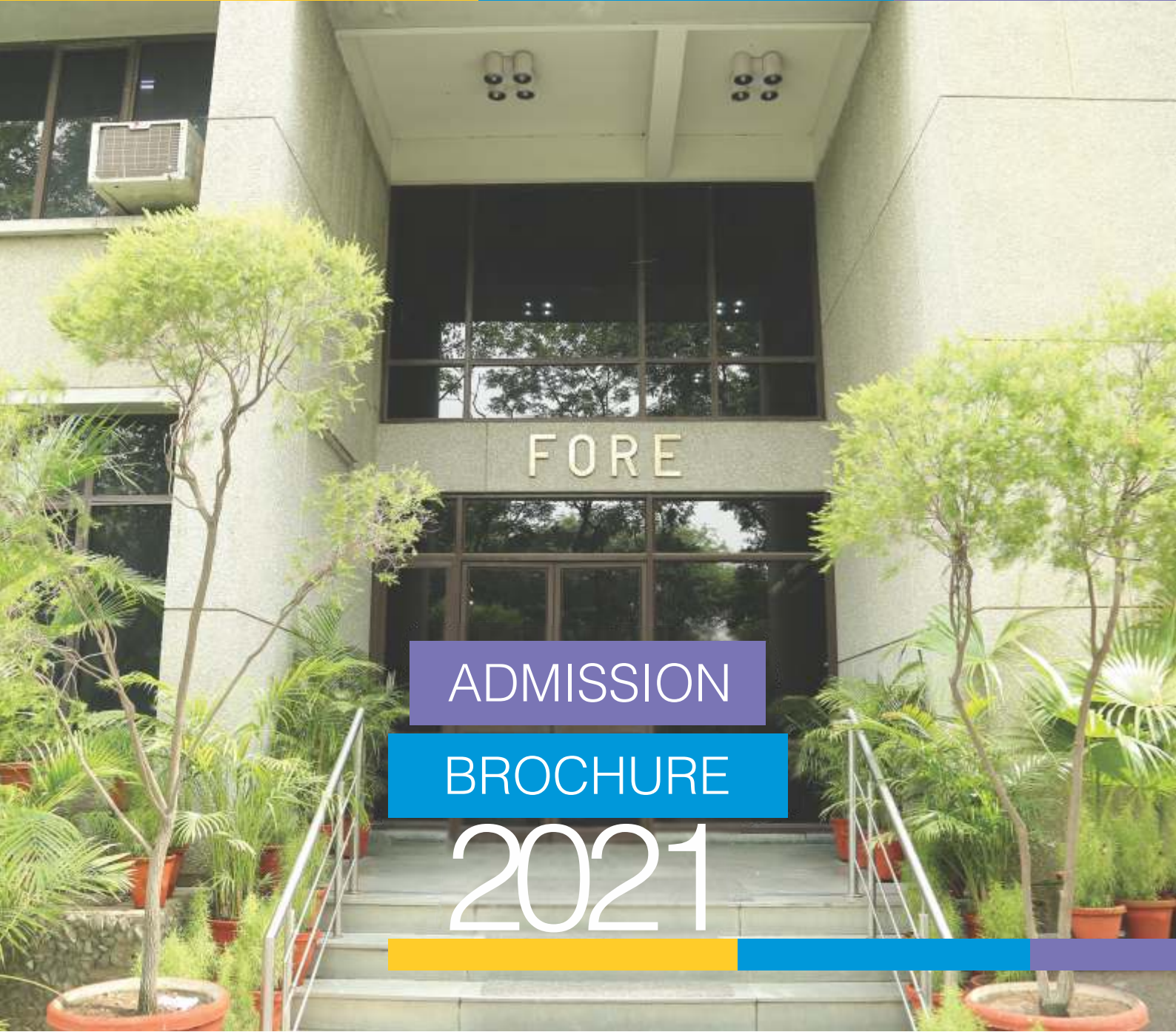




**FORE SCHOOL OF MANAGEMENT
NEW DELHI**

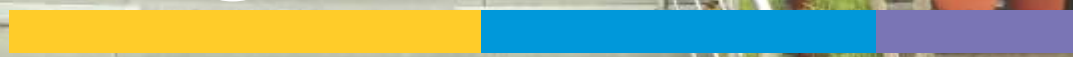
LEARN TO LEAD



ADMISSION

BROCHURE

2021





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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.'





Chairman'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 one new AICTE approved full-time programme, the Post Graduate Diploma in Management (Big Data Analytics), which has helped make our portfolio more diverse. The rich pool of applicants represented 27 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. The eco-friendly campus in the peaceful location of Qutub Institutional Area, is equipped with high class facilities. 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.fsm.ac.in to know more about us. The learning experiences of students at FORE School of Management, New Delhi are invaluable and have enriched their life in many ways.

The Institute has been putting in continuous efforts to deal with the after effects of the COVID-19 pandemic. Apart from ensuring continuity of learning through online medium, we have also put in place several health and safety measures to prioritise the safety of students, staff and faculty on campus.

Dr. B.B.L Madhukar



Director's Message

For the past three decades, FORE has successfully created a position for itself as a leader in intra-disciplinary Management Education, Research, Consultancy and Training. In this academic year, the 30th batch of students for our full time PGDM programme, the 15th batch of students for the PGDM (International Business) programme, the 4th batch of students for the PGDM (Financial Management) programme and 2nd Batch of students for PGDM (Big Data Analytics) 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 the 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.

The investment in technology has helped the institute to cope with the effects of the COVID-19 pandemic. Faculty members are helping students make the most of e-classes, the technology tools and platform has been upgraded, and staff training for these tools has been enhanced. E-internships, online placement process, and e-learning opportunities through e-books to replace library content has also been successful.

Our key to success has been the opportunity we create for our students to interact closely with the corporates & engaging with the corporate world to make meaningful impact. 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 one new full time AICTE approved programme. The Post Graduate Diploma in Management (Big Data Analytics).

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

In the changing pandemic scenario, there is an increasing demand for quality-management education to be imparted in the hybrid mode, i.e., both online and off-line. FORE School of Management, a leading private B-School of India, has reoriented itself to cater to the need of the hour. The online teaching has been handled quite successfully at FORE by our team of highly qualified, experienced and dedicated faculty plus support staff who have devoted their time to ensure quality teaching. 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 which help augment their studies beyond the 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 and problem-solving abilities. Keeping the industry requirements in mind, we are also offering more relevant and contemporary programmes like the New Post-Graduate Diploma in Management (Big Data Analytics).

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.

At FORE we also emphasis on overall development of our students. We train our students to imbibe human and ethical values, which would help them in achieving personal and professional success. At FORE, 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
Chairman

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



Dr. Vinayshil Gautam, FRAS (London)
Vice Chairman

(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.



Ms. Haneef Bhasin Vohra
Member

Director-Marketing, KSB Designs



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

THE ACADEMIC ADMINISTRATIVE TEAM & AREA CHAIRPERSONS



THE ACADEMIC TEAM

Director
Dean – Academics
Dean – Corporate Relations
Dean – Academic Services
Secretary – Faculty Council

Dr. Jitendra K. Das
Prof. Sanghamitra Buddhapriya
Prof. Rajneesh Chauhan
Prof. Hitesh Arora
Prof. Alok Kumar

THE ADMINISTRATIVE TEAM

Administrative Officer
Advisor (Legal & Administration)
Librarian
Senior Manager (CCR)
Senior Manager (Placements)
Senior Manager (Admissions)
Manager (Accounts)
Manager (Systems)
Manager (Academics)
Manager (Academic Services)

Mr. Shailendra Kumar
Mr. R. K. Joshi
Mr. Rajesh Kumar
Mr. Mukesh Maheshwari
Mr. Vivek Chakrapani
Mr. Anupam Bhaskar
Mr. Bhuvan Chand
Mr. Uday Kumar
Mr. Digamber Parsad
Mr. Goutam Kumar Patro

AREA CHAIRS

Communication
Economics and Business Policy
Finance & Accounting
Information Technology
International Business
Marketing
Organizational Behaviour & Human Resource
Quantitative Techniques & Operations
Strategic Management

Prof. Reeta Raina
Prof. Shallini Taneja
Prof. Gagan Sharma
Prof. Lalit K Jiwani
Prof. Sudeep S.
Prof. Varsha Khattri
Prof. Neeraj Kumar
Prof. Sumeet Kaur
Prof. Anil Kumar Singh



RECOGNITIONS & ACCREDITATIONS

Accreditations/Ratings

- The PGDM, PGDM (IB), PGDM (Financial Management), PGDM (Big Data Analytics), 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, 2021.
- 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 TO FORE SCHOOL OF MANAGEMENT, NEW DELHI

- **Best Institute Promoting Research'** award in the National Summit on Education 2020 organised by ASSOCHAM on February 19, 2020 at Hotel Radisson Blu, Ranchi, Jharkhand. The Award was given by the Chief Guest Shri Rabindra Nath Mahato, Hon'ble Speaker, Jharkhand Legislative Assembly.
- **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 India's 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 (<https://www.rennes-sb.com/>)
- 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>)
- Risk Management Institute, National University of Singapore, Singapore. (<https://rmi.nus.edu.sg/>)

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)
- 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
- United Nations Global Compact Network India
- The Delhi Flying Club Ltd., New Delhi

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 29 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 aim 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.

STATE-OF-THE-ART INFRASTRUCTURE

- 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. Capitaline AWS, Euromonitor International 'Passport' and Refinitiv's 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 12 Plus 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 subscribing national and international print journals and magazines also. For enriching and lively classroom teaching and learning experience, the library has a subscription of Harvard Business School Publishing and The Case Center, and special arrangement with 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: CSIR-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. RFID technology has been implemented for security and smooth functioning of issue/return of library documents.

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/RFID library membership card and each library document contains a bar-code label/RFID Tag 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 500 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, PaperCut, MS-Project, R, R Studio, MS SQL Server, Visual Studio, etc. are extensively used.
- Online conferencing tools like Cisco WebEx, Microsoft Teams and Google Meet are available for Online Meetings, Webinars and Classes.
- 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 Zone Director 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. Labs are available with all the latest software & 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 Programme)

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
Post Graduate Diploma in Management (Big Data Analytics) PGDM(BDA)	Two years



Admission Procedure for PGDM, PGDM(IB), PGDM(FM) & PGDM(BDA)



Admission to the Two Year Full Time Post Graduate Diploma in Management, Two Year Full Time Post Graduate Diploma in Management (International Business), Two Year Full Time Post Graduate Diploma in Management (Financial Management) and Two Year Full Time Post Graduate Diploma in Management (Big Data Analytics) 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 2021 can also apply subject to furnishing the proof of having passed graduation by Friday, October 1, 2021 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-2020) conducted by IIMs, XAT-2021 conducted by XLRI, Jamshedpur or should have a valid GMAT score in a test taken between 1 January 2019 and 20 January 2021.

SELECTION CRITERIA

Short listing for the selection Process is based on CAT-2020 percentile/ XAT-2021 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 programmes applying for	Base price in Rs.	18% GST	All-inclusive Application Fee in INR
One programme	1,650	297	1,947
Two programmes	2,500	450	2,950
Three Programmes	3,300	594	3,894
Four Programmes	3,500	630	4,130

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

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.

ADMISSION FEES

Programme	Self Sponsored Category	Company Sponsored Category
PGDM	Rs.15.98 Lakh	Rs.23.97 Lakh
PGDM(IB)	Rs.15.98 Lakh	Rs.23.97 Lakh
PGDM(FM)	Rs.15.98 Lakh	Rs.23.97 Lakh
PGDM(BDA)	Rs.15.98 Lakh	Rs.23.97 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 admission fee.

Registration fee includes:

- Rs. 5,000 towards Security Deposit (**refundable**).
- Rs. 3,000 towards Library Security (**refundable**).
- Rs. 2,000 towards Journal Subscription for two years
- Rs. 5,000 towards Medical Insurance with Personal Accident Policy for 2 years.
- 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 to all Two-Year Full Time students to attend a complimentary International Immersion Programme at a location outside India
- International Immersion Programme (IIP) is a complimentary component of the PGDM/PGDM(IB)/PGDM(FM)/PGDM(BDA) programmes. It is subject to the safe International traveling conditions during the said period of time and the Institute reserves the right to cancel the same in a pandemic like situation.
- 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.

MEANS-CUM-MERIT SCHOLARSHIPS

FORE School of Management offers scholarships to the needy and meritorious students for PGDM, PGDM(IB), PGDM(FM) and PGDM(BDA) programme. The Means-cum-Merit Scholarship is provided on the basis of economic condition and academic performance of the students. The scholarship support includes waiver of full tuition fee to students selected for this scholarship as per the rules of the institute.

MERIT SCHOLARSHIP

FORE School of Management provides Merit Scholarship to the Rank holders of first year students. The details are given below.

Programme	No. of Merit Scholarships	Criteria	Scholarship Amount
PGDM First Year (180 students)	3 (first three rankers)	Based on the overall Performance of First Year	Rs. 1,00,000/- each
PGDM (IB) First Year (120 students)	2 (first two rankers)	Based on the overall Performance of First Year	Rs. 1,00,000/- each
PGDM (FM) First Year (60 students)	1 (topper)	Based on the overall Performance of First Year	Rs. 1,00,000/-
PGDM (BDA) First Year (60 students)	1 (topper)	Based on the overall Performance of First Year	Rs. 1,00,000/-

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.



15 MONTHS FULL TIME EXECUTIVE PGDM

The Executive PGDM Programme

Executive PGDM is a 15 months' Full Time General management Programme exclusively designed for experienced middle-level working professionals aiming to take up leadership positions in their respective organizations or elsewhere in the industry. The Executive PGDM programme of FORE School of Management aims at setting new benchmarks in Executive Education and help Managers take their careers to the next level. It offers a unique opportunity for professional and personal development by taking participants on a journey of rigorous interactive learning including an International Immersion Module with world-renowned B-Schools at their foreign campus and 3 Months Project after completion of 12 Months Classroom training.

We invite applications for the 2021-22 batch.

Programme Highlights:

- AICTE Approved Full-Time Programme consisting of 12 months of course work over 4 Terms and 3 months of the field research project at the end of the course work.
- Best in class, industry-relevant curriculum to build cutting edge skills like Data Analytics & Artificial Intelligence, Innovation & Design Thinking, Marketing Analytics, FinTech, Venture Capital, M&A, etc.
- Complimentary International Immersion programme– thirty hours of course work with certification at our academic partner the National University of Singapore (NUS) and Nanyang Technological University (NTU) in Singapore. Added Benefit of prestigious 'NTU-FORE Global Management Certificate'.
- Regular interactive sessions by Industry Experts and Renowned Academician from other top B-schools.
- Strong Industry Connect through content creation and delivery by corporate experts.
- Opportunity to do live projects during the course
- Lateral Placement Support, leveraging more than 6000 Alumni of the Institute, placed all over the world. Click here to find the Placement Report of the Institute. Some of the prominent companies include Centum Learning, Cognizant, HCL Technologies, Hero FinCorp, Hexaware Technologies, IGT Solutions, Infosys, Jindal Rectifiers, Mindtree, Newgen Software Technologies Ltd, Vikram Solar, Wipro Ltd, Zycus, To The New, Mahindra & Mahindra.
- International Immersion Programme (IIP) is a complimentary component of the Executive (PGDM) programme. It is subject to the safe International traveling conditions during the said period of time and the Institute reserves the right to cancel the same in a pandemic like situation

SELECTION PROCESS

The Institute has a robust selection procedure for admission to the programme and it includes-

- Short-listing on the basis of CAT/XAT/GMAT Score.
- Written Ability Test (WAT), Business Awareness Quiz (BA-Q) and Personal Interview (PI).
- Final selection on the basis of CAT/XAT/GMAT score, performance in the WAT, BA-Q, PI,

Academic Performance and Work Experience.

Some selection criteria may be added/removed as considered appropriate by the Institute. The final criteria for selection shall be informed to the candidates before the selection process.

How to Apply

Candidates interested in applying are requested to note the following-

- Candidates can apply online <http://admissions.fsm.ac.in/>. For online application submission candidates need to pay either through net banking or credit/debit card.
- Applicants need to pay the application fee Rs.1200/- + GST @18% per form.

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.



ACADEMIC PROGRAMMES



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).
- Two Year Full Time Post Graduate Diploma in Management (Big Data Analytics) PGDM(BDA)
- 15-Month Full-Time Executive PGDM (PGPX), approved by AICTE
- Full Time Fellow Program in Management (FPM), approved by AICTE



PGDM (FUTURE MANAGERS' GROUP)

The Two Year Full Time Post Graduate Diploma in Management which we refer to as Future Managers' Group (FMG) is designed to train and groom the future managers at FORE.

OBJECTIVES

- To have comprehensive understanding of the corporate world
- To integrate the theoretical knowledge with the practical aspects of business and their implications on strategic execution
- To acquire conceptual and analytical abilities required for effective decision-making
- To evolve with the dynamic and complex working environment

THRUST

The basic thrust is on understanding the independent nature of Organizational dynamics and its managerial implications. This shall help students acquire conceptual and analytical abilities required for appropriate decision-making and their effective implementation. A number of generic learning outcomes related to the theme of corporate performance are specified, which emphasize on the objectives listed above and link the various functional modules.

LEARNING OUTCOMES

The students will have:

- 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 instructional methodology 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.

CURRICULUM

The curriculum of the PGDM (FMG) 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 begin from Term-3 onwards. Thus, while Term-1 and Term-2 have only core courses, Term-3 have both core and elective courses. The elective courses allow students to choose and develop proficiency in their Area of Specialization.

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 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 second year of the programme, from Term-4 to Term-6 consists only of elective courses. These electives comprise courses offered by different Areas, courses of independent study, exchange programmes, and complimentary International Immersion Programme (IIP).

The International Immersion Programme is a 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 area of specialization. The immersion involves 15 hours of in-class course in an elective of choice along with industrial and corporate visits at any one of the international partner institutions abroad. The credits earned in the IIP accrue in Term-6.

PROGRAMME STRUCTURE AND CREDITS

The institute uses the concept of credits to indicate the number of in-class contact hours in a course. One credit equals 10 in-class contact hours. The 3.0 credit 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. Out of the required credits, 97.5 credits come from classroom teaching, and the balance 6.0 credit from Summer Internship. The 97.5 credits of classroom teaching are obtained from 54.0 credits of core courses, and 43.5 credits of electives. It must be noted that the credits earned from Summer Internship are not used for calculation of CGPA.

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 (core)
Term-2	21 credits (core)
Term-3	18 credits (12 credits from Core courses + 6 credits from Electives)
1 week International Immersion Programme of 1.5 credit (will reflect in Term-6)	
8-10 weeks Summer Internship Project of 6.0 credit	
Second Year	
Term-4	18 credits (Electives)
Term-5	9 credits (Electives)
Term-6	10.5 credits (electives including 1.5 credit earned in IIP)
TOTAL	103.5 credits

COURSES AND CREDITS

A student is required to do 60 credits of courses in the first year of the programme. Of these, 54 credits are earned from core courses and the rest 6 credits from electives. Following is the list of Courses, their Area, and the associated Credits offered to the students in the First Year.

Term-1		
S.No	Name of the Course	Area
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	Business Analytics - I	QT & OM
7	Optimization Model for Decision Making	QT & OM
Total Credits		
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	Operations Management-I	QT & OM
9	Business Research Methods	QT & OM
10	Strategic Management	Strategy
Total Credits		
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	Operations Management-II	QT & OM
5	Project Management	QT & OM
6	Strategic Entrepreneurship and New Age Business Models	Strategy
7	Managerial Skills for Effectiveness	OB & HR and Communication
8	Elective-1	
9	Elective-2	
Total Credits		

ELECTIVES

From Term-3 onwards in the First Year, students will be required to undertake Elective courses. A student enrolled in the PGDM (FMG) programme, is required to complete 43.5 credits from the Elective courses spread over Term-3 in the First year, and Term-4 to Term-6 in the Second year of the Two Year Programme. Out of the above, 1.5 credit will accrue in Term-6 from the IIP held in between Term-3 and Term-4.

FORE School of Management offers dual specialization to all the students enrolled in its programmes. This means that a student may specialize in at the most two Areas. In order to specialize in any Area, a student will need to take 15 credits of electives in the chosen Area of specialization. This requirement of 15 credits is both minimum and maximum. Students are not permitted to specialize in any third Area, and as such, he/she will not be allowed to opt for more than 9 credits out of the balance credit of courses from any one Area.

In order to provide the students opportunities to specialize in their Area of choice, each Sentient Area will offer Elective courses. The Sentient Area may specify certain Elective courses as Specialization Area Pre-requisite (SAPR) courses that must be taken by those students who have chosen that Area to Specialize in.

The Elective courses will be offered by the following Sentient Areas:

- Communication
- Economics and Business Policy
- Finance and Accounting
- International Business
- Information Technology
- Marketing
- Organizational Behaviour and Human Resources
- Quantitative Techniques and Operations Management
- Strategy

SPECIALIZATION - WISE LIST OF COURSES

Note: The list of electives, including those specified as SAPR, is indicative and tentative. Students may opt for these courses subject to specialization requirements, availability, eligibility, limitations on class size, etc.

AREAS OF SPECIALIZATION & COURSES
COMMUNICATION
Cross Cultural Communication
Effective Leadership Communication Through Theatre Techniques
Communication on Digital Platforms
Enhancing Your Personal Brand Through Theatre Technique
ECONOMICS and BUSINESS POLICY
Social Enterprise and Sustainable Development in Emerging Economies
Foreign Trade and Exchange Market
Public Policy for NGO Management
FINANCE and ACCOUNTING
Financial Markets, Institutions and Services (SAPR)
Equity Valuation and Portfolio Management
Commercial Banking Practices and Treasury Management
Financial Derivatives
Investment Banking
Wealth Management and Alternative Investments
Fixed Income Securities and Structured Products
Project Appraisal and Financing
Applied Financial Risk Management
INFORMATION TECHNOLOGY
Machine Learning with Python
Big Data And Data Analytics for Managers (Using Python)
Deep Learning and NLP
Social Media Analytics
Machine Learning, Blockchains, Fintech
Managing Business on Cloud
Financial Engineering using R
Business Development in IT
Data Summarization and Visualization
Cyber Security
Digital Innovation

INTERNATIONAL BUSINESS
Export-Import Procedure and Documentation (SAPR)
Trade and Geopolitics (SAPR)
International Management
International Financial System
Export-Import Management: A Starter's Tool Kit
Business in Asia-Pacific
International Finance and Forex Management
Global Financial Risk Management
International Economic Organisations
Trade Data and Trade Opportunities
Commercial Geography
MARKETING
Consumer Behavior
Sales, Distribution and Retail Management
Marketing Strategy with MARKSTRAT
Advertising & Brand Management
Advanced Marketing Research
Digital Marketing & Analytics with Digital MediaPro
B2B Marketing
Rural Marketing
Services Marketing
Marketing Models and Analytics
ORGANISATIONAL BEHAVIOUR & HUMAN RESOURCE
Employee Relations - Legislations and Compliance (SAPR)
Competency Mapping
Learning & Development
Business Human Resource
Personal Growth Lab
Leading Organisational Change & Transformation
Performance and Compensation Management
People Analytics
HR Issues in Merger and Acquisition
Managing Talent and Career in Organisations
Negotiation Skills
QUANTITATIVE TECHNIQUES & OPERATIONS MANAGEMENT
Business Analytics - II (SAPR)
Multivariate Data Analysis
Procurement Manufacturing Planning & Control
Advance Project Management
Operations Strategy
Service Operation Management
Supply Chain Management
World Class Operations
Decision Modelling with Spread Sheet
Global Logistics Management
STRATEGY
Executing Strategies in Dynamic Market Landscape
Creativity and Design Thinking for Strategic Value Creation
Strategists' Tool-kit and Competitive Intelligence
Strategic Innovation: Building & Sustaining Business Ecosystems
Mergers & Acquisitions
Strategy Business Simulations using CESIM
Strategic Analysis and Globalization
Disruptions and New Business Opportunities in Indian Industry
Systems Thinking

PGDM (International Business) (International Managers' Group)



The Two Year Full Time Post Graduate Diploma in Management (International Business) which we refer to as International Managers' Group (IMG), aims at preparing students to take up careers in the corporate, and family businesses engaged in International Business operations.

OBJECTIVES

- To develop and train participants for assuming positions of responsibility in corporate houses and family businesses
- To provide a thorough grounding to the participants in the conceptual framework of management theory, in the skills appropriate to managerial practice, as well as in the essential issues in international business operations
- To equip the participants for working in a competitive global environment, enabling them to face confidently the pressures and challenges of the new millennium
- Evolve with the dynamic and complex changes emerging in the global environment

THRUST

The basic thrust is on understanding the independent nature of organizational dynamics and its managerial implications. This shall help students acquire conceptual and analytical abilities required for appropriate decision-making, and their effective implementation. A number of generic learning outcomes are specified which relate to the theme of corporate performance, and link the various functional modules.

Learning Outcomes

The students will be able to:

- 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 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 (IB) 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 begin from Term-3 onwards. Thus, while Term-1 and Term-2 have only core courses, Term-3 has both core and elective courses. The elective courses allow students to choose and develop proficiency in their Area of Specialization.

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 Project (SIP) 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 second year of the programme, from Term-4 to Term-6 consists only of elective courses. These electives comprise courses offered by different Areas, courses of independent study, exchange programmes, and complimentary International Immersion Programme (IIP).

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 15 hours of in-class course in an elective of choice along with industrial and corporate visits at any one of the international partner institutions abroad. The credits earned in the IIP accrue in Term-6.

PROGRAMME STRUCTURE AND CREDITS

The Institute uses the concept of credits to indicate the number of in-class contact hours in a course. One credit equals 10 in-class contact hours. The 3.0 credit 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. Out of the required credits, 97.5 credits come from classroom teaching and the balance 6.0 credit from Summer Internship. The 97.5 credits of classroom teaching are obtained from 54.0 credits of core courses and 43.5 credits of electives. It must be noted that the credits earned from Summer Internship are not used for calculation of CGPA.

Year and Term Wise Credit Course Structure	
First Year	
Term-1	21 credits (core)
Term-2	21 credits (core)
Term-3	18 credits (12 credits from Core courses + 6 credits from Electives)

1 week International Immersion Programme of 1.5 credit (will reflect in Term-6)	
8-10 weeks Summer Internship Project of 6.0 credit	
Second Year	
Term-4	18 credits (Electives)
Term-5	9 credits (Electives)
Term-6	10.5 credits (electives including 1.5 credit earned in IIP)
TOTAL	103.5 credits

COURSES AND CREDITS

A student is required to do 60.0 credits of courses in the first year of the programme. Of these, 54 credits are earned from core courses and the rest 6 credits from electives. Following is the list of Courses, their Area and their Credits offered to the students in the First Year.

Term-1		
S.No	Name of the Course	Area
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	Business Analytics-I	QT & OM
7	Optimization Model for Decision Making	QT & OM
Total Credits		
Term-2		
1	Written Analysis and Communication	Communication
2	Global Business Environment	International Business
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	Operations Management-I	QT & OM
9	Business Research Methods	QT & OM
10	Strategic Management	Strategy
Total Credits		
Term-3		
1	Business Ethics and Corporate Social Responsibility	Economics & Business Policy
2	International Business Management	International Business
3	Digital Commerce	Information Technology
4	Operations Management-II	QT & OM
5	Project Management	QT & OM
6	Strategic Entrepreneurship and New Age Business Models	Strategy
7	Managerial Skills for Effectiveness	OB & HR and Communication
8	Elective-1	International Business
9	Elective-2	
Total Credits		

ELECTIVES

From Term-3 onwards in the First Year, students will be required to undertake Elective courses. A student enrolled in the PGDM (IB) programme is required to complete 43.5 credits from the Elective courses spread over Term-3 in the First year and Term-4 to Term-6 in the Second year of the Two Year Programme. Out of the above, 1.5 credit will accrue in Term-6 from the IIP held in between Term-3 and Term-4.

In addition to the above, students enrolled in the PGDM (IB), will have the option to take one **foreign** language course. FORE School of Management will offer students choice of three languages viz. French, Spanish, and Mandarin. The course will not be allocated any credit; instead, certificates of proficiency will be given.

FORE School of Management offers dual specialization to all the students enrolled in its programme. This means that a student may specialize in at most two Areas. For students enrolled in PGDM (IB), one of the specializations must be International Business. In order to specialize in any Area of specialization, a student will need to take 15 credits of electives in the chosen area of specialization. This requirement of 15 credits is both minimum and maximum.

Students are not permitted to specialize in any third area, and as such, he/she will not be allowed to opt for more than 9 credits out of the balance credit of courses from any one area.

In order to provide the students opportunities to specialize in their area of choice, each Sentient Area will offer Elective courses. The Sentient Area may specify certain Elective courses as Specialization Area Pre-requisite (SAPR) courses that must be taken by those students who have chosen that Area as Specialization-I or Specialization-II.

The following Sentient Areas will offer the Elective courses:

- Communication
- Economics and Business Policy
- Finance and Accounting
- International Business
- Information Technology
- Marketing
- Organizational Behaviour and Human Resources
- Quantitative Techniques and Operations Management
- Strategy

SPECIALIZATION WISE LIST OF COURSES

Note: The list of electives below, including those specified as SAPR, is indicative and tentative. Students may opt for these courses subject to specialization requirements, availability, eligibility, limitations on class size, etc.

AREAS OF SPECIALIZATION & COURSES
COMMUNICATION
Cross Cultural Communication
Effective Leadership Communication Through Theatre Techniques
Communication on Digital Platforms
Enhancing Your Personal Brand Through Theatre Technique
ECONOMICS and BUSINESS POLICY
Macroeconomics for Business Policy
Social Enterprise and Sustainable Development in Emerging Economies
Foreign Trade and Exchange Market
Public Policy for NGO Management

FINANCE & ACCOUNTING

Financial Markets, Institutions and Services (SAPR)
 Equity Valuation and Portfolio Management
 Commercial Banking Practices and Treasury Management
 Financial Derivatives
 Investment Banking
 Wealth Management and Alternative Investments
 Fixed Income Securities and Structured Products
 Project Appraisal and Financing
 Applied Financial Risk Management

INFORMATION TECHNOLOGY

Machine Learning with Python
 Big Data And Data Analytics for Managers (Using Python)
 Deep Learning and NLP
 Social Media Analytics
 Machine Learning, Blockchains, Fintech
 Managing Business on Cloud
 Financial Engineering using R
 Business Development in IT
 Data Summarization and Visualization
 Cyber Security
 Digital Innovation

INTERNATIONAL BUSINESS

Export-Import Procedure and Documentation (SAPR)
 Trade and Geopolitics (SAPR)
 International Management
 International Financial System
 Export-Import Management: A Starter's Tool Kit
 Business in Asia-Pacific
 International Finance and Forex Management
 Global Financial Risk Management
 International Economic Organisations
 Trade Data and Trade Opportunities
 Commercial Geography

MARKETING

Consumer Behavior
 International Marketing (SAPR)
 Sales, Distribution and Retail Management
 Marketing Strategy with MARKSTRAT
 Advertising & Brand Management
 Advanced Marketing Research
 Digital Marketing & Analytics with Digital MediaPro
 B2B Marketing
 Rural Marketing
 Services Marketing
 Marketing Models and Analytics

ORGANISATIONAL BEHAVIOUR & HUMAN RESOURCES

Employee Relations - Legislations and Compliance (SAPR)
 Competency Mapping
 Learning & Development
 Business Human Resource
 Personal Growth Lab

Leading Organisational Change & Transformation
Performance and Compensation Management
People Analytics
HR Issues in Merger and Acquisition
Managing Talent and Career in Organisations
Negotiation Skills
QUANTITATIVE TECHNIQUES & OPERATIONS MANAGEMENT
Business Analytics - II (SAPR)
Multivariate Data Analysis
Procurement Manufacturing Planning & Control
Advance Project Management
Operations Strategy
Service Operation Management
Supply Chain Management
World Class Operations
Decision Modelling with Spread Sheet
Global Logistics Management
STRATEGY
Executing Strategies in Dynamic Market Landscape
Creativity and Design Thinking for Strategic Value Creation
Strategists' Tool-kit and Competitive Intelligence
Strategic Innovation: Building & Sustaining Business Ecosystems
Mergers & Acquisitions
Strategy Business Simulations using CESIM
Strategic Analysis and Globalization
Disruptions and New Business Opportunities in Indian Industry
Systems Thinking



PGDM (Financial Management)



The Two-Year Full-Time Post Graduate Diploma in Financial Management is an AICTE approved Programme. It 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, 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

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 begin from Term-3 onwards. Thus, while Term-1 and Term-2 have only core courses, Term-3 has both core and elective courses. The elective courses allow students to choose and develop proficiency in their Area of Specialization.

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 second year of the programme, from Term-4 to Term-6 consists only of elective courses. These electives comprise courses offered by different Areas, courses of independent study, exchange programmes, and complimentary International Immersion Programme (IIP).

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 15 hours of in-class course in an elective of choice along with industrial and corporate visits at any one of the international partner institutions abroad. The credits earned in the IIP accrue in Term-6.

PROGRAMME STRUCTURE AND CREDITS

The institute uses the concept of credits to indicate the number of in-class contact hours in a course. One credit equals 10 in-class contact hours. The 3.0 credit 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). Out of the required credits, 97.5 credits come from classroom teaching, and the balance 06 credit from summer internship. The 97.5 credits of classroom teaching are obtained from 54.0 credits of core courses and 43.5 credits of electives. It must be noted that the credits earned from Summer Internship are not used for calculation of CGPA.

Year and Term Wise Credit Course Structure	
First Year	
Term-1	21 credits (core)
Term-2	21 credits (core)
Term-3	18 credits (12 credits from Core courses + 6 credits from Electives)
1 week International Immersion Programme of 3 credit (will reflect in Term-6)	
8-10 weeks Summer Internship Project of 6.0 credit	
Second Year	
Term-4	18 credits (Electives)
Term-5	9 credits (Electives)
Term-6	10.5 credits (electives including 1.5 credit earned in IIP)
TOTAL	103.5 credits

COURSES AND CREDITS

A student is required to do 60.0 credits of courses in the first year of the programme. Of these, 54 credits are earned from core courses, and the rest 6 credits from electives. Following is the list of Courses, their Area and their Credits offered to the students in the First Year.

Term-1		
S.No	Name of the Course	Area
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	Business Analytics-I	QT & OM
7	Optimization Model for Decision Making	QT & OM
Total Credits		
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	Operations Management-I	QT & OM
9	Business Research Methods	QT & OM
10	Strategic Management	Strategy
Total Credits		
Term-3		
1	Business Ethics and Corporate Social Responsibility	Economics and Business Policy
2	Financial Reporting and Analysis	Finance and Accounting
3	Management Accounting	Finance and Accounting
4	Operations Management-II	QT & OM
5	Strategic Entrepreneurship and New Age Business Models	Strategy
6	Managerial Skills for Effectiveness	OB & HR and Communication
7	Elective-1	Finance and Accounting
8	Elective-2	
Total Credits		

ELECTIVES

From Term-3 onwards in the First Year, students will be required to undertake Elective courses. A student enrolled in the PGDM (FM) programme is required to complete 43.5 credits from the Elective courses spread over Term-3 in the First year, and Term-4 to Term-6 in the Second year of the Two Year Programme. Out of the above, 3 credit will accrue in Term-6 from the IIP held in between Term-3 and Term-4.

FORE School of Management offers dual specialization to all the students enrolled in the Financial Management Programme. Of this, Finance must not only be one of the specialization but a major specialization. In order to specialize in Finance, a student will need to take 24 credits of electives. The balance 19.5 credits may be selected from the list of electives offered by the Sentient Areas in other programmes. Out of this a student may choose to use 15 credits of

electives to specialize in one more Area of Specialization. It must be noted that students are not permitted to specialize in any third Area and as such he/she will not be allowed to opt for more than 9 credits out of the balance credit of courses from any one Area.

The following Sentient Areas will offer the Elective courses:

- Communication
- Economics and Business Policy
- Finance and Accounting
- International Business
- Information Technology
- Marketing
- Organizational Behaviour and Human Resources
- Quantitative Techniques and Operations Management
- Strategy

SPECIALIZATION WISE LIST OF COURSES

Note: The list of electives below, including those specified as SAPR, is indicative and tentative. Students may opt for these courses subject to specialization requirements, availability, eligibility, limitations on class size, etc.

AREAS OF SPECIALIZATION & COURSES
COMMUNICATION
Cross Cultural Communication
Effective Leadership Communication Through Theatre Techniques
Communication on Digital Platforms
Enhancing Your Personal Brand Through Theatre Technique
ECONOMICS & BUSINESS POLICY
Macroeconomics for Business Policy
Social Enterprise and Sustainable Development in Emerging Economies
Foreign Trade and Exchange Market
Public Policy for NGO Management
FINANCE and ACCOUNTING
Financial Markets, Institutions and Services (SAPR)
Equity Valuation and Portfolio Management
Commercial Banking Practices and Treasury Management
Financial Derivatives
Investment Banking
Wealth Management and Alternative Investments
Fixed Income Securities and Structured Products
Project Appraisal and Financing
Applied Financial Risk Management
INFORMATION TECHNOLOGY
Machine Learning with Python
Big Data And Data Analytics for Managers (Using Python)
Deep Learning and NLP
Social Media Analytics
Machine Learning, Blockchains, Fintech
Managing Business on Cloud
Financial Engineering using R
Business Development in IT

Data Summarization and Visualization
Cyber Security
Digital Innovation
INTERNATIONAL BUSINESS
Export-Import Procedure and Documentation (SAPR)
Trade and Geopolitics (SAPR)
International Management
International Financial System
Export-Import Management: A Starter's Tool Kit
Business in Asia-Pacific
International Finance and Forex Management
Global Financial Risk Management
International Economic Organisations
Trade Data and Trade Opportunities
Commercial Geography
MARKETING
Consumer Behavior
Sales, Distribution and Retail Management
Marketing Strategy with MARKSTRAT
Advertising & Brand Management
Advanced Marketing Research
Digital Marketing & Analytics with Digital MediaPro
B2B Marketing
Rural Marketing
Services Marketing
Marketing Models and Analytics
ORGANISATIONAL BEHAVIOUR & HUMAN RESOURCES
Employee Relations - Legislations and Compliance (SAPR)
Competency Mapping
Learning & Development
Business Human Resource
Personal Growth Lab
Leading Organisational Change & Transformation
Performance and Compensation Management
People Analytics
HR Issues in Merger and Acquisition
Managing Talent and Career in Organisations
Negotiation Skills
QUANTITATIVE TECHNIQUES & OPERATIONS MANAGEMENT
Business Analytics - II (SAPR)
Multivariate Data Analysis
Procurement Manufacturing Planning & Control
Advance Project Management
Operations Strategy
Service Operation Management
Supply Chain Management
World Class Operations
Decision Modelling with Spread Sheet
Global Logistics Management
STRATEGY
Executing Strategies in Dynamic Market Landscape
Creativity and Design Thinking for Strategic Value Creation

Strategists' Tool-kit and Competitive Intelligence
Strategic Innovation: Building & Sustaining Business Ecosystems
Mergers & Acquisitions
Strategy Business Simulations using CESIM
Strategic Analysis and Globalization
Disruptions and New Business Opportunities in Indian Industry
Systems Thinking



PGDM (BIG DATA ANALYTICS)



The Two-Year Full-Time Post Graduate Diploma in Big Data Analytics is an AICTE approved Programme. It is designed on a unique curriculum structure to cater to the growing requirements for data analytics in the field of retail, E-commerce, marketing, HR, banking and financial services, insurance, investment and portfolio management among others.

PROGRAM

This programme builds a student's skills and knowledge in Big Data Analytics and attempts to develop a holistic approach of management in all disciplines of Analytics. In the Emerging Business environment there is a fundamental change is coming in the nature of work. Humans and machines collaborate to make decisions. Uniquely human traits – emotional intelligence, creativity, persuasion, innovation become more valuable. In future intelligent systems take over decision-making. The future of humans at work is questioned.

Big Data is not just another buzzword. It is being used to good effect in several industry sectors and areas. From building Smart Cities to getting consumer insights to encouraging innovation in Marketing and Sales, its influence can be felt across domains. The impact is only going to grow in the future, which makes it almost imperative for managers and corporate leaders to equip themselves with basic skills in Big Data.

The total number of approved seats available for this Programme is 60.

OBJECTIVES

- Familiarizing the students with the increasing role of data and insight it brings to decision making at different levels of organizations.
- Developing a right set of management and analytical skill to work in the diverse set of data driven industries like E-Commerce, banking and financial services, operations, supply chain and healthcare etc.
- Developing conceptual framework for analytical models, strategies and their deployment in various industries.
- Developing hands on capabilities on the technological driven variety of integrated tools and analytic toolkits and platforms.
- Developing optimal data driven strategies for the organisations or business units in an automated fashion to help business processes improves and bring insight and innovation.

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 (BDA) 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 curriculum is designed such that students acquire conceptual understanding of theoretical and abstract concepts, big data ecosystem, computing and programming environment and business problems and remain abreast with all developments and innovation in the industry. 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 begin from Term-3 onwards. Thus, while Term-1 and Term-2 have only core courses, Term-3 has both core and elective courses. The elective courses allow students to choose and develop proficiency in their Area of Specialization.

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 second year of the programme, from Term-4 to Term-6 consists only of elective courses. These electives comprise courses offered by different Areas, courses of independent study, exchange programmes, and complimentary International Immersion Programme (IIP).

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 15 hours of in-class course in an elective of choice along with industrial and corporate visits at any one of the international partner institutions abroad. The credits earned in the IIP accrue in Term-6.

INTERNATIONAL CERTIFICATION

We also offer an opportunity to earn complimentary International Certification on Big Data Analytics for Business & Management to all our students joining PGDM (BDA) programme. This Certificate is awarded jointly by FORE School of Management and the University of California-Riverside, USA. It equips the students with adequate knowledge for bettering their employment opportunities.

PROGRAMME STRUCTURE AND CREDITS

The institute uses the concept of credits to indicate the number of in-class contact hours in a course, and thus to define the weight of a course. One credit equals 10 in-class contact hours. The rule of the thumb is that a 3.0 credit 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 (Big Data Analytics). Out of the required credits, 97.5 credits come from classroom teaching, and the balance 6.0 credits from summer internship. The 97.5 credits of classroom teaching are obtained from 54.0 credits of core courses and 43.5 credits of electives. It must be noted that the credits earned from Summer Internship are not used for calculation of CGPA.

Year & Term Wise Credit Course Structure	
First Year	
Term-1	21 credits (core)
Term-2	21 credits (core)
Term-3	18 credits (12 credits from Core courses + 6 credits from Electives)
1 week International Immersion Programme of 1.5 credit (will reflect in Term-6)	
8-10 weeks Summer Internship Project of 6.0 credit	
Second Year	
Term-4	18 credits (Electives)
Term-5	9 credits (Electives)
Term-6	10.5 credits (electives including 1.5 credit earned in IIP)
TOTAL	103.5 credits

COURSES AND CREDITS

A student is required to do 60.0 credits of courses in the first year of the programme. Of these, 54 credits are earned from core courses and the rest 6 credits from electives. Following is the list of Courses, their Area and their Credits offered to the students in the First Year.

Term-1		
S.No	Name of the Course	Area
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	Business Analytics-I	QT & OM
7	Optimization Model for Decision Making	QT & OM
Total Credits		
Term-2		
1	Written Analysis and Communication	Communication
2	Data Exploration with Python	Information Technology
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 Research Methods	QT & OM
9	Operations Management-I	QT & OM
10	Strategic Management	Strategy
Total Credits		

Term-3		
1	Business Ethics and Corporate Social Responsibility	Economics & Business Policy
2	Data Visualization	Information Technology
3	Digital Commerce	Information Technology
4	Project Management	QT & OM
5	Operations Management-II	QT & OM
6	Strategic Entrepreneurship and New Age Business Models	Strategy
7	Managerial Skills for Effectiveness	OB & HR and Communication
8	Elective-1	Information Technology
9	Elective-2	
Total Credits		

ELECTIVES

From Term-3 onwards in the First Year, students will be required to undertake Elective courses. A student enrolled in the PGDM (BDA) program, is required to complete 37.5 credits from the Elective courses spread over Term-4 to Term-6 in the Second year of the Two Year Program. Out of the above, 1.5 credit will accrue in Term-6 from the IIP held in between Term-3 and Term-4.

FORE School of Management offers dual specialization to all the students enrolled in its program. This means that a student may specialize in at most two Areas. For students enrolled in PGDM (BDA), one of the specializations must be Big Data Analytics. To specialize in “Big Data Analytics”, the PGDM (BDA) students need to do prescribed 54.0 credits core courses and 19.5 credits of electives in Big Data Analytics (including 1.5 for IIP). Additionally, they need to specialize in any other functional area except in the IT Area, with a credit requirement of 15.0 credits. Students are not permitted to specialize in any third area, and as such, he/she will not be allowed to opt for more than 9 credits out of the balance credit of courses from any one area.

In order to provide the students opportunities to specialize in their Area of choice, each Sentient Area will offer Elective courses. The Sentient Area may specify certain Elective courses as Specialization Area Pre-requisite (SAPR) courses that must be taken by those students who have chosen that Area to Specialize in.

The Elective courses will be offered by the following Sentient Areas:

- Communication
- Economics & Business Policy
- Finance & Accounting
- International Business
- Information Technology
- Marketing
- Organizational Behaviour and Human Resources
- Quantitative Techniques and Operations Management
- Strategy

SPECIALIZATION WISE LIST OF COURSES

Note: The list of electives below, including those specified as SAPR, is indicative and tentative. Students may opt for these courses subject to Specialization requirements, availability, eligibility, limitations on class size, etc.

AREAS OF SPECIALIZATION & COURSES
COMMUNICATION
Cross Cultural Communication
Effective Leadership Communication Through Theatre Techniques
Communication on Digital Platforms
Enhancing Your Personal Brand Through Theatre Technique
ECONOMICS and BUSINESS POLICY
Social Enterprise and Sustainable Development in Emerging Economies
Foreign Trade and Exchange Market
Public Policy for NGO Management
FINANCE and ACCOUNTING
Financial Markets, Institutions and Services (SAPR)
Equity Valuation and Portfolio Management
Commercial Banking Practices and Treasury Management
Financial Derivatives
Investment Banking
Wealth Management and Alternative Investments
Fixed Income Securities and Structured Products
Project Appraisal and Financing
Applied Financial Risk Management
INFORMATION TECHNOLOGY
Machine Learning with Python (SAPR)
Big Data And Data Analytics for Managers (Using Python) (SAPR)
Deep Learning and NLP (SAPR)
Social Media Analytics
Machine Learning, Blockchains, Fintech
Managing Business on Cloud
Financial Engineering using R
Business Development in IT
Data Summarization and Visualization
Cyber Security
Digital Innovation
INTERNATIONAL BUSINESS
Export-Import Procedure and Documentation (SAPR)
Trade and Geopolitics (SAPR)
International Management
International Financial System
Export-Import Management: A Starter's Tool Kit
Business in Asia-Pacific
International Finance and Forex Management
Global Financial Risk Management
International Economic Organisations
Trade Data and Trade Opportunities
Commercial Geography
MARKETING
Consumer Behavior
Sales, Distribution and Retail Management
Marketing Strategy with MARKSTRAT
Advertising & Brand Management
Advanced Marketing Research
Digital Marketing & Analytics with Digital MediaPro
B2B Marketing
Rural Marketing
Services Marketing

Marketing Models and Analytics
ORGANISATIONAL BEHAVIOUR & HUMAN RESOURCE
Employee Relations – Legislations and Compliance (SAPR)
Competency Mapping
Learning & Development
Business Human Resource
Personal Growth Lab
Leading Organisational Change & Transformation
Performance and Compensation Management
People Analytics
HR Issues in Merger and Acquisition
Managing Talent and Career in Organisations
Negotiation Skills
QUANTITATIVE TECHNIQUES & OPERATIONS MANAGEMENT
Business Analytics - II (SAPR)
Multivariate Data Analysis
Procurement Manufacturing Planning & Control
Advance Project Management
Operations Strategy
Service Operation Management
Supply Chain Management
World Class Operations
Decision Modelling with Spread Sheet
Global Logistics Management
STRATEGY
Executing Strategies in Dynamic Market Landscape
Creativity and Design Thinking for Strategic Value Creation
Strategists' Tool-kit and Competitive Intelligence
Strategic Innovation: Building & Sustaining Business Ecosystems
Mergers & Acquisitions
Strategy Business Simulations using CESIM
Strategic Analysis and Globalization
Disruptions and New Business Opportunities in Indian Industry
Systems Thinking

Please Note: Courses are subject to change



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 is involved in conducting research, workshops, executive development programs, and consulting activities. One of the ongoing research carried out by the Centre deals with Intrinsic Motivational Potential Inventory (IMPI), which is an important aspect of people management at work. Research papers related to the same have also been published in international refereed journals of repute. CPTR also conducts programs, for students, researchers, faculty members, 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 & civil society in the area of CSR, Business Ethics and Sustainable Development. CSD partners with national and international organizations to document research, baseline studies, impact assessment, capacity building and advocacy. At CSD, we aspire to generate awareness, action & consulting services on the various focus areas related to 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



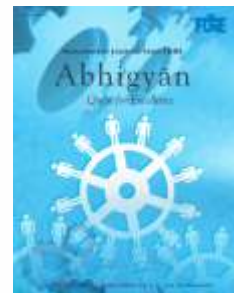
PUBLICATIONS OF FORE



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; J-Gate and EBSCO.



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 Thirteen (213) 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; Commercial Bank Management; Financial Accounting for Management; Business Environment; Management Accounting; B. Statistics; Foreign Policy of India; Project Appraisal and financing ; Inflation Accounting; Financial Accounting for Management; Business Environment; Operations Strategy; WTO Demystified etc.

THE FACULTY

Communication



Prof. Anita Tripathy Lal
Ph.D. (IIT-Kanpur); Certified Mentor
(London Business School)

25 years of work experience

Dr. Anita Tripathy Lal is a Professor at FORE School of Management, New Delhi. Her expertise lies in the areas of Business Communication, Leadership & Entrepreneurship. She is a PhD from IIT Kanpur and has about 25 years of work experience in the areas of teaching, training, research and consultancy. She also has the experience of teaching for three years as visiting faculty at IIT Delhi and IIT Kanpur. Besides this she has also taught at IIFT, Delhi; IIM, Ranchi and IIM Rohtak. She has been a part-time consultant for two 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 and workshops in the areas of her expertise Business Communication and Entrepreneurship for corporate professionals from Private & Public Sectors, MNCs & NGOs along with numerous officials from State Trading Corporation, Indian Statistical Service, Indian Forest Service and Indian Administrative Service. She has keen interest in personality development and research related activities. She has national and international research papers to her credit.

In 2011-12, she has received certification on 'Mentor Development Program for Entrepreneurs' jointly from London School of Business and National Entrepreneurship Network. Being a certified mentor she has been successfully mentoring entrepreneurs. Her passion though, remains 'Student Start-ups'. She has been felicitated by TIE New Delhi for her contribution as a Mentor to the TIE Young Entrepreneurs (TYE 2014-15). She has also been on the 'Mentoring Board' of IIT Kanpur Entrepreneurship Cell. Besides teaching the MBA students at FORE, she has taken on key administrative responsibilities such as - Program Director ABN Amro Executive Education, Chair Library, Chair Placements, Area Chair Communication and currently she is the Professor In-Charge of the Centre for Entrepreneurship Development at FORE.



Prof. Reeta Raina
Ph.D. (Organizational
Communication); M. Phil (Eng.
Literature), Kashmir University

Experience: Over 35 years

Prof. Reeta Raina has over 35 years of teaching, training and research experience. She has publications majorly in top International refereed journals and she has

substantial 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 (available on Amazon). 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. (Cultural Studies), 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: Over 20 Years

Professor Sriparna Basu has been involved in research, teaching, and consulting work for over 20 years. Her research contributions include articles, cases, book chapters published in several national and international peer reviewed journals and books. Her current research explores the intersections of culture, technology, and human behavior. She has also been an active researcher in social ventures and in the arena of public policy. She has won a number of awards at prestigious international case study competitions for her contributions, including the award of \$1000 for her case study titled "Chanderiyaan" based on digitalization of the handloom sector published by the William Davidson Institute at Ross School of Business, University of Michigan. She was also awarded \$1000 by Global Asia for her research article titled "India's Future Shaped by the Past: the Politics of Foreign Investment." She has presented papers in 16 national and international conferences.

She has been involved in training and consulting activities with a number of public and private sector 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, Relaxo, and Indian Military Academy Dehra-dun. She has previously taught at IMI Delhi, and is currently 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), Punjab University
Experience: Over 17 years

Prof. Shallini Taneja is having 17 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, workshops & Management Development Programmes on Corporate Social Responsibility (CSR) and Business Ethics 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, EXIMBANK, SBI etc.

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



Prof. Basant K. Potnuru

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

Experience: 16 years

Dr. Basant Potnuru has 16 years of work experience in teaching and research both in the Government and private institutions. He has worked with the India Centre for Migration, a leading Think-tank of the Government of India on International Migration of people. As Head of Projects Division, 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 (CAMP), which the

Government of India signed with the European Union in 2016. He has authored many policy briefs and published research papers on the economic growth, demonetization, health and International migration of people in the national and international peer-reviewed journals and books.



Prof. Roopesh Kaushik

Ph.D., Indian Institute of Technology Kanpur; M.Phil. (Economics), School of Economics, Devi Ahilya University, Indore (M.P.); B.A. (Economics, Philosophy, English Literature), Devi Ahilya University, Indore, (M.P.).

Experience: 7 years

Dr. Roopesh Kaushik has more than seven years of teaching experience. He had received his doctoral degree from IIT Kanpur. He obtained his Master of Philosophy and Master of Arts Degree in Economics from Devi Ahilya University. He had qualified University Grants Commission's National Eligibility Test (NET) for Lectureship (Economics) in 2006. To his credit, he had published many research papers in the national and international journals and presented papers in the conferences. His areas of specializations are Institutional Economics, Environment & Resources Economics, Development Studies, Social Entrepreneurship, Cost-Benefit Analysis, and Project Evaluation. His previous assignments were with Tata Institute of Social Sciences, Tuljapur and Central University of Rajasthan.

Finance & Accounting



Prof. Vinay Dutta

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

Experience: Over 31 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 the Best Teacher in Financial Management, and the Most Fabulous Professors (India) Award of World HRD Congress and 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. Ambrish Gupta

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

Experience: Over 36 years

Possesses over 36 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 32 papers in leading journals/other publications of repute, 10 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 1 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 19 years

Himanshu Joshi holds Ph. D degree with his thesis focusing on Disinvestment, and Financial Performance of

Indian Public Sector Enterprises. 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 national and international journals. He has successfully developed and delivered open and in-company Management Development Programs in the areas of Risk Analysis, Enterprise Risk Management, Foreign Exchange Risk Management, Spreadsheet Modeling for Business Valuation, and Financial Modeling. He has been associated with Indian Institute of Corporate Affairs, and Indian Institute of Management Rohtak as visiting faculty.



Prof. Vandana Bhama

Ph.D (Finance), IIT Delhi; MBA (Finance), B.Com (Hons)

Experience: 6 Years

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

Financial Accounting, Corporate Finance, Derivatives and Risk Management. 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



Prof. Gagan Sharma

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

Experience: 8 Years

He has worked for over 3 years at Hewlett Packard Global Analytics as business consultant for Personal Systems Group division. Earlier, he was associate Technical Analyst in Indian equities market for a financial services company. As an author, his research papers have been published with various peer-reviewed journals. His papers have also been presented at several prestigious finance 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), derivatives 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. Samta Jain

Ph.D., IITD; M. Com, Delhi University; B. Com(H), Delhi University

Experience: Over 09 months

She has completed her Ph.D. in finance from the Department of Management Studies, Indian Institute of Technology Delhi, India. Her thesis was nominated for Amit Garg Memorial Research

Award 2019. During her Ph.D., She received Research Scholars' Travel Allowance for presenting a research paper at the International Conference from IIT Delhi. She is a dual post-graduate (M. Com and PGDM) in the area of finance. She qualified National Eligibility Test (NET) conducted by UGC in the first attempt. She was rewarded a Junior Research Fellowship (JRF) from UGC. She has presented research papers in various conferences of national as well as international repute. She also has a few book chapters to her credit. She has also contributed as a quantitative research analyst in the public policy area of education.

Research Interest Areas:

Corporate Finance, Financial Accounting, Mergers and Acquisitions

Consulting Interest Areas:

Financial analysis, Mergers and Acquisitions, Post-acquisition integration



Prof. Gaurav Gupta

Ph.D., IITD; M. Com, Delhi University; B. Com(H), Delhi University

Experience: 1 Year 11 Months

Brief description of Experience

He has worked for approximately 2 years at VIT Business School, VIT

University, Vellore as an Assistant Professor of Finance and Accounting. He has presented his research papers at many prestigious international and domestic finance conferences. He has organised management conclave for students on Investment Analysis.

Research Interest Areas:

Corporate Finance, Financial Accounting, Financial Economics, Behavioural Finance

Consulting Interest Areas:

Corporate Investments, Corporate Finance, Financial market

Information Technology



Prof. Sunita Daniel

Ph.D. (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 23 years

Having been in teaching and research for over 23 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 and has guided PhD students.

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); B.Tech, IIT Delhi; Diploma in Project Management, Punjabi University, Patiala

Experience: 32 years

Prof. Ashok Kumar Harnal: Graduated from IIT Delhi in Electronics and Communication; M. Phil with Distinction 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 Programming 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 Jodhpur - IMT Ghaziabad; PGDBM, IMT Ghaziabad; B.Tech (Electrical), National Institute of Technology, Hamirpur

Experience: 27 years

With more than two decades in the area of IT, 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. At FORE he is also the Dean (Corporate Relations).

Research Interest Areas:

Outsourcing, ERP, Operations Management

Consulting Interest Areas:

Technology Consulting, Operations Management, Outsourcing & Offshoring, ERP, Program Management.



Prof. Shilpi Jain

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

Experience: 25 years

Prof. Shilpi Jain is currently working as an Associate Professor (IT) at FORE

School of Management, New Delhi. Before joining FORE, she worked as an Assistant Professor at IMI Delhi, and Senior Researcher at Infosys Bangalore. She has taught subjects in both international and national management curriculums. With over 25 years of experience, she has held research positions in academia as well as in the IT industry. She has been chairing programs and workshops in Business Analytics, Data Visualizations, Design Thinking, and Managing Business on Cloud for leading Public Sector and Multinational Organizations such as Indian Oil Pipeline, NHPC, Relaxo, LIC, Mudra Multiplier, Powergrid, and Makemytrip.com to name a few. Her current research interests are primarily in digital inclusive growth at the grassroots level, crowdsourcing mechanisms, user behavior & engagement on digital channels, and adoption of disruptive technologies.

A regular author in National Newspaper, she has presented and published numerous business case studies and research articles in International Conferences and

Journals of repute including Ivey Publishing, ACRC, ACRJ, WDI, Journal of Internet Commerce, and Team Performance Management. Her research works have been recognized with, among others globally, for instance, the business cases "Organic Wellness - Influencing People's Choice via Cause Marketing", received an Honorable Mention in ISB-Ivey Global Case Competition 2018), and "Chanderiyaan: Weaving Digital Empowerment into the Indian Handloom Industry", awarded with 3rd prize in the WDI 25th Anniversary Case Writing Competition, Ross School of Michigan USA - 2018.



Prof. Lalit K Jiwani

Ph.D. (Digital Signal Processing) Electrical Engineering Department, IIT Delhi; MTech (Integrated Electronics and Circuits) Electrical Engineering Department, IIT Delhi; MS (Physics and Engineering Mathematics), Physics Department, IIT Kanpur; BSc(H), Delhi

University

Experience: -16 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, Statistical Methods, 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), MS in Computer Science, Bowie State University (University of Maryland System), USA

Experience: Over 13 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: 8.6 years

Dr. Madakam also qualified UGC-Junior Research Fellowship and Lectureship. Prior to FORE, he worked for Tata Institute of Social Sciences (TISS), Mumbai, circa six years as a Systems Analyst-cum-Programmer. 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 published more than 20 articles together with journals, book chapters, and posters. His google scholar citations are more than 950 since 2014. He is an upcoming evangelist on "The New Language of Publications", and "Qualitative Research". His area of research interest includes Smart Cities, IoT, Data Science, RPA, and Blockchain technologies.

International Business



Prof. Sudeep S.

Ph.D. CUSAT, Cochin; MIB, CUSAT, Cochin; B.Sc.(Physics), MG University, Kottayam; CISA, ISACA, US; ISO 27001 LA, IQMS, UK.

Experience: 17 years

Has around seventeen years of experience in the Information Technology & Management education domain. He has more than nine years of experience in teaching post graduate management students. His teaching interests are in international business and marketing areas and has taught papers like international business management, global marketing strategy, international marketing, international management etc. His IT industry experience which spanned nearly eight years 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 been associated with Federal Bank, Dhanalaxmi Bank, Muthoot Finance, UAE Exchange and National Finance Co. (Oman) as auditor or consultant. He has published articles on information security related areas in leading journals and has presented papers on National Seminars.



Prof. Savita Gautam

Ph.D. (TERI University); PGDIT (IIT, Delhi)

Experience: Over 20 years

Prof. Savita Gautam, has corporate experience of over 18 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. Her out of domain interests are on yoga and wellbeing. 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: 4 years

She is certificate holder of CFA Institute's Investment Foundations programme and is awardee of Junior Research Fellowship from The University Grants Commission. Her Alma Maters are IIT Delhi (Ph.D., Finance), Shri Ram College of Commerce (Masters in Commerce) and Daulat Ram College (Bachelors in Commerce-Honors). She has published journal articles with publishers of international repute and has presented papers at prestigious institutes and societies. One of her publications has bagged Emerald Literati Award for Outstanding Paper. 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. Areas of her interest for teaching, consultancy and research include International Finance, Risk Management, Asset Pricing, and Security Analysis and Portfolio Management.



Prof. Arbuda Sharma

FPM, XLRI Jamshedpur; M.I.B (International Business), Bharathiar University, (TN)
Experience: 10 years

Dr. Arbuda Sharma, is an Assistant Professor in the area of International Business at FORE School of Management. She has done her FPM (Fellow Program in Management), from XLRI, Jamshedpur. At XLRI Jamshedpur she has explored the issue of How Culture Influences Brand Consumption and how global Companies can customise their offerings across different business environments. She has academic (teaching & Research) exposure to critical areas of International Business. In her total work experience of 10 years in Industry, Academia and Research, she has been associated with DPSRU, ICOFP, NIFT, SRISIIM, ITDC, Lenders Management, and has a multisector exposure. She has also conducted multiple training programmes and workshops, and has participated in various international conferences of repute.

Research Interest Areas:

Her research interest areas include International Business, International Trade institutions, International Marketing and Branding across cultures.

Consulting Interest Areas:

She is actively exploring the area of International Business, and how Companies, Culture, and Multilateral trade/Institutions effect product offering

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 39 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. (IIM-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

Ph.D. (Bansathali University); Fellow in Management (XLRI-Pursuing); MBA (Marketing) Calcutta University; MSc (Marine Sciences) Calcutta University, ITP (HEC, Paris), BSc (Zoology) Calcutta University.

Experience: 20+ 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. Nitin Soni

Ph.D. Indian Institute of Management Raipur; PGDM, Xavier Institute of Management Bhubaneswar; 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 11 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 and published his work in international journals of repute. The subjects taught to post graduate students of business management include Marketing Management I, Consumer Behaviour, Business to Business Marketing, Services Marketing, and Marketing Models and Analytics.

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

Ph.D. Gautam Buddha University, Greater Noida; MAPRM (Master of Advertising and Public Relations Management), Devi Ahilya Vishwavidyalaya, Indore; B.Com, Bundelkhand University, Jhansi

Experience: 15 Years

Brief description of Experience

Dr. Varsha Khattri is an Associate Professor in the area of Marketing at FORE School of Management, a resourceful professional with more than 15 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. She also won laurels for best paper in several conferences. She has 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).

Research Interest Areas: Brand Management, Advertising, Marketing Communications, Consumer Behaviour

Consulting Interest Areas: Brand Promotion



Prof. Ayushi Sharma

Ph.D. (Thesis Submitted), IIFT Delhi; MBA (Communications), MICA, Ahmedabad; B.Tech. (Chemical Engg.), Aligarh Muslim University

Experience: 7 Years

Brief description of Experience

She has worked at Ernst & Young and did several industry projects focusing on Increasing ROI in marketing. Her research interest lies in the domain of e-commerce, services and promotional strategies in online scenario. She has got scholarship three times in a row from Michigan State University to present her research work at international forums. She has presented her papers in several international conferences, Academy of International Business (AIB), NASMEI, IIT Delhi, IIM Lucknow to name a few.

Research Interest Areas:

E-commerce, Promotions strategy, Digital Marketing and

Services Marketing.

Consulting Interest Areas:

Digital marketing, Marketing and advertising spends, Evaluation of promotional strategies



Prof. Ashutosh Pandey

Ph.D. ABV-IIIITM Gwalior; MMM (Marketing Management) University of Pune; M.Com.(Applied Economics) University of Lucknow; B.Com., University of Lucknow

Experience: 7.10 Months

Brief description of Experience

He has a Ph.D. in the area of Marketing Management, where he developed a scale and designed the Service Blueprint for Heritage Tourism Service Quality. He received MHRD scholarship to pursue his full-time Ph.D. in Management from the Institute of National Importance. He has qualified UGC NET in Management and did his Master of Marketing Management from the University of Pune. He has experience in marketing domain in ICICI Securities and worked as an IBM SPSS Trainer in association with Tays Pvt. Ltd. He also has the academic experience, and his area of expertise lies into the subjects like Services Marketing, Marketing Research, Marketing Management, Social Media Marketing, Consumer behaviour, Tourism Marketing. He has also served as a guest faculty at the Indian Institute of Travel & Tourism Management, Gwalior. He has attended many research workshops, Faculty Development Program (FDP), MHRD sponsored QIP program from IIT Delhi, IIT Roorkee, IIM Ahmedabad, ABV-IIIITM Gwalior, to name a few. He has many national and international publications to his credit.

Research Interest Areas:

Experience Quality, eWOM, Destination Management, Social Media Marketing, Responsible Tourism.

Consulting Interest Areas:

Customer Experience, Marketing Research, Service Encounter Management, Social Media analytics, Tourist Engagement.



Prof. Nanda Choudhury

Ph.D. VGSOM, IIT Kharagpur; M.B.A. (Marketing and HRM), NIT Karnataka; B.Tech. (Electronics and Communication Engg.), ICFAI University

Experience: 2.5 Months

Brief description of Experience

Worked as an academic associate at IIM Bangalore.

Research Interest Areas:

Poverty research, Marketing at the Base of the pyramid, Consumer decision making process, Development economics and public policy

Consulting Interest Areas:

IMC at the Base of the pyramid, Qualitative survey design

Organisational behaviour & Human Resource



Prof. Sanghamitra Buddhapriya

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

Experience: Over 25 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 five years of experience in teaching, research, training and consulting. She teaches courses at the post graduate level. Her research interest lies in intrinsic motivation, 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 EIL, Powergrid, GAIL, ONGC, NHPC, MMTC, SAIL, THDC, NBCC, LNG Petronet, Sentiss Pharma, ITD Cementation, BIRAC 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: 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: 29 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, NDDB, 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.

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



Prof. Chandra Sekhar

Ph.D. ABV-IIIITM Gwalior; MBA (HRM & Finance) ABV-IIIITM 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 his 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-IIIITM Gwalior.

Research Interest Areas: Strategic Human Resource Management, Human Capital, Sustainable HRM, Flexible Working Agendas, Incivility in Organization.

Consulting Interest Areas: High performance work system, SMEs international expansion, HR flexibility, Sustainability Agendas.



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



Prof. Chitra Khari

Ph.D., Indian Institute of Technology, Delhi; MBA (HR), GGSIPU Delhi; B.Tech (Computer Science) UPTU Lucknow.

Experience: 3 years

Chitra Khari is an Assistant Professor in the area of Organizational Behavior & Human Resource Management at FORE School of Management. She completed her Ph.D. at the Department of Management studies, Indian Institute of Technology (Delhi), in the area of workplace spirituality. She has qualified UGC NET with JRF and has received research fellowship during her doctoral studies. Her work is published in Journal of Human Values, Vision, Journal of Management, Spirituality & Religion, Global Journal of

Flexible Systems Management, and as book chapters in Springer books. She is the recipient of Fetzer scholarship given by MSR division of Academy of Management, US. She has presented her research work in national and international conferences such as Academy of Management.

Research Interest Areas:

Mindfulness at workplace, Workplace spirituality, Job Autonomy

Consulting Interest Areas:

Emotional Intelligence, Mindfulness at workplace, Well-being

Quantitative Techniques and Operations



Prof. Hitesh Arora

Ph.D. (University of Delhi); NET (JRF)
Experience: Over 21 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-Ahmedabad; PG Diploma (Statistics & Computing), ISC-BHU; B-Tech (ECE), IIT (BHU)

Experience: 13 years

Prof. Mishra has more than 13 years of experience in industries like Manufacturing, Financial Services, Software, and IT and has worked with reputed companies like FIITJEE Edusoft, Religare, Rosenthal India, and Jindal ISPAT. He has also worked as a 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. He has published his research in reputed journals like Healthcare Policy and Technology, International Journal of Healthcare Management, and International Journal of Health Quality Assurance. He has been reviewers in many reputed journals. His research interest includes Operation Management, Supply Chain Management, TQM, Healthcare Management



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 Deptt.). 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 15 years

Associate Professor has over 16 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 8 years

Prof. Kumar is working as an Associate 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 (Industrial Engg), NITIE, Mumbai, M.Tech (Industrial Engg), VIT-Pune Pune University; B.E. (Production Engg), Shivaji University, Kolhapur.

Experience: 2.2 Years

Prof Sourabh is working as an assistant professor in the Quantitative Techniques and Operations Management area. Sourabh has developed the framework to capture the dynamics of manufacturing strategy for the operational resilience of manufacturing firms. Additionally, He has contributed with an integrated Lean-TPM-TOC model to tackle the productivity and inefficiency issues of the Indian manufacturing 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 serving also as Guest Editor for the Special Issue on Rebound to Higher Levels of Operational Excellence and Export Competitiveness, IJGBC, springer publications. Besides the academic and editorial roles, Sourabh is serving as the reviewer for various international and national journals and conferences.

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. Chetna Chauhan

Doctoral Candidate, IIM Rohtak (Thesis submitted); B.Tech, KIET Ghaziabad

Experience: 2 years

Chetna Chauhan is an Assistant Professor in the area of Quantitative Techniques and Operations Management at FORE School of Management. She has submitted her doctoral thesis on "Challenges and Implications of Industry 4.0 Enabled Manufacturing" at IIM Rohtak. She has published her research work in reputed international journals such as Journal of Cleaner Production, International Journal of Knowledge Management, and Journal of Manufacturing Technology Management, among others. She has also presented her research work in several national and international conferences such as the Production & Operations Management Conference, Houston, and PAN IIM WMC. Before joining academia, she has worked as a technical executive (supply chain management) in Hindustan Unilever Limited for two years.

Research Interest Areas:

Industry 4.0, Digitalization, Smart Manufacturing, Sustainability, Green Supply Chains, Food Supply Chains

Consulting Interest Areas:

Digitalization of Supply Chains, Industry 4.0, Lean Manufacturing

Strategy



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: 26 years

Experience of around 26 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.



Prof. Mukul Joshi

Ph.D. (Entrepreneurship and Innovation), IIT Kanpur;

MBA (General Management), IIT Kanpur; B.Tech. (Mechanical Engineering), NIT Jalandhar

Experience: 2.5 Years

Dr. Mukul Joshi has completed his Ph.D. in Entrepreneurship and Innovation area, where he studied the context of innovative new venture creation. As a researcher, his goal is to develop deep insights into innovative new venture creation and associated problem-solving in a variety of contexts, and share insights with his students.

He has presented his work at international conferences organized by reputed Strategic Management Society (SM3S) and Australian Centre 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: Frugal Approach to Innovation, New Age Business Models, Qualitative Research



Prof. Aarti Singh

Ph.D., IIT Delhi; M. Tech. (Energy Management),

SEES, DAVV Indore; B. Tech. (Biotechnology), BU Jhansi.

Experience: 15 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); Global Value Chains, Flexibility and Sustainability (Springer); and Economic Policy and Planning in India Post COVID 19 (Bloomsbury Publication, U.K). 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



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 pursuit 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, New Delhi; Abhiwadan to honor 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. “Kurukshetra -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, 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, Prerna, 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.

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 the alumni and current students of FORE, endeavoring to build a better future. It helps in connecting a community of 6000+ strong FORE alumni present globally who have earned a reputation for excellence in the field of management. FAN is responsible for facilitating alumni connectivity with the current batch 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- the Annual Alumni meet. Chapter meets are also organized, both in India and Abroad. Campus events include Alumni Speaks, Panchtatva, Rendezvous where Alumni are also invited to share their experience with students and provide first-hand information on challenges in the corporate world.

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 2019-20, Hundred and thirty students enthusiastically participated in the various inter-college events organized by Prestigious Business Schools across the country and fifty-nine students received seventy-seven awards as first, second or third Positions. Some of the institutions where our students participated last year include IIM Ahmedabad, IIM Indore, IIM Lucknow IIM, Sirmaur, IIM Trichy, IIM Udaipur, IIT Bombay, IIT Delhi, IIT Kanpur, IIT Roorkee, SIBM Pune, XLRI Jamshedpur and FMS, University of Delhi

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 delivering:

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

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 the corporate. We focus on providing clients with solutions, develop our training programmes in such a way that organization as well as workforce meet their objectives 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

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 have also conducted and completed customised blended- a combination of Online and physical contact classes, Executive Management Programme (EMP) and General Management Programme (GMP) for Collabera, Bayer etc. We have also completed Business Analytics Online course for Central Bank of India etc. We have launched Data Science programme 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. We are reachable at exed@fsm.ac.in

Consultancy Services

The faculty of FORE having a vast experience of working with corporates. They are providing consultancy on Management aspect of various businesses, helping startups to accelerate. They are providing consultancy on International Business, Risk Management, Digital Transformation of Businesses, Business Analytics etc.



STUDENTS' PLACEMENT



Placements @ FORE is perhaps one of the most important activity from the student's perspective. The Institute engages the Industry by inviting them to the campus for leadership talks, 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 **2020** were both faster and better. Better was manifested in a higher median CTC, better quality of Companies and multiple job offers for students. This year Highest CTC Offered is **30 LPA**

This is the fifth 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.10.6 Lakh per annum, and Rs 10.1 Lakh per annum respectively.**

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, Manufacturing, FMCD, Media, Pharma etc are the few names who recruited from FORE.

In terms of roles, Consulting offers represented 13% of the total. Companies which hired this year from this sector are KPMG, Deloitte US, GEP, from the consulting domain have all hired from FORE this year.

Companies such as Tata Capital, DMI Finance Private Limited, Novartis ,Verity Knowledge Solutions, Evalueserve, Crisil, EY GDS, HDFC Bank, Hero Fin Corp, Wipro Digital Operations & Platforms, Genpact ERC, Macquarie have recruited for Finance and related profiles.

The hiring traction from traditional recruiters also remains strong. **IT/ ITES, FSI, Banking, MR& Consulting, FMCG, Automobiles etc. have returned year after year to recruit from FORE.**

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

In fact, encouraged by the performance in SIP FORE students received multiple PPO offers from various organizations, to name a few Deloitte, KPMG GS , Tata Capital , GEP , Nestle, Four-S Services Pvt Ltd, BR Group, DMI Finance Private Limited 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 2020 was no exception.



The largest ever batch at FORE with 360 students was placed across 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 Signify Innovations India Ltd, HSBC, Novartis,, GEP, Capgemini, Lenskart,, GoDigit General Insurance, Siemens, OYO Life, Genpact, Asian Paints, Four-S Services, Nestlé India , Hughes Systique, DMI Finance Indospirit, United Biscuits, Zycus, Decathlon, BR Group, Boston Scientific , Dukes , Arka Fincap Limited KPMG Global Services , Wall Street Advisory , Amul , Arvind Lifestyle Brands Ltd, Skyria ,DHL Express,Reserve Bank of India , The Smart Cube, International Data Corporation JLL, JSL Lifestyle Ltd. Travel Corporation India etc recruited from the campus.

For the Batch 19-21 Companies like HSBC, Lenskart, Hughes Systique, Wunderman Thompson Commerce, Kaivalya Food & Beverages (F5), Housr, Boston Scientific, Dukes ,Arka Fincap Limited ,Dorsët ,Wall Street Advisory Skyria ,Reserve Bank of India, JLL, Stanza Living ,JSL Lifestyle Ltd visited for the first time and recruited students for Summer Internship

Dukes became the top recruiter in summer internship and MyMoneyMantra , Quick Ride, Wall Street Advisory, GET Global are next top 5 recruiters .

INTERNATIONAL PLACEMENTS

In addition to the domestic placements, this year FORE students were offered international placements by Enhance Group , Oman

TOP RECRUITERS AT FORE



Company Name

- Absolutdata
- Accenture
- Acxiom Consulting
- Aditya Birla Sun Life Insurance
- Amazon Development Center
- Amul
- ANZ Bank
- Applicate AI
- Arka Fincap Limited
- Arvind Lifestyle Brands Ltd.
- Asian Paints
- AU Small Finance Bank Limited
- Aurigin Inc (Formerly Bankerbay)
- BASIX Sub-K
- Boston Scientific
- BR Group
- Browserstack
- BYJU'S
- Capgemini
- Centum Learning
- Chai Point
- ClearDekho
- Coffee Day Beverages
- Cognizant
- Collabera
- Cremica
- CRIF Solutions
- CRISIL
- Darashaw
- Decathlon
- Delhivery
- Dell
- Deloitte USI
- DHL Express
- DLF Utilities
- DMI Finance Private Limited
- Dorset
- Dukes
- Ebizon Netinfo
- Enhance Group
- Ericsson

Company Name

- Euromonitor International
- Evaluserve
- EY GDS
- Faircent
- Federal Bank
- Fintellix
- Fliplearn
- Four-S Services
- Gartner
- Genpact
- Genpact ERC
- GEP
- GET Global
- GoDigit General Insurance
- Grail Insights
- Greaves Cotton Ltd.
- HCL
- HDFC Bank
- HDFC Life
- HDFC Limited
- Hero Fin Corp
- Hexagon
- Hexaware
- Home First Finance Company
- Housr
- HPE
- HSBC
- Hughes Systique
- Hyundai Motor India Limited
- ICICI Bank
- ICICI Prudential Life Insurance
- IGT Solutions
- IIFL Securities
- Impendi Analytics
- Indospirit
- IndusInd Bank
- Infosys
- Insight Alpha
- Instant Homes
- Intellipaat
- International Data Corporation

Company Name

- iprimed
- ITC
- Jindal Rectifiers
- JK Tyre & Industries Limited
- JLL
- JSL Lifestyle Ltd.
- Kaivalya Food & Beverages (F5)
- Kantar
- Ken Research
- Kotak Mahindra Bank
- KPMG Global Services
- Lenskart
- Macquarie
- Mahindra & Mahindra Ltd
- Mahindra Comviva
- Maruti Suzuki India Limited
- Merkle Sokrati
- Mindtree
- Mittal Energy
- Moolchand Healthcare
- MyMoneyMantra
- Nestlé India
- Newgen Software Technologies Ltd
- Next Education
- NIIT Technologies
- Ninjacart
- Novartis
- Odessa Technologies
- OYO Life
- Pantaloons
- Pitney Bowes
- Prospecta India
- Publicis Sapient
- Quest Global
- Quick Ride
- Randstad India
- Relaxo Footwears
- Reliance Retail
- Reserve Bank of India
- Salesforce
- SBI Card
- Schneider Electric
- SG Analytics
- Siemens

Company Name

- Signify Innovations India Ltd
- Skyrria
- Smart Cube
- Solve Foundation
- South Indian Bank
- SRF
- Stanza Living
- Stratview Research
- Success Mantra
- Sumitomo Mitsui Banking Corporation
- TATA Advanced Systems
- Tata Capital
- Tata Motors
- Tech Mahindra
- Tenon
- Tetrahedron Manufacturing Services
- The House of Artisans
- The Smart Cube
- Thinki
- Thomas Cook
- To The New
- TradeLink Technologies
- Travel Corporation India
- Treebo Hotels
- Treks 'n Rapids
- TresVista Financial Services
- TTK Healthcare
- Uflex Limited
- Unicharm India
- United Biscuits
- Vardhman Textiles
- Verity
- Vermillion
- Viacom 18
- Vikram Solar
- Wall Street Advisory
- Whirlpool
- Wipro Digital Operations & Platforms
- Wipro Limited
- Wunderman Thompson Commerce
- Xceedance
- Xpress Minds Edutainment
- Zycus

DISTINGUISHED ALUMNI



Details of some of the Top Distinguished Alumni of FORE:

Sl. No.	Name of Alumni	Batch	Designation	Company	Profile of the Alumni
1	Anuj Aggarwal	FMG 10 (2001-2003)	Director- Market Risk (Global Process Manager)	Royal Dutch Shell	<ul style="list-style-type: none"> Awarded GE GOLD Cheers award for exemplary performance in Genpact Successfully implemented a number of automation and new regulatory projects affecting risk modeling and analysis, by using SQL, advanced MS-excel, and VBA macros. Strong knowledge of extracting and analyzing large databases Over 17 years of extensive experience in credit & market risk management, financial modeling, portfolio management, complex derivatives valuations, and investment analysis with renowned organizations in the investment and finance sector
2	Debabrata Mishra	FMG 1 (1992-1994)	Director and Regional Head - Middle East & North Africa	TATA Consultancy Services	<ul style="list-style-type: none"> Experienced Sales and Operations professional with strong domain expertise in Banking & Capital Markets and with 20+ years of varied experience that encompasses a wide range of expertise in Financial Technology & Solutions in BFSI industry
3	Deepika Banerjee	FMG 1 (1992-1994)	Head - Employee Relations & Learning, India	Goldman Sachs	<ul style="list-style-type: none"> 25+ years of experience in leading organizations across the HR domain and verticals Previously worked with Nomura, Genpact and TATA AIG Life Insurance
4	Gautam Sewani	FMG 8 (1999-2001)	Senior Director	Kotak Mahindra Bank	<ul style="list-style-type: none"> Worked earlier with Citibank and HSBC Banking and wealth management professional with a vast experience of 20+ years
5	Jasbir Singh Kochar	FMG 5 (1996-1998)	Vice President HR - Manufacturing and Quality	Cipla	<ul style="list-style-type: none"> Senior professional with over 15 years of experience in the HR domain Previously worked with TATA Steel
6	Kapil Grover	FMG 7 (1998-2000)	Chief Marketing Officer	Domino's Pizza	<ul style="list-style-type: none"> Senior marketing professional with 19 years of experience across diverse categories such as food retail (Domino's, Burger King, YUM! Restaurants - KFC), FMCG (Luxor - Parker) and Alcobev (Radico - Magic Moments Vodka)
7	Kush Mehra	FMG 11 (2002-2004)	Chief Business Officer	Pine Labs	<ul style="list-style-type: none"> 15+ years of experience in the Payments industry-merchant services, transaction processing, POS acquiring, acceptance development in new segments and markets backed with an extensive understanding of payments ecosystem(issuers, acquirers, processors, regulators, integrated POS, Mobile POS products & ecommerce acceptance through aggregator linked models) Worked previously with Citibank, American Express and Visa
8	Pallavi Shome	FMG 2 (1993-1995)	Chief Operating Officer	BNY Mellon	<ul style="list-style-type: none"> Over 24 years of work experience in managing teams across various functions such as service delivery, communications, relationship management, business enablement, and project and program management Worked previously with British Telecom, Fidelity Investments and Standard Chartered Bank
9	Reema Malhotra	FMG 2 (1993-1995)	Vice President	IHS Markit	<ul style="list-style-type: none"> Senior HR professional with experience of more than 25 years in organizations like BlackRock, Nokia, Hines, etc.

10	Ritesh Chopra	FMG 4 (1995–1997)	Partner-Chief Operating Officer and Head of Capability Hubs	KPMG Global Services	<ul style="list-style-type: none"> Has worked in consulting, business research, supply chain, pricing and marketing analytics and process improvement areas across the US, UK, and Asia Responsible for starting and leading large offshore Knowledge teams spanning across Research, Analytics, Benchmarking, Knowledge Management, Creative & Marketing Services, and sales and account support
11	Rohit Sodha	FMG 12 (2003–2005)	Managing Director-Germany	Bunzl plc	<ul style="list-style-type: none"> Senior professional with rich expertise in Sales, P&L management, Business Development, Operations management and Strategy Worked earlier with Amazon, Snapdeal and DHL
12	Sajith Sivanandan	FMG 2 (1993–1995)	Managing Director-Malaysia, Vietnam, Philippines and New Emerging Markets	Google	<ul style="list-style-type: none"> 8 years' experience at Google. On the Board of Malaysian Global Innovation & Creativity Center. Worked earlier with Affle UK Ltd., The Gallup Organization.
13	Samik Roy	FMG 4 (1995–1997)	Country Head-Microsoft Modern Workplace	Microsoft	<ul style="list-style-type: none"> Heads Microsoft Modern Workplace, which includes the productivity platforms of Microsoft Office, Windows, Enterprise Mobility and Security Over 25 years of experience in Sales, Pre-Sales, Channels, Industry & International market
14	Saurabh Pandit	FMG 7 (1998–2000)	Regional Sales Director - JAPAC	Resulticks	<ul style="list-style-type: none"> Global, cross functional sales & business management experience in IT for 20 plus years in India, Middle East & JAPAC Previously worked with IBM, Adobe and Microsoft
15	Smitha Satyanarayanan	FMG 9 (2000–2002)	Head - Learning and Development	Marks and Spencer Reliance India Ltd.	<ul style="list-style-type: none"> 15+ years of experience across key facets of HR including talent management, organization capability and leadership development, diversity and engagement across Hospitality, BFSI and Retail industry verticals with leading global organizations Worked earlier with Walmart, Standard Chartered Bank and Kotak Life Insurance
16	Sonia Serrao	FMG 4 (1995–1997)	Director Marketing-Global Service Centre	A.P Moller-Maersk	<ul style="list-style-type: none"> Senior professional with vast experience in marketing and media planning, presently the Director Marketing with the largest ocean and land logistics company Over 22 years of experience spanning across various product categories (IT hardware, consumer durables, FMCG, etc.) and organizations including Tata Global Beverages, Wipro and Lenovo
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17	Sujit Bawa	FMG 10 (2001-2003)	General Manager-Integration	Unilever	<ul style="list-style-type: none"> 15+years of experience in running large scale business and teams Expertise: Post Merger Integration Planning and Execution. Conceptualizing and implementing go to Market Plans. Key Account partnerships and business planning
18	Swati Rangachari	FMG 5 (1996-1998)	Chief of Corporate Affairs	Sterlite Technologies Limited	<ul style="list-style-type: none"> 25 years of varied experience in government affairs, industry relations, communications campaigns and brand visibility in high-intensity growth markets Have held leadership positions in communications and Government Affairs in telecom, aerospace and IT companies like Ericsson, Boeing, Texas Instruments and Aditi Technologies
19	Swayampriya Shah	FMG 4 (1995-1997)	Vice President HR and Administration	BIRA 91	<ul style="list-style-type: none"> Experienced Human Resources Professional with a demonstrated history of working in the food & beverages industry. Professionally skilled in areas of HR Consulting, Cost Optimization, Compensation and Benefits, Organizational Development and Manpower Planning
20	Vaibhav Punj	MS-International Business (2001-2002)	CEO	Burger King, Indonesia	<ul style="list-style-type: none"> Over 18 years of experience in market turnaround, profitability growth & aggressive scaling Worked previously with Samsung Electronics and Adidas group



ADMISSIONS CALENDAR

Full-Time PGDM, PGDM(IB), PGDM(FM) & PGDM(BDA)	
ACTIVITY	PERIOD
Sale of Application Forms	October - December 2020
Shortlisting for Selection Process	February 2021
Personal Interview Session	February - March 2021
Declaration of Result	April 2021
Commencement of Programme	June 2021







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