyTrip
- Manpower Consultancy
- Maruti Suzuki India Limited
- Maveric Systems
- McKinsey Knowledge Center
- Medlife.Com
- Mercer
- Michael Page
- Millward Brown
- Moody's Analytics Knowledge Services
- Moolchand Healthcare
- Mphasis
- Mynd Solutions
- Naukri.Com
- Nestle
- Newgen Software Technologies
- Nielsen
- NIIT Technologies
- NIVEA India Pvt. Ltd.
- Novartis
- Oaknorth Analytical Intelligence Private Limited
- Oberoi Hotels
- Odessa Technologies
- Ogilvy & Mather
- Orient Electric
- Oriflame
- OYO Rooms
- Ozone Pharmaceuticals Limited
- Pernod Ricard
- Philips Lighting India Pvt. Ltd
- Pitney Bowes
- Power Grid Corp.
- PropTiger
- Prospecta Software
- Prudential Financial
- Pure Media Imagination
- Purnartha
- PwC
- Quality Council of India
- Quikr
- Radico Khaitan
- RattanIndia Finance
- RBL Bank
- Reckitt Benckiser
- Relaxo Footwear
- Reliance General Insurance
- Reliance Industries
- Religare Health Insurance
- Right Management
- Royal Bank of Scotland
- Royal Datamatics
- Salesforce
- SandMartin Consultants Pvt Ltd
- Sapient
- SBI Life Insurance
- Schneider Electric
- Secure Now
- Seepco
- Shiksha .Com
- SITI Networks
- Spandana Sphoorty Financial Limited
- Spark Minda
- Squareyards
- SRF
- State Bank of India
- State Trading Corporation
- Swedish Trade Council
- Tata AIA Life Insurance
- Tata Asset Management
- Tata Capital
- Tata Communications
- Tata Consultancy Services
- Tata Motors
- TATA Power
- TATA Steel
- Tata Teleservices Limited
- TCS
- Tenon
- The Smart Cube
- Thought Focus Technologies
- Times Internet
- TIMES OOH
- TNS Global
- To the New
- Total Oil India Private Limited
- Trafigura
- Treks 'n' Rapids
- TresVista Finance
- Tribeca Creators LLP
- Trident
- Unicharm
- United Biscuits
- Usha International
- Varun Beverages
- Vene Klasen Associates
- Verity
- Verity Knowledge Solutions
- Vikram Solar
- VIVO
- VLCC
- Whirlpool
- Wingify
- Wipro
- Xceedence
- YES Bank
- Zee Entertainment
- Zomato
- ZS Associates
- Zycus



DISTINGUISHED ALUMNI

Details of some of the Top Distinguished Alumni of FORE:

Sl. No.	Name	Batch	Designation	Company	Details
1	Anjali Joneja Amar	FMG 3	Country Manager	Verizon Enterprise Solutions	<ul style="list-style-type: none"> Microsoft (as Sales Director, Telecom and Media) Ericsson (as Director-Engagement Practices- TV and Media Business) IBM India (as General Manager, Telecom: Country Manager M&E & Acct. Manager Telecom) Computer Associates Compaq Computer India QuantM Systems Pvt. Ltd. IT&T Enterprises Pvt. Ltd.
2	Rahul Raizada	FMG 12	Director	PWC	<ul style="list-style-type: none"> Joined PwC from FORE Has significant experience of working in renewable energy sector on policy advisory, bidding framework, commercial due diligence and strategy. Experience in advising the Regulatory Commissions on electricity pricing, regulation and reform road map.
3	Sajith Sivanandan	FMG 2	Managing Director and Business Head - Google Pay and Next Billion UserInitiatives, Google India	Google	<ul style="list-style-type: none"> 11 years at Google. On the Board of Malaysian Global Innovation & Creativity Center. Worked earlier with Affle UK Ltd., The Gallup Organization.
4	Sandeep Arora	FMG 6	Country Managing Director (Customer Experience)	CISCO	<ul style="list-style-type: none"> 20-year experience in ICT industry and extensive experience across India and SAARC Leads Major Telco & SP-Video business for Cisco in Service Provider Vertical Cisco Systems.
5	Sanjay Sarma	WMG 1	Co-founder and CEO of Design Worldwide	CEO	<ul style="list-style-type: none"> Co-founder and CEO of India's first equity-funded multi discipline strategic brand design firm, with a focus on the outsourcing industry. Adman turned entrepreneur offers integrated multi- discipline strategic designs and creative services.
6	Shaaista Quettawala	WMG 9	Head, HR	Bain & Co	<ul style="list-style-type: none"> Worked earlier with Boston Consulting Group, KPMG Advisory Service, Hewitt Associates, Evalueserve.
7	Shailesh Dash	FMG 1	Founder & CEO	Al Masah Capital Ltd.	<ul style="list-style-type: none"> Founded various financial services companies aimed at promoting ethical and socially responsible investments in the Middle East & South East Asia region Former Managing Partner at Global Capital Management Limited Former Head of Alternative Investment business at Global Investment House (GIH).
8	Tanoj Sarna	FMG 1	Director	Flaberry.com	<ul style="list-style-type: none"> Senior General Manager, Marubeni-Itochu Steel India Started the biggest steel trade business between Japan & India for importing auto grade steel to make cars in India, since 1996. Started the JV with a leading Real Estate group for Itochu and made a five-star hotel project in New Delhi.
9	Vikram Gill	FMG 3	Vice President, COO	Dell	<ul style="list-style-type: none"> Specialist in Strategic planning, Change management, Transformation, Managing a P&L, Driving Growth, Sales Management, Product Management, Online Marketing, Social Media and Communities, Online lead Gen and pipeline creation, SEO, SEM, Canada, APJ region, China, India & Talent development and building highly effective teams. Worked earlier with SBI Cards (GE Capital- SBICPSL).
10	Ashwinder RAJ Singh	FMG 4	Group Business Head	Bajaj Housing Finance Limited	<ul style="list-style-type: none"> Co-founder and CEO- ANAROCK CEO-Residential Services, JLL Country Head and EVP-Sales & Distribution. EVP & Business Head - Network & KPO
11	Sumita Bhatia Vijh	FMG 2	National Head Retail and Trade Marketing	Hewlett-Packard India	<ul style="list-style-type: none"> Country Category Manager- Consumer Home Printers, HP Consumer Marketing Head, Printing Group, HP DGM Marketing, Reliance Communications Head of Marketing, Delhi Circle, Tata Teleservices Limited
12	Vishal Tuhan	FMG 9	Private Equity Fund Accounting	Thought Focus	<ul style="list-style-type: none"> Vice president, JP Morgan Deputy General Manager, Cognizant Technology Solutions
13	Arti Aggarwal	FMG 14	Director HR & Head Corporate Communications & PR	Faber- Castell India	<ul style="list-style-type: none"> Head Corporate Human Resources, Essar Manage Business Partner role for Essar Corporate, Central entities & International Locations (UK, North Americas, China, Mauritius & UAE). For International locations - single point of contact for key stakeholder management, formulating policies and processes, practice of BSC - imbedded for business reviews , compliance as per local laws , provide comprehensive compensation and benefits coverage for the overseas employees and ensure retention of key critical talent.

Sl. No.	Name	Batch	Designation	Company	Details
14	Poonam Gupta	FMG 8	CEO	PG Paper Company Limited	<ul style="list-style-type: none"> Awarded the prestigious "Officer of the British empire" OBE by the queen of England for her outstanding achievements in the field of Commerce and Charity
15	Sandeep Puri	FMG 1	Head - International Business	Escorts Limited	<ul style="list-style-type: none"> Experienced Head of Global Marketing & Business Development with an experience of working in the Engineering and currently in Automotive industry
16	Anamika Priyadarshi	FMG 2	Head - Marketing & Corporate Communications	Danube Group	<ul style="list-style-type: none"> Launch and Introductions of new Multinational Brands /Premium Product Lines (SMEG Home Appliances, Siematic Luxury Kitchens etc.) Winner of Retail City Award – UAE in 2008 Received various awards and appreciations from various principals (for ex. Best Distributor Award in MEA by Gigaset 2011, Best Distributor award in ME and Indian Subcontinent in 2010 by Siemens-BSH group.etc.) CSR Program Management for Easa Saleh Al Gurg group on Breast Cancer Awareness organized through Dubai Chamber Successful product bundling and other innovative Marketing Strategies for both retail and trade groups. Helped the Easa Saleh Al Gurg Group to set up an in-house training academy for the entire group. Created a Business Plan for setting up a World Class Service Center using the Best Practices being followed by the Industry leaders
17	Haneet Vohra	FMG 2	Marketing Director	KSB designs	<ul style="list-style-type: none"> Member of FORE School of Management - Academic Council
18	Prashant Dhar	FMG 2	Vice President-Marketing and E Commerce, Indian subcontinent	Ariston Thermo Group	<ul style="list-style-type: none"> Worked on a global assignment as Group Head for Digital Marketing, based out of Milan, Italy Featured in Most Talented CMOs of India 2015, 4th edition book released by CMO Asia. Most Talented Marketing Professional award 2014 by World Marketing Congress Honoured as top 50 most talented CMOs 2013 by CMO council of World Brand Congress
19	Sukhvinder Ahuja	FMG 5	Director - Business Group (CRM & ERP - Dynamics 365)	Microsoft	<ul style="list-style-type: none"> Business Leader with over 22+ years of experience in the IT industry spanning across multiple functions with an accomplished track record for delivering and sustaining revenue and business goals
20	Anuj Deepak	FMG 13	Advisor	ZICO Asset Management, Singapore	<ul style="list-style-type: none"> An experienced Wealth Management Professional with 12+ years of experience Previously, Director, AZ Athenaeum, Singapore
21	Kriti Jain	FMG 13	Director, Group Financial Crime Compliance	Standard Chartered Bank, Singapore	<ul style="list-style-type: none"> Risk and compliance specialist with subject matter expertise in financial services - financial crime compliance, correspondent banking, transaction banking, cash management, payments, fintech, credit cards, project management, programme management, retail banking, mobile money, e-wallets, virtual currencies and blockchain
22	Aditya Kaul	FMG 12	Senior Vice President	IIFL Investment Managers, Singapore	<ul style="list-style-type: none"> Previously, Associate Director, Citi Relationship Manager, HSBC Assistant Vice President BNP Paribas
23	Charu Singh	FMG 4	General Manager	Tourism Finance Corporation of India	<ul style="list-style-type: none"> She is currently working as the General Manager of Tourism and Finance corporation of India
24	Ashish Mahindra	WMG 8	Vice President, Operations & Transformation - Global Services Group	American Express	<ul style="list-style-type: none"> Sr. Director, Head of Operations Excellence - Banking, Financial Services, Insurance & Healthcare BU at WNS Global Services AVP, PMO Lead- Mortgage and Insurance at Bank of America
25	Aseem Agrawal	FMG 13	Senior Director	Yes Bank	<ul style="list-style-type: none"> Product Manager - Global Markets Group - Forex and Interest Rate Derivatives for North India Company Name IndusInd Bank
26	Arsh Maini	FMG 3	CEO	Candela Labs, UK	<ul style="list-style-type: none"> Previously, Partner, Head of Strategic Services Group, KPMG Director, Corporate and Strategic Planning Serco Director, Deloitte Consulting
27	Sachin Goel	FMG 6	Chief Technology Officer & Head of Distribution Excellence	Candela Labs, UK	<ul style="list-style-type: none"> Chief Information Officer, KPMG India Head Technology - Investment Management, Sales Automation, Web & Mobile platforms ICICI Prudential
28	Vinita Rustagi	FMG 4	Vice President	JP Morgan Chase	<ul style="list-style-type: none"> She has previously worked with companies like GE Capital International Services, HP and Northern Trust Bank
29	Arun Kumar Singh	FMG 4	Director - Sales & Marketing	Mosaic India Pvt. Ltd.	<ul style="list-style-type: none"> He was working as a Director - National Accounts with Mosaic India and as a Head of Marketing and Business Development with Reliance InfraTel .
30	Swati Rangachari	FMG 5	Chief Corporate Affairs Officer	Sterlite Technologies Limited	<ul style="list-style-type: none"> Policy Council Leader Corporate Affairs Governance Framework Strategy, planning and budgetary growth Shape Digital Policy initiatives

FORE



PGDM, PGDM-IB & PGDM-FM (Full Time)

ACTIVITY	PERIOD
Sale of Application Forms	October - December 2019
Shortlisting for Selection Process	February 2020
Personal Interview Session	February - March 2020
Declaration of Result	April 2020
Commencement of Programme	June 2020



For Details please log on to:
www.fsm.ac.in

Send your queries to:
admissions@fsm.ac.in



FORE School of Management, New Delhi

"Adhitam Kendra"

B-18, Qutub Institutional Area, New Delhi-110016 (India)

Phone: (011) 2656 9996, 4124 2415

E-mail : admissions@fsm.ac.in | Website : www.fsm.ac.in

