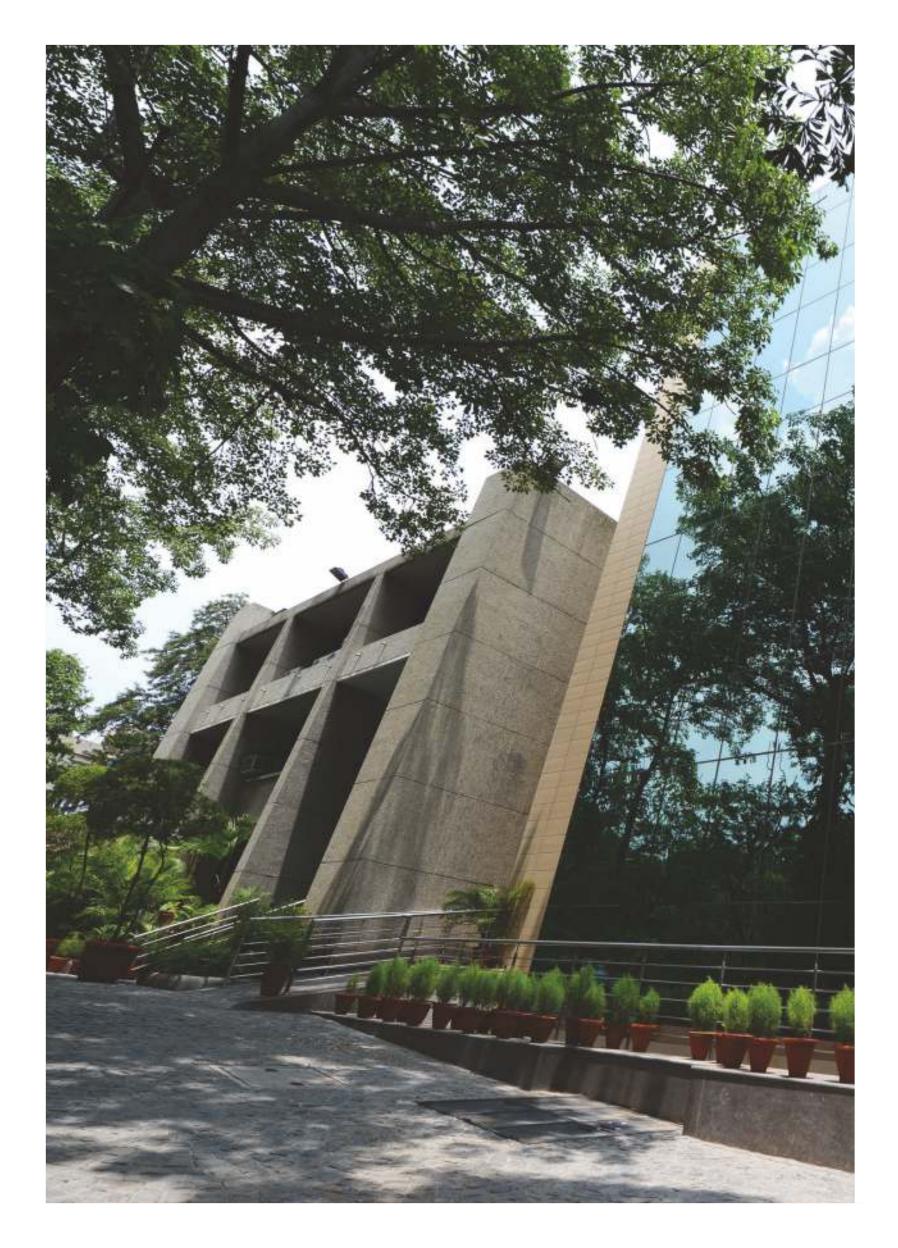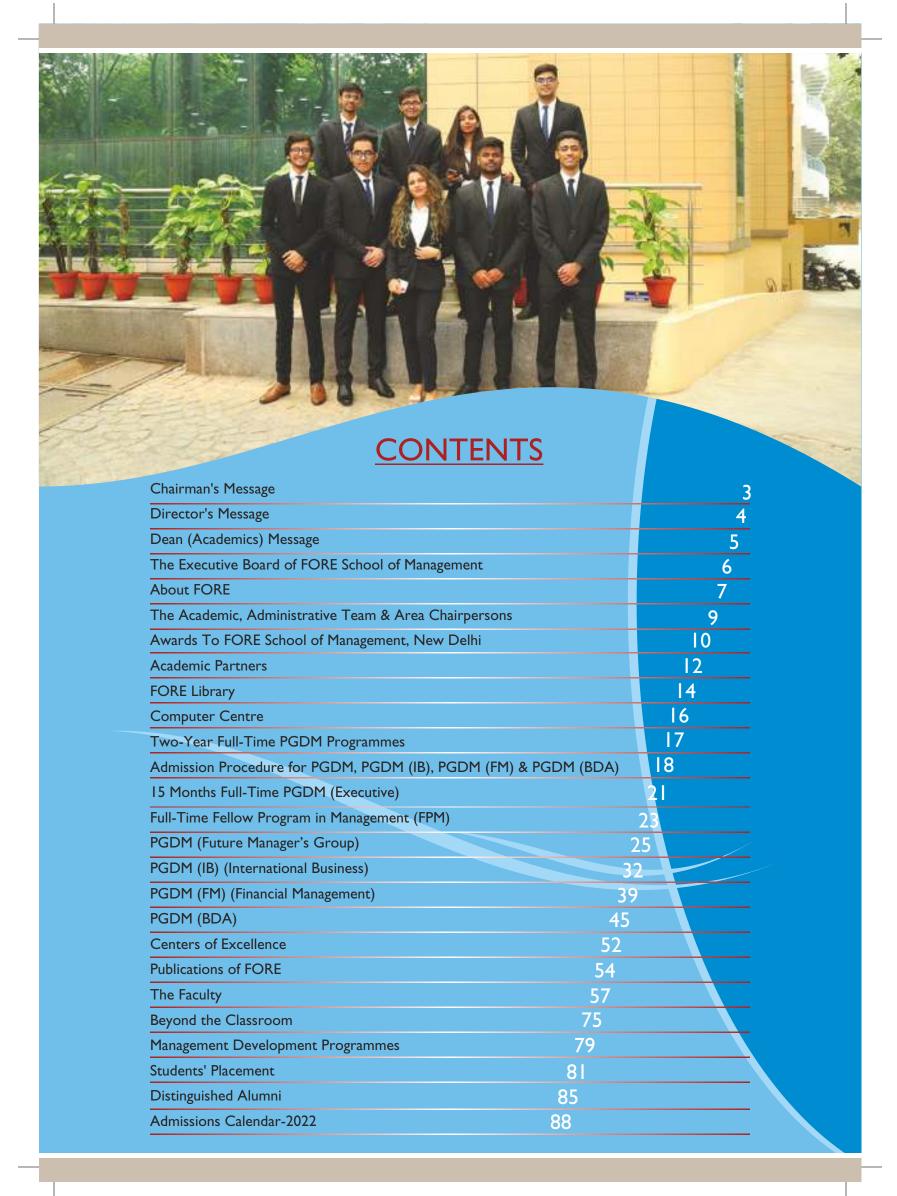Learn To Lead

Admission Brochure 2022

FORE School of Management
New Delhi

CONTENTS

Vision & Mission

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 call continues to be impressive. Despite intense competition from leading Indian B-schools and a general slowdown in this segment, we have received a 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 24 states of the country and this offered us an opportunity to further enhance the classroom experience through diversity. The admission process at the FORE School of Management, New Delhi is highly competitive, rigorous, and transparent. All the students were selected purely based on 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 a 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 the 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 mediums, 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

FORE School of Management (FSM) has successfully created a position for itself as a leader in intra-disciplinary Management Education, Research, Consultancy and Training for the past three decades. In this academic year, the 31st batch of students for our full-time PGDM programme, the 16th batch of students for the PGDM (International Business) programme, the 5th batch of students for the PGDM (Financial Management) programme and 3rd Batch of students for PGDM (Big Data Analytics) programme will be admitted. We lay foremost emphasis on the enhancement of students' knowledge base and sharpening of professional skills through various curricular, co-curricular and extra-curricular activities. At FSM, 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 FSM 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 are 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, FSM 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 make student-life simpler. The use of software applications like SPSS, AMOS, Markstrat, R, R-Studio, Tableau and Capstone Business Simulation has been an integral part of the curriculum. 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 virtual classes, the technology tools and platform has been upgraded, and staff training for these tools has been enhanced. Virtual Internships, the online placement process, and e-learning opportunities have also been successful. Our key to success has been the opportunity we create for our students to interact closely with the corporates and engaging with the corporate world to make a 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. FSM 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. Two year's back we have introduced one new full-time AICTE approved programme- the Post Graduate Diploma in Management (Big Data Analytics) which has been helping the students in building insights for impactful data-driven business decisions.

I thank you for showing your interest in FSM. 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.

Dr. Jitendra K. Das

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 FSM 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 that 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 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 the most modern equipment, creates a great academic ambience.

At FSM we also emphasise the 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. 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 society. We are confident that students passing out from FSM 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 School of Management.

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)
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(Former Chief Operating Officer & Director
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Mr. T.C. Venkat Subramanian
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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

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Economist and Strategy Consultant

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Director-Marketing, KSB Designs

Mr. Kuldip Singh Dhingra
Member
Chairman, Berger Paints India Ltd.

Dr. Jitendra Kumar Das
Director
FORE School of Management
Member
(Founder Dean (Noida Campus), IIM Lucknow)

Dr. Rajneesh Chauhan
Dean (Corporate Relations)
FORE School of Management
Member

Dr. Sanghamitra Buddhapriya
Dean (Academics)
FORE School of Management
Member

Dr. Hitesh Arora
Dean (Academic Services)
FORE School of Management
Member Secretary

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 30 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 2022.

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 the 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.

ACCREDITATIONS & LINKAGES

Recognitions & Accreditations

- 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, 2022.

- 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).

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 aspirations 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 (Vivekananda Pragya Hall).

- Hostel facilities available & located at a very short distance from the institute;

- Subsidized cafeteria facilities.

- Reprographics and internet facilities.

- Adequate captive backup 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.

THE ACADEMIC, ADMINISTRATIVE TEAM & AREA CHAIRPERSONS

THE ACADEMIC TEAM

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

THE ADMINISTRATIVE TEAM

Senior Administrative Officer	Mr. Shailendra Kumar
Advisor (Legal & Administration)	Mr. R. K. Joshi
Librarian	Mr. Rajesh Kumar
Senior Manager (CCR)	Mr. Mukesh Maheshwari
Assistant General Manager (Placements)	Mr. Vivek Chakrapani
Assistant General Manager (Admissions)	Mr. Anupam Bhaskar
Senior Manager (Accounts)	Mr. Bhuvan Chand
Senior Manager (Systems)	Mr. Uday Kumar
Manager (Academics-I)	Mr. Shiv Sankar Pradhan
Manager (Academics-II)	Mr. Manish Pathak
Manager (Academic Services)	Mr. Goutam Kumar Patro

AREA CHAIRS

Communication	Prof. Reeta Raina
Economics and Business Policy	Prof. Shallini Taneja
Finance & Accounting	Prof. Vandana Gupta
Information Technology	Prof. Shilpi Jain
International Business	Prof. Sudeep S.
Marketing	Prof. Varsha Khattri
Organizational Behaviour & Human Resource	Prof. Neeraj Kumar
Quantitative Techniques & Operations	Prof. Sumeet Kaur
Strategic Management	Prof. Anil Kumar Singh

AWARDS TO FORE SCHOOL OF MANAGEMENT, NEW DELHI

- **IIRF Education Impact Awards** in the category of **"Best Institute in India for Academics and Research Perspective"** on October 09, 2021 in the event on **"Leveraging Lockdown Learnings – Implications on Academia and Industry"** organised by Federation for World Academics (FWA) at Le Meridien, Janpath, New Delhi.

- **Leading and Most Trusted Management College of the year 2021, North India** in the category of **"Quality Education, Outstanding Administration, Industry Connect/ Placements & Leading Infrastructure"** on September 23, 2021 at National Education Excellence Awards and Conference 2021 organised by Begin Up Research Intelligence Pvt. Ltd. at Taj West End, Bengaluru. *(we are the only institute who received this exclusive award in North India)*.

- **'Outstanding Performance in Virtual Knowledge Delivery during Pandemic'** award on September 23, 2021 at National Education Excellence Awards and Conference 2021 organised by Begin Up Research Intelligence Pvt. Ltd. at Taj West End, Bengaluru.

- **'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 Indian Innovation Ecosystem & National Excellence Awards 2016 held on February 17, 2016 at Hotel Le-Meridien, Janpath, New Delhi.

- **'Business School with Best Academic Input (Syllabus) in Human Resources'** award at 23rd Business School Affaire & Dewang Mehta National Education Awards held on November 28, 2015 at Taj Lands Ends, Mumbai.

- **'BEST B-SCHOOL FOR PROMOTING INDUSTRY - Academia Interface'** award in the National Education Excellence Awards 2015 organised by ASSOCHAM on April 18, 2015 at The Taj Mahal Hotel, New Delhi. The award was received from the Hon'ble State Minister of HRD, Prof. (Dr.) Ram Shankar Katheria.

- **'Best Global Exposure Award in North India'** and **'Business School Leadership Award in North India'** in the Award Ceremony jointly organised by Royal Brands Pvt. Ltd. and Headlines Today on January 24, 2015 at The Lalit Hotel, New Delhi. The awards were received from Prof. (Dr.) Ram Shankar Katheria, Hon'ble Minister of State for HRD (Higher Education), Govt. of India.

- **'Global League-Indian Institutes'** certificate and award for **'Maintaining Global Standards in Contributing to the Growth of the Indian Education System'** at the Skill Tree Great Place to Study, India Edition 2014-16, organised by Skill Tree Knowledge Consortium on June 24, 2014 at the House of Commons, London, United Kingdom. The award was received by Dr. Jitendra K. Das, Director-FORE from Mr. Bob Blackman, Hon'ble Member of Parliament, Conservative Party, U.K. FORE School of Management is one of the few Indian leading institutions to receive this Award.

- **'Best Management Institute for Impact Potential in the Country'** award at the Education Excellence Awards 2013 jointly organised by ASSOCHAM and The Education Post on November 24, 2013 at Hotel The Grand Bhagwati, Ahmedabad. The Chief Guest for this occasion was Hon'ble Minister of Education, Shri Bhupendrasinh M. Chudasma, Government of Gujarat.

- **'Best B School-North'** award from the Hon'ble Union Minister for HRD, Dr. M. M. Pallam Raju organised by ASSOCHAM National Education Excellence Awards 2013 on April 9, 2013 at HOTEL IMPERIAL, Janpath.

- **'Business School with Best Academic Input (Syllabus) in International Business'** award at 20th Business School Affaire & Dewang Mehta Business School Awards held on November 24, 2012 at The Taj Lands End, Mumbai.

ACADEMIC PARTNERS

FORE School Management has collaborations and tie-ups with a number of international universities and institutions for implanting its international activities, like organizing international conferences, faculty development and exchange programmes, student exchange programmes and student international immersion programmes. Some of the Universities and Institutions we are currently engaged with are:

- ESC Rennes School of Business, France (http://www.esc.rennes.fr)

- University of California, Riverside (IEP), USA (http://www.ucr.edu)

- Nanyang Business School, Nanyang Technological University, Singapore (http://www.nbs.ntu.edu.sg).

- Risk Management Institute, National University of Singapore, Singapore. (https://rmi.nus.edu.sg/)

- National Research University, Higher School of Economics, Moscow, Russia

Universities and institutions we were engaged with and carried out activities in the past are:

- Northampton University, United Kingdom (http://www.northampton.ac.uk)

- Anglia Ruskin University, United Kingdom (http://www.anglia.ac.uk)

- 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 Economics, Ho Chi Minh City, Vietnam (http://www.ueh.edu.vn)

- School of Business and Economics, Linnaeus University, Sweden. (http://lnu.se/school-of-business-and-economics?l=en)

- European Institute for Asian Studies, Luxemburg. (http://www.ubi.edu)

Institutional Membership

- India Habitat Centre, New Delhi

- Education Promotion Society for India (EPSI), New Delhi

- Asian Regional Training And Development Organization (ARTDO) International, Philippines

- Association of Indian Management Schools (AIMS), Hyderabad

- National HRD Network (Delhi Chapter)

- 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: CSIR-National Institute of Science Communication and Information Resources (NISCAIR), New Delhi

- Management Libraries Network (MANLIBNET), New Delhi

- The Case Centre, England

- UN Global Compact Network India

- The Delhi Flying Club Ltd., New Delhi

- Academy of Indian Marketing (A.I.M.)

- PHD Chamber of Commerce & Industry (PHDCCI), New Delhi

- International Federation of Training & Development Organisations (IFTDO), UK

- India International Centre (IIC), 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.

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 a collection of about 45,700 volumes focused on business, management, and other allied subject areas.It also subscribes to EBSCO eBooks-Business Collection Database comprising more than 19,000 titles on the Business and Management topics. To extend in-depth and exhaustive information focused on research, to support high-quality, and to value addition in teaching and learning, the library subscribes to 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; Ouriginal (formerly Urkund) an anti-plagiarism or similar content check online tool has been subscribed by the library. The Library has been subscribing to 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 the 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 library resources and services. All major functions of the library are computerized by using leading, web-enabled, multiuser, integrated library management software, which provides a 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) on their desktop. The library is facilitating a networked environment, connectivity through the 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 cards and each library document contains a barcode label/RFID Tag that enables us computerized circulation system. The library has its webpage on the FSM website, where one can access 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, the 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 feedback from the members through email and phone; they may record their views in the register available at the library counter.

COMPUTER CENTRE

- The Computer Centre has state-of-the-art computing facilities that are available to Students, Faculty and Departments. It includes branded PCs/Laptops with SUN, IBM, DELL and HP servers connected through Ethernet LAN. All these nodes have access to the Internet through a 600 MBPS dedicated leased line on fiber optics. Facilities for printing through high-speed Color/Mono LaserJet 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 ZoneDirector 1200 controlling the Access Points.

- Each student is allotted a mail-id besides Faculty and staff members. The Active Directory and web server are hosted in the computer center itself. Sun storage has been installed for backup purposes. The institute will be implementing its Campus Management System shortly.

- All the students have their mail-ids on fsm.ac.in a 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-student's 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, the theatre style and classic learning centers are furnished with specially designed desks for the comfort of students. Two Classrooms are equipped with 120 HP thin clients machine which runs through CITRIX VDI solution in these classrooms via terminal servers. One Classroom is equipped with 60 Nos. high end configuration desktops.

- Setup of three modern Hybrid Classrooms (Two-Way Interactive classroom) for better online classes with more interaction and engagement between faculty and students sitting in the classroom with social distancing and students sitting at a remote place (Home).

- 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 microphones 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, classroom grading and placement skills learning.

TWO-YEAR FULL-TIME PGDM PROGRAMMES

Full-Time Programmes

Name of the Post Graduate Diploma	Duration
Post Graduate Diploma in Management (PGDM)	Two Years
Post Graduate Diploma in Management (International Business) PGDM(IB)	Two Years
Post Graduate Diploma in Management (Financial Management) PGDM(FM)	Two Years
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 2022 can also apply subject to furnishing the proof of having passed graduation by Monday, October 03, 2022, and obtaining a minimum of 50% marks in an 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-2021) conducted by IIMs, XAT-2022 conducted by XLRI, Jamshedpur, or should have a valid GMAT score in a test taken between 01 January 2020 and 31 January 2022.

Selection Criteria

Short listing for the selection Process is based on CAT-2021 percentile/ XAT-2022 percentile/ GMAT Score.

The final selection is based on CAT/XAT percentile/ GMAT Score, Academic Performance, Work Experience, Business Awareness, 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 professionals from the industry to ensure that the selected candidates perform well during their PGDM programme and subsequently achieve success professionally.

How to Apply

- Applicants can apply ONLINE ONLY at http://admissions.fsm.ac.in

- Applicants need to pay the application fee either through a Credit/Debit Card or Net Banking.

- Applicants need to pay the application fee as mentioned below.

No. of programmes applying for	Base price in INR	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 the other one or two programmes at a later stage, the full application fee for one or two programmes as mentioned in the table will apply.

- The Admission Brochure may be downloaded from https://www.fsm.ac.in/Admission/FORE_School_of_Management_Admissions_Brochure.pdf

- Candidates applying under Atmanirbhar Bharat initiative (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 the 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 Fee:

Programme	Self-Sponsored Category	Company-Sponsored Category
PGDM	Rs.16,98,000/-	Rs.21,22,500/-
PGDM (IB)	Rs.16,98,000/-	Rs.21,22,500/-
PGDM (FM)	Rs.16,98,000/-	Rs.21,22,500/-
PGDM (BDA)	Rs.16,98,000/-	Rs.21,22,500/-

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

With the Government of India's emphasis on "Atmanirbhar Bharat" and its endeavour to promote entrepreneurship zeal amongst the youth, the Institute would like to give an opportunity to the candidates having entrepreneurial potential and may select a few candidates under the company-sponsored category in its various Full-Time PGDM programmes.

- The candidates will be shortlisted primarily on the basis of their profile and will be called for the selection process accordingly.

- The candidate should have an entrepreneurial spirit and there are very limited seats available.

Registration Fee:

A **one-time Registration Fee** of Rs.23,000/- (Rupees Twenty-Three Thousand only) is payable in addition to the admission fee.

Registration fee includes:

a)   Rs.5,000/- towards Security Deposit **(refundable)**,

b)   Rs.3,000/- towards Library Security **(refundable)**,

c)   Rs.3,000/- towards Journal Subscription for two years ,

d)   Rs.5,000/- towards Medical Insurance with Personal Accident Policy for 2 years, and

e)   Rs.7,000/- towards Student Activities charges.

FORE Advantages

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

- Our placement activities and compensation offered to our students match the best that the industry offers.

- We offer scholarships to needy students with excellent academic performance.

- We provide an opportunity 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 complementary component of the PGDM/PGDM(IB)/PGDM(FM) 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.

SCHOLARSHIPS:

1. MEANS-CUM-MERIT SCHOLARSHIPS

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

2. MERIT SCHOLARSHIP

FORE School of Management provides Merit Scholarship to the rank holders of first-year students of PGDM, PGDM (IB), PGDM (FM) and PGDM (BDA) programme based on their overall performance in Term-1, 2 & 3. In the PGDM programme the first three rank holders are provided with a Merit Scholarship of Rs.1,00,000/- each, in PGDM (IB) programme first two rank holders are provided with a Merit Scholarship of Rs.1,00,000/- each and in PGDM (FM) & PGDM (BDA) the topper of each programme is provided with a Merit Scholarship of Rs.1,00,000/-.

3. Fee Concessions to students from J&K and NE

FORE School of Management provides a 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 PGDM (EXECUTIVE)

The PGDM (Executive) Programme:

PGDM (Executive) 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 PGDM (Executive) 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 Complimentary 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 2022-23 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.

- 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.

- Alumni Mentoring Programme - Among the 'FORE Achiever Alumni Network' of 6000+ Alumni, many are CXOs, 1200+ are in senior positions with 700+ Alumni working across the Globe, the students of PGDM(Executive) have the option of taking mentoring support from an Alumni. This Alumni Mentorship Programme assists students in taking professional guidance from the experienced and knowledgeable Alumni of FORE for building up their career. The connections and learnings made in the program help the students for a successful future.

- International Immersion Programme (IIP*) – We provide a 30 hours of course work to all our PGDM (Executive) students to attend an International Immersion Programme at a location outside India. This IIP can take place at our academic partner institutions like the National University of Singapore (NUS), Nanyang Technological University (NTU) in Singapore, or other equivalent institutions that help the working professionals to build up a better understanding of the international business environment.

- International Immersion Programme (IIP) is a complimentary component of the 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.

- 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.

Eligibility:

The candidates fulfilling the following criteria are eligible for the programme-

- Passed any Bachelors Degree of minimum 3 years' duration and a minimum of 5 years relevant managerial/ supervisory experience. Obtained at least 50% marks (45% marks in case of candidates belonging to reserved category) in the qualifying Examination.

- The candidates must have a valid score of CAT/XAT/GMAT/Other AICTE approved All India tests for applying to the programme. Scores of CAT 2018 – 2021 / XAT 2019 – 2022 or GMAT taken after September 1, 2017 will be considered.

Selection Process:

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

- Shortlisting on the basis of CAT/XAT/GMAT score.

- Personal Interview (PI).

- Final selection on the basis of CAT/XAT/GMAT score, performance in the 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 https://admissions.fsm.ac.in/executive-application-form. 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 backgrounds, 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 books/ 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 years of the program.

After successful completion of one year, a FPM scholar is eligible for 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 the 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 (Business Data Analytics) PGDM (BDA).

➢ 15-Months Full-Time PGDM (Executive) (PGPX)

➢ 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 a 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 the 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 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 a 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.

After the first-year programme, students are required to undertake 8-10 weeks of a 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 complementary International Immersion Programme (IIP).

The International Immersion Programme is a complementary part of the full-time course curriculum that is held after Term-3, for students to have an exposure to the 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 the 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.

S.No	Name of the Course	Area	Credits
Term-1			
1	Managerial Communication	Communication	3.0
2	Managerial Economics	Economics and Business Policy	3 0
3	Financial Accounting	Finance and Accounting	3.0
4	Marketing Management-I	Marketing	3.0
5	Human Behaviour in Organizations	OB & HR	3.0
6	Business Analytics-I	QT & OM	3.0
7	Optimization Model for Decision Making	QT & OM	3.0
	Total Credits		**21.0**
Term-2			
1	Written Analysis and Communication	Communication	3.0
2	Legal Aspect of Business	Economics and Business Policy	1.5
3	Corporate Social Responsibility & Sustainability	Economics and Business Policy	1.5
4	Corporate Finance	Finance and Accounting	3.0
5	Information Technology and Systems	Information Technology	3.0
6	Marketing Management-II	Marketing	1.5
7	Human Resource Management	OB & HR	1.5
8	Operations Management-I	QT & OM	1.5
9	Business Research Methods	QT & OM	1.5
10	Strategic Management	Strategy	3.0
	Total Credits		**21.0**
Term-3			
1	Business Ethics and Governance	Economics and Business Policy	1.5
2	Macroeconomics and Policy	Economics and Business Policy	1.5
3	Digital Commerce	Information Technology	1.5
4	Operations Management-II	QT & OM	1.5
5	Project Management	QT & OM	1.5
6	Strategic Entrepreneurship and New Age Business Models	Strategy	1.5
7	Managerial Skills for Effectiveness	OB & HR and Communication	1.5
8	Organizational Design and Change	OB & HR	1.5
9	Elective-1		3.0
10	Elective-2		3.0
	Total Credits		**18.0**

Electives

From Term-3 onwards in the First Year, students will be required to undertake Elective courses. A student enrolled in the PGDM 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 credits will accrue in Term-6 from the IIP which will be held after Term-3.

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 and COURSES OFFERED	CREDIT
COMMUNICATION	
Effective Leadership Communication Through Theatre Techniques	3.0
Communication on Digital Platforms	3.0
Effective Workplace Communication Behaviours	1.5
Cross Cultural Communication	1.5
Corporate Communication	1.5
Communication Audit	1.5
CIS in Communication	3.0
ECONOMICS and BUSINESS POLICY	
Social Enterprise and Sustainable Development in Emerging Economies	3.0
Foreign Trade and Exchange Market	3.0
Public Policy for NGO Management	3.0

Industrial Organization	3.0
Principles of Sustainable Business	1.5
CIS in Economics & Business Policy	3.0
FINANCE and ACCOUNTING	
Financial Markets, Institutions and Services (SAPR)	3.0
Equity Valuation and Portfolio Management	3.0
Investment Banking	3.0
Financial Derivatives	3.0
Commercial Banking Practices and Treasury Management	3.0
Fixed Income Securities and Structured Products	3.0
Wealth Management and Alternative Investments	3.0
Project Appraisal and Financing	3.0
Applied Financial Risk Management	1.5
Financial Strategies for Value Creation (IIP Course)	1.5
INFORMATION TECHNOLOGY	
Machine Learning with Python	3.0
Big Data And Data Analytics For Managers (Using Python)	3.0
Deep Learning and NLP	3.0
Machine Learning, Blockchains, Fintech	3.0
Managing Business on Cloud	3.0
Business Development in IT	3.0
Social Media Analytics	3.0
Data Summarization And Visualization	1.5
Cyber Security	1.5
Digital Innovation	1.5
Systems Thinking	1.5
Functional Analytics	1.5
INTERNATIONAL BUSINESS	
Trade and Geopolitics (SAPR)	1.5
Export- Import Procedures & Documentation (SAPR)	1.5
International Management	3.0
Export – Import Management: A Starter's Toolkit	3.0
Business in Asia-Pacific	3.0
International Economic Organizations	3.0
Trade, Technology and Development	1.5
Commercial Geography	1.5
Cinema, Global Business, and Film Diplomacy	1.5
CIS in International Business	3.0

MARKETING	
Advanced Marketing Research	3.0
International Marketing	3.0
Sales, Distribution and Retail Management	3.0
Marketing Strategy with MARKSTRAT	3.0
Advertising & Brand Management	3.0
Consumer Behavior	3.0
Digital Marketing & Analytics with Digital MediaPro	3.0
B2B Marketing	3.0
Green Marketing	1.5
Services Marketing	1.5
Marketing Models and Analytics	1.5
Marketing Analytics (IIP Course)	1.5
ORGANISATIONAL BEHAVIOUR and HUMAN RESOURCE	
Employee Relations – Legislations & Compliances (SAPR)	3.0
Learning & Development	3.0
Competency Mapping	3.0
Personal Growth Lab	3.0
Performance & Compensation Management	3.0
HR Analytics	1.5
Negotiation Skills	3.0
Managing Talent & Career in Organizations	1.5
CIS in Organisational Behaviour and Human Resource	3.0
Strategic HR Management (IIP Course)	1.5
QUANTITATIVE TECHNIQUES & OPERATIONS MANAGEMENT	
Business Analytics - II (SAPR)	3.0
Advance Project Management	3.0
Procurement Manufacturing Planning & Control	3.0
Multivariate Data Analysis	3.0
Supply Chain Management	3.0
Operations Strategy	3.0
Service Operation and Analytics	3.0
Decision Modelling with Spread Sheet	3.0
World Class Operations	3.0
Global Logistics Management	1.5
Healthcare Operations and Analytics	1.5
STRATEGY	
Strategists' Tool-kit and Competitive Intelligence	3.0

Strategy Business Simulations using CESIM	3.0
Mergers & Acquisitions	3.0
Creativity and Design Thinking for Strategic Value Creation	3.0
Strategic Analysis and Globalization	3.0
Strategic Alliances & Joint Ventures	1.5
Current and Emerging Trends in Strategic Management	1.5
CIS in Strategy	3.0

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 have:

- A clear understanding of the business environment across industry, markets, economies, geographies, and cultures

- Analyse and evaluate the issues that arise out of the growing interface of the Indian economy with the 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 the 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 a 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.

After the first-year programme, students are required to undertake 8-10 weeks of a 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 complementary International Immersion Programme (IIP).

The International Immersion Programme is a complementary part of the full-time course curriculum held after Term-3 for students to have an exposure to the international business scenario and global best practices in their respective areas 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 the calculation of CGPA.

The Year and Term- wise Credit Course structure in the PGDM-IB 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	
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.

S.No	Name of the Course	Area	Credits
Term-1			
1	Managerial Communication	Communication	3.0
2	Managerial Economics	Economics and Business Policy	3 0
3	Financial Accounting	Finance and Accounting	3.0
4	Marketing Management-I	Marketing	3.0
5	Human Behaviour in Organizations	OB & HR	3.0
6	Business Analytics-I	QT & OM	3.0
7	Optimization Model for Decision Making	QT & OM	3.0
	Total Credits		**21.0**
Term-2			
1	Written Analysis and Communication	Communication	3.0
2	Legal Aspect of Business	Economics and Business Policy	1.5
3	Corporate Social Responsibility & Sustainability	Economics and Business Policy	1.5
4	Corporate Finance	Finance and Accounting	3.0
5	Information Technology and Systems	Information Technology	3.0
6	Marketing Management-II	Marketing	1.5
7	Human Resource Management	OB & HR	1.5
8	Operations Management-I	QT & OM	1.5
9	Business Research Methods	QT & OM	1.5
10	Strategic Management	Strategy	3.0
	Total Credits		**21.0**
Term-3			
1	Business Ethics and Governance	Economics and Business Policy	1.5
2	International Business Management	International Business	1.5
3	Digital Commerce	Information Technology	1.5
4	Operations Management-II	QT & OM	1.5
5	Project Management	QT & OM	1.5
6	Strategic Entrepreneurship and New Age Business Models	Strategy	1.5
7	Managerial Skills for Effectiveness	OB & HR and Communication	1.5
8	Organizational Design and Change	OB & HR	1.5
9	Elective-1		3.0
10	Elective-2		3.0
	Total Credits		**18.0**

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 credits will accrue in Term-6 from the IIP which will be held after Term-3.

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 the 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 and COURSES OFFERED	CREDIT
COMMUNICATION	
Effective Leadership Communication Through Theatre Techniques	3.0
Communication on Digital Platforms	3.0
Effective Workplace Communication Behaviours	1.5
Cross Cultural Communication	1.5
Corporate Communication	1.5

Communication Audit	1.5
CIS in Communication	3.0
ECONOMICS and BUSINESS POLICY	
Social Enterprise and Sustainable Development in Emerging Economies	3.0
Foreign Trade and Exchange Market	3.0
Public Policy for NGO Management	3.0
Macroeconomics for Business Policy	3.0
Industrial Organization	3.0
Principles of Sustainable Business	1.5
CIS in Economics & Business Policy	3.0
FINANCE and ACCOUNTING	
Financial Markets, Institutions and Services (SAPR)	3.0
Equity Valuation and Portfolio Management	3.0
Investment Banking	3.0
Financial Derivatives	3.0
Commercial Banking Practices and Treasury Management	3.0
Fixed Income Securities and Structured Products	3.0
Wealth Management and Alternative Investments	3.0
Project Appraisal and Financing	3.0
Applied Financial Risk Management	1.5
Financial Strategies for Value Creation (IIP course)	1.5
INFORMATION TECHNOLOGY	
Machine Learning with Python	3.0
Big Data And Data Analytics For Managers (Using Python)	3.0
Deep Learning and NLP	3.0
Machine Learning, Blockchains, Fintech	3.0
Managing Business on Cloud	3.0
Business Development in IT	3.0
Social Media Analytics	3.0
Data Summarization And Visualization	1.5
Cyber Security	1.5
Digital Innovation	1.5
Systems Thinking	1.5
Functional Analytics	1.5
INTERNATIONAL BUSINESS	
Trade and Geopolitics (SAPR)	1.5
Export- Import Procedures & Documentation (SAPR)	1.5
International Management	3.0

Export – Import Management: A Starter's Toolkit	3.0
Business in Asia-Pacific	3.0
International Economic Organizations	3.0
Trade, Technology and Development	1.5
Commercial Geography	1.5
Cinema, Global Business, and Film Diplomacy	1.5
CIS in International Business	3.0
International Business (IIP course)	1.5
MARKETING	
Advanced Marketing Research	3.0
International Marketing (SAPR)	3.0
Sales, Distribution and Retail Management	3.0
Marketing Strategy with MARKSTRAT	3.0
Advertising & Brand Management	3.0
Consumer Behavior	3.0
Digital Marketing & Analytics with Digital MediaPro	3.0
B2B Marketing	3.0
Green Marketing	1.5
Services Marketing	1.5
Marketing Models and Analytics	1.5
Digital Marketing (IIP course)	1.5
ORGANISATIONAL BEHAVIOUR and HUMAN RESOURCE	
Employee Relations – Legislations & Compliances (SAPR)	3.0
Learning & Development	3.0
Competency Mapping	3.0
Personal Growth Lab	3.0
Performance & Compensation Management	3.0
HR Analytics	1.5
Negotiation Skills	3.0
Managing Talent & Career in Organizations	1.5
CIS in Organisational Behaviour and Human Resource	3.0
QUANTITATIVE TECHNIQUES & OPERATIONS MANAGEMENT	
Business Analytics - II (SAPR)	3.0
Advance Project Management	3.0
Procurement Manufacturing Planning & Control	3.0
Multivariate Data Analysis	3.0
Supply Chain Management	3.0
Operations Strategy	3.0

Service Operation and Analytics	3.0
Decision Modelling with Spread Sheet	3.0
World Class Operations	3.0
Global Logistics Management	1.5
Healthcare Operations and Analytics	1.5
STRATEGY	
Strategists' Tool-kit and Competitive Intelligence	3.0
Strategy Business Simulations using CESIM	3.0
Mergers & Acquisitions	3.0
Creativity and Design Thinking for Strategic Value Creation	3.0
Strategic Analysis and Globalization	3.0
Strategic Alliances & Joint Ventures	1.5
Current and Emerging Trends in Strategic Management	1.5
CIS in Strategy	3.0

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 platforms 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 a conceptual framework for the 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 the 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 a 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 complementary International Immersion Programme (IIP).

The International Immersion Programme is a complementary part of the full-time course curriculum held after Term-3 for students to have an exposure to the international business scenario and global best practices in their respective areas 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 is 06 credits from the 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 the calculation of CGPA.

The Year and Term- wise Credit Course structure in the PGDM-FM 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 3 credits (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 3.0 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	Credits
1	Managerial Communication	Communication	3.0
2	Managerial Economics	Economics and Business Policy	3 0
3	Financial Accounting	Finance and Accounting	3.0
4	Marketing Management-I	Marketing	3.0
5	Human Behaviour in Organizations	OB & HR	3.0
6	Business Analytics-I	QT & OM	3.0
7	Optimization Model for Decision Making	QT & OM	3.0
	Total Credits		**21.0**
Term-2			
1	Written Analysis and Communication	Communication	3.0
2	Legal Aspect of Business	Economics and Business Policy	1.5
3	Corporate Social Responsibility & Sustainability	Economics and Business Policy	1.5
4	Corporate Finance	Finance and Accounting	3.0
5	Information Technology and Systems	Information Technology	3.0
6	Marketing Management-II	Marketing	1.5
7	Human Resource Management	OB & HR	1.5
8	Operations Management-I	QT & OM	1.5
9	Business Research Methods	QT & OM	1.5
10	Strategic Management	Strategy	3.0
	Total Credits		**21.0**
Term-3			
1	Business Ethics and Governance	Economics and Business Policy	1.5
2	Financial Reporting and Analysis	Finance and Accounting	3.0
3	Management Accounting	Finance and Accounting	1.5
4	Operations Management-II	QT & OM	1.5
5	Strategic Entrepreneurship and New Age Business Models	Strategy	1.5
6	Managerial Skills for Effectiveness	OB & HR and Communication	1.5
7	Organizational Design and Change	OB & HR	1.5
8	Elective-1	Finance and Accounting	3.0
9	Elective-2		3.0
	Total Credits		**18.0**

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 credits will accrue in Term-6 from the IIP which will be held after Term-3.

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 of 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 and COURSES OFFERED	CREDIT
COMMUNICATION	
Effective Leadership Communication Through Theatre Techniques	3.0
Communication on Digital Platforms	3.0
Effective Workplace Communication Behaviours	1.5
Cross Cultural Communication	1.5
Corporate Communication	1.5
Communication Audit	1.5
CIS in Communication	3.0
ECONOMICS and BUSINESS POLICY	
Social Enterprise and Sustainable Development in Emerging Economies	3.0
Foreign Trade and Exchange Market	3.0
Public Policy for NGO Management	3.0
Macroeconomics for Business Policy	3.0
Industrial Organization	3.0
Principles of Sustainable Business	1.5
CIS in Economics & Business Policy	3.0
FINANCE and ACCOUNTING	
Financial Markets, Institutions and Services (SAPR)	3.0

Equity Valuation and Portfolio Management	3.0
Investment Banking	3.0
Financial Derivatives	3.0
Commercial Banking Practices and Treasury Management	3.0
Fixed Income Securities and Structured Products	3.0
Wealth Management and Alternative Investments	3.0
Project Appraisal and Financing	3.0
Applied Financial Risk Management	1.5
Credit Risk Management (IIP course)	3.0
INFORMATION TECHNOLOGY	
Machine Learning with Python	3.0
Big Data And Data Analytics For Managers (Using Python)	3.0
Deep Learning and NLP	3.0
Machine Learning, Blockchains, Fintech	3.0
Managing Business on Cloud	3.0
Business Development in IT	3.0
Social Media Analytics	3.0
Data Summarization And Visualization	1.5
Cyber Security	1.5
Digital Innovation	1.5
Systems Thinking	1.5
Functional Analytics	1.5
INTERNATIONAL BUSINESS	
Trade and Geopolitics (SAPR)	1.5
Export- Import Procedures & Documentation (SAPR)	1.5
International Management	3.0
Export – Import Management: A Starter's Toolkit	3.0
Business in Asia-Pacific	3.0
International Economic Organizations	3.0
Trade, Technology and Development	1.5
Commercial Geography	1.5
Cinema, Global Business, and Film Diplomacy	1.5
CIS in International Business	3.0
MARKETING	
Advanced Marketing Research	3.0
International Marketing	3.0
Sales, Distribution and Retail Management	3.0
Marketing Strategy with MARKSTRAT	3.0

Advertising & Brand Management	3.0
Consumer Behavior	3.0
Digital Marketing & Analytics with Digital MediaPro	3.0
B2B Marketing	3.0
Green Marketing	1.5
Services Marketing	1.5
Marketing Models and Analytics	1.5
ORGANISATIONAL BEHAVIOUR and HUMAN RESOURCE	
Employee Relations – Legislations & Compliances (SAPR)	3.0
Learning & Development	3.0
Competency Mapping	3.0
Personal Growth Lab	3.0
Performance & Compensation Management	3.0
HR Analytics	1.5
Negotiation Skills	3.0
Managing Talent & Career in Organizations	1.5
CIS in Organisational Behaviour and Human Resource	3.0
QUANTITATIVE TECHNIQUES & OPERATIONS MANAGEMENT	
Business Analytics - II (SAPR)	3.0
Advance Project Management	3.0
Procurement Manufacturing Planning & Control	3.0
Multivariate Data Analysis	3.0
Supply Chain Management	3.0
Operations Strategy	3.0
Service Operation and Analytics	3.0
Decision Modelling with Spread Sheet	3.0
World Class Operations	3.0
Global Logistics Management	1.5
Healthcare Operations and Analytics	1.5
STRATEGY	
Strategists' Tool-kit and Competitive Intelligence	3.0
Strategy Business Simulations using CESIM	3.0
Mergers & Acquisitions	3.0
Creativity and Design Thinking for Strategic Value Creation	3.0
Strategic Analysis and Globalization	3.0
Strategic Alliances & Joint Ventures	1.5
Current and Emerging Trends in Strategic Management	1.5
CIS in Strategy	3.0

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.

Programme

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 the future, intelligent systems may 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 the 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 a conceptual framework for analytical models, strategies, and their deployment in various industries.

- Developing hands-on capabilities on the technologically 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 improve 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 the 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 a conceptual understanding of theoretical and abstract concepts, big data ecosystem, computing, and programming environment, and business problems and remain abreast with all developments and innovations 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 a 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 a 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 complimentary part of the full-time course curriculum held after Term-3 for students to have an exposure to the international business scenario and global best practices in their respective areas 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.

In case of students getting a Fail "F" grade by UCR, a re-examination may have to be conducted within the framework of FORE academic rules. If the student passes the re-examination as per academic norms, the student earns those grades towards PGDM (BDA) diploma, but the student does not get the Certificate.

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 the 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 the calculation of CGPA.

The Year and Term- wise Credit Course structure in the PGDM-BDA 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	
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**	**Credits**
1	Managerial Communication	Communication	3.0
2	Managerial Economics	Economics and Business Policy	3 0
3	Financial Accounting	Finance and Accounting	3.0
4	Marketing Management-I	Marketing	3.0
5	Human Behaviour in Organizations	OB & HR	3.0
6	Business Analytics-I	QT & OM	3.0
7	Optimization Model for Decision Making	QT & OM	3.0
	Total Credits		**21.0**
Term-2			
1	Written Analysis and Communication	Communication	3.0
2	Corporate Social Responsibility & Sustainability	Economics and Business Policy	1.5
3	Data Exploration and Visualisation using Python	Information Technology	1.5
4	Corporate Finance	Finance and Accounting	3.0
5	Information Technology and Systems	Information Technology	3.0
6	Marketing Management-II	Marketing	1.5
7	Human Resource Management	OB & HR	1.5
8	Business Research Methods	QT & OM	1.5
9	Operations Management-I	QT & OM	1.5

10	Strategic Management	Strategy	3.0
	Total Credits		**21.0**
Term-3			
1	Business Ethics and Governance	Economics & Business Policy	1.5
2	Fundamentals of Database Management	Information Technology	1.5
3	Digital Commerce	Information Technology	1.5
4	Project Management	QT & OM	1.5
5	Operations Management-II	QT & OM	1.5
6	Strategic Entrepreneurship and New Age Business Models	Strategy	1.5
7	Managerial Skills for Effectiveness	OB & HR and Communication	1.5
8	Organizational Design and Change	OB & HR	1.5
9	Elective-1	Information Technology	3.0
10	Elective-2		3.0
	Total Credits		**18.0**

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 which will be held after Term-3.

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 and COURSES OFFERED	CREDIT
COMMUNICATION	
Effective Leadership Communication Through Theatre Techniques	3.0
Communication on Digital Platforms	3.0
Effective Workplace Communication Behaviours	1.5
Cross Cultural Communication	1.5
Corporate Communication	1.5
Communication Audit	1.5
CIS in Communication	3.0
ECONOMICS and BUSINESS POLICY	
Social Enterprise and Sustainable Development in Emerging Economies	3.0
Foreign Trade and Exchange Market	3.0
Public Policy for NGO Management	3.0
Macroeconomics for Business Policy	3.0
Industrial Organization	3.0
Principles of Sustainable Business	1.5
CIS in Economics & Business Policy	3.0
FINANCE and ACCOUNTING	
Financial Markets, Institutions and Services (SAPR)	3.0
Equity Valuation and Portfolio Management	3.0
Investment Banking	3.0
Financial Derivatives	3.0
Commercial Banking Practices and Treasury Management	3.0
Fixed Income Securities and Structured Products	3.0
Wealth Management and Alternative Investments	3.0
Project Appraisal and Financing	3.0
Applied Financial Risk Management	1.5
INFORMATION TECHNOLOGY	
Machine Learning with Python (SAPR)	3.0
Big Data And Data Analytics For Managers (Using Python) (SAPR)	3.0
Deep Learning and NLP (SAPR)	3.0
Machine Learning, Blockchains, Fintech	3.0
Managing Business on Cloud	3.0
Business Development in IT	3.0
Social Media Analytics	3.0

Data Summarization And Visualization	1.5
Cyber Security	1.5
Digital Innovation	1.5
Systems Thinking (SAPR)	1.5
Functional Analytics (SAPR)	1.5
Analytics and Machine Learning in Business (IIP course)	1.5
INTERNATIONAL BUSINESS	
Trade and Geopolitics (SAPR)	1.5
Export- Import Procedures & Documentation (SAPR)	1.5
International Management	3.0
Export – Import Management: A Starter's Toolkit	3.0
Business in Asia-Pacific	3.0
International Economic Organizations	3.0
Trade, Technology and Development	1.5
Commercial Geography	1.5
Cinema, Global Business, and Film Diplomacy	1.5
CIS in International Business	3.0
MARKETING	
Advanced Marketing Research	3.0
International Marketing	3.0
Sales, Distribution and Retail Management	3.0
Marketing Strategy with MARKSTRAT	3.0
Advertising & Brand Management	3.0
Consumer Behavior	3.0
Digital Marketing & Analytics with Digital MediaPro	3.0
B2B Marketing	3.0
Green Marketing	1.5
Services Marketing	1.5
Marketing Models and Analytics	1.5
ORGANISATIONAL BEHAVIOUR and HUMAN RESOURCE	
Employee Relations – Legislations & Compliances (SAPR)	3.0
Learning & Development	3.0
Competency Mapping	3.0
Personal Growth Lab	3.0
Performance & Compensation Management	3.0
HR Analytics	1.5
Negotiation Skills	3.0
Managing Talent & Career in Organizations	1.5

CIS in Organisational Behaviour and Human Resource	3.0
QUANTITATIVE TECHNIQUES & OPERATIONS MANAGEMENT	
Business Analytics - II (SAPR)	3.0
Advance Project Management	3.0
Procurement Manufacturing Planning & Control	3.0
Multivariate Data Analysis	3.0
Supply Chain Management	3.0
Operations Strategy	3.0
Service Operation and Analytics	3.0
Decision Modelling with Spread Sheet	3.0
World Class Operations	3.0
Global Logistics Management	1.5
Healthcare Operations and Analytics	1.5
STRATEGY	
Strategists' Tool-kit and Competitive Intelligence	3.0
Strategy Business Simulations using CESIM	3.0
Mergers & Acquisitions	3.0
Creativity and Design Thinking for Strategic Value Creation	3.0
Strategic Analysis and Globalization	3.0
Strategic Alliances & Joint Ventures	1.5
Current and Emerging Trends in Strategic Management	1.5
CIS in Strategy	3.0

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. One of the ongoing researches being carried out by the Centre deals with the 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. Along with activities such as research and consulting, CPTR also conducts training programs in psychometric testing and the allied areas, for students, researchers, faculty members and practitioners.	Prof. Prachi Bhatt
Center for Sustainable Development (CSD)	Center for Sustainable Development (CSD) was founded in the year 2012 with a vision to carve out innovative solutions to address the challenges faced by business & society in the area of CSR, Business Ethics, Environmental, Social & Governance (ESG) and Sustainable Development across various dimensions. 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 at large.	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

Centers of Excellence	Objectives	Head of the Center
Center for Digital Innovation	Digital innovations make new markets and business models possible. Understanding the factors associated with the success or failure of these new developments is the key to leveraging the power of digital technologies within organizations and markets. Center for digital innovation aims to bring out innovative technical solutions targeted towards social good. It works on Digital Strategies, Digital technologies, and Digital innovations.	Prof. Rakhi Tripathi
Center for Research & Innovation in Frugal Technology Management	• To carry research, generate and disseminate knowledge on the frugal innovation, thus contributing to existing body of knowledge • 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 Journal:

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-Eight 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: A Newsletter of FORE School of Management since 2012 is a quarterly publication 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 Anubhutis, 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. Two Hundred Fourteen (214) working papers have been published so far which list is available on FORE website.

Research Articles and Cases published by FORE Faculty

FORE faculty members have been writing and publishing research articles in reputed national and internation Journals. They have published Two Hundred Forty-Three (243) research articles in highly ranked Journals and Twenty-Seven (27) Cases with reputed Case Clearing Houses since 2013 so far.

Books Published by FORE

Best of Abhigyan: Compilation of Selected articles Abhigyan Journal.

i. Gautam, Vinayshil, (ed), 2013. Longitudinal Thinking: The Best of Abhigyan. Macmillan Publishers India, New Delhi. Volume-I (1983-1997), p256. ISBN 978-9350-59403-2

ii. Gautam, Vinayshil, (ed), 2013. Longitudinal Thinking: The Best of Abhigyan. Macmillan Publishers India, New Delhi. Volume-II (1998-2012), p236. ISBN 978-9350-59403-2

Other Books Published by FORE

i.   Das, J. K., Taneja, S. & Arora, Hitesh. (eds.). (2021). Corporate Social Responsibility and Sustainable Development. Routledge. p251. ISBN 978-1-032-18954-3

ii. Das, J. K., & H. Arora. (eds.). (2019). Reinventing INDO-RUSSIA Relations. Bloomsbury. p204. ISBN 978-93-88002-35-6

iii. Das, J. K., & H. Arora. (eds.). (2017). Vietnam: The Emerging Asian Star from a War-Stricken Nation. Bloomsbury. p163. ISBN 978-93-86349-33-0

iv. Bhatt, Prachi, Jaiswal, P., Majumdar, Bishakha & Verma, Subir. (eds.). (2017). Riding the New Tides. Emerald

Publishing. p253. ISBN 9781786354174

v.   Das, J. K., M. Gangwar, S. Kaur, & A. Kumar. (eds.). (2016). Competing Through Operations Excellence: Agility, Adaptability & Analytics. Bloomsbury. p250. ISBN 978-93-84052-80-5

vi.   Das, J. K. & H. Arora. (eds.). (2015). Reviving Italy: Reflections. Bloomsbury. p134. ISBN 978-93-85436-90-1

vii. Das, J. K., S. Bera, S. Taneja, & R. Raina. (eds.). (2015). Business Sustainability: Challenges and Issues. Bloomsbury. p283. ISBN 978-93-84052-10-2

viii. Das, J. K., A. Zameer, A. Narula, & R. Tripathi. (eds.). (2014). Reinventing Marketing for Emerging Markets. Bloomsbury. p495. ISBN 978-93-84052-14-0

ix.   Das, J. K. & H. Arora. (eds.). (2014). Malaysia: Challenges and Perspectives. Bloomsbury. p358. ISBN 978-93-84052-13-3

x.   Das, J. K., & M. Joseph. (eds.). (2013). Reflections on Chinese Management Styles and Business Ethics. Bloomsbury. p167. ISBN 978 93 82563-63-1

xi.   Das, J. K., & Swaminathan, Freda. (eds.). (2010). B-School Conclave: Moving To The Next Orbit: Proceedings. NHRDN & FORE School of Management. p51.

Books Published by FORE Faculty
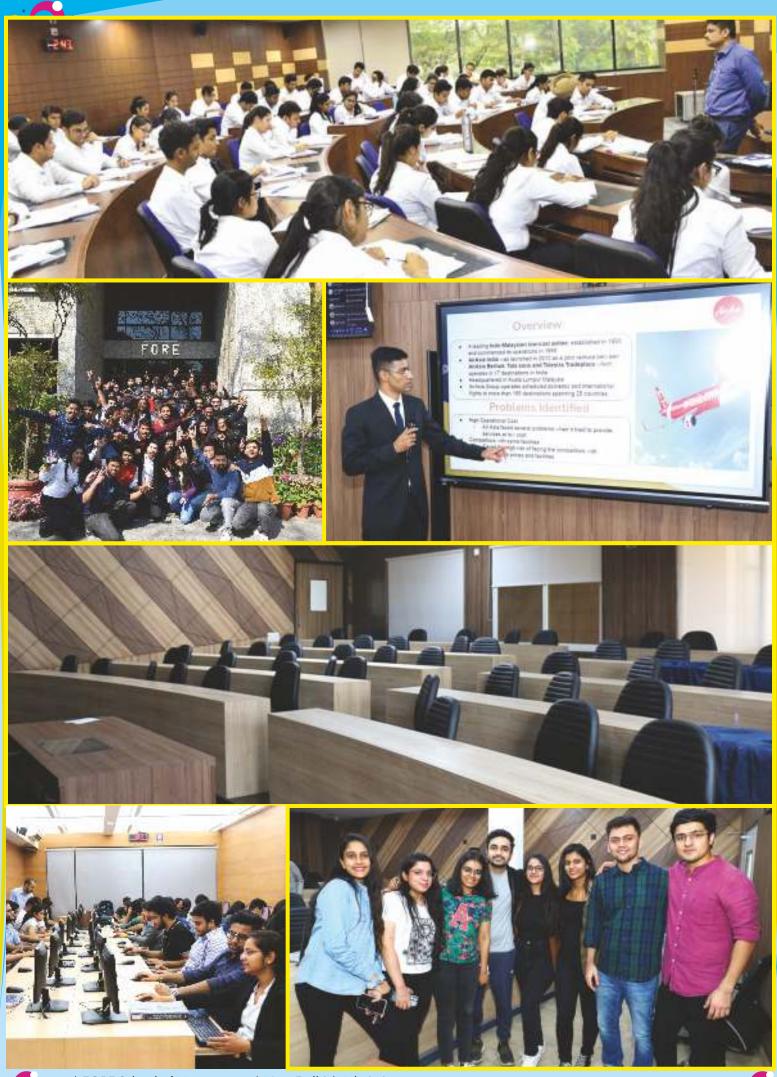
i.   Gautam, Savita. (eds.). (2019). Bloomsbury Publishing. p153. ISBN: 978-93-00000-00-0

ii.   Gupta, Ambrish. (2017). Project Appraisal And Financing. Prentice-Hall of India, p586. ISBN: 978-81-203-5275-9

iii. Sharma, Mohita Gangwar, Slack, Nigel & Lewis, Michael. (2017). Operations Strategy. Pearson India Education Services Pvt. Ltd., p471, ISBN: 978-93-530-6045-9.

iv.   Arora, Hitesh & Keller, Gerald. (2016). Business Statistics -BSTAT : A South-Asian Perspective. Cengage Learning India Pvt. Ltd. 1., p410, ISBN: 978-0-538-47982-0

v.   Ahmed, Faisal & Kumar, Suresh. (2016). Foreign Policy of India: West Asia and North Africa (WANA). New Century Publications. p230. ISBN: 978-81-770-8406-1

vi.   Puri, A. K. & Singh, Kanhaiya. (2015). Emerging Horizons in Finance. Bloomsbury Publishing India Pvt. Ltd. p342. ISBN : 978-93-85436-83-3

vii. Singh, Kanhaiya, (2015). Management Accounting -Concepts and Strategic Costing Decisions. Wiley. p684. ISBN :978-81-265-5637-3

viii. Ahmad Faisal & Alam, M. Absar. (2014). Business Environment: Indian and Global Perspectives. Prentice-Hall of India, p467. ISBN: 978-81-203-5022-9

ix.   Dutta, Vinay & Singh, Kanhaiya, (2013). Commercial Bank Management. McGraw Hill Education. p582. ISBN: 978-1-25-900477-3

x.   Ahmed, Faisal & Faheem, Mohd, (eds.). (2019). India-ASEAN Engagements. New Century Publication. p158. ISBN 978-81-7708-482-5.

xi.   Gupta, Ambrish. (2018). Financial Accounting for Management. Pearson, p777. ISBN: 978-93-528-6670-0

xii. Gupta, Ambrish. (2020). Inflation Accounting. Kanishka Publication. p280. ISBN 81-7391-353-6.

Chapter published in Books by FORE Faculty

Apart from the books; the faculty members of FORE have been writing and publishing chapters in books. They have published One Hundred and Seventeen (117) chapters with reputed national and international publishers since 2013 till date.

THE FACULTY

COMMUNICATION

Prof. Anita Tripathy Lal

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

Experience: 25 Years

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 over 25 years of work experience in the areas of teaching, training, research, and consultancy. She has been a Visiting Faculty at IIT Delhi, IIT Kanpur, IIFT Delhi, IIM Ranchi and IIM Rohtak. She has also 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 a 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 a 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 the prestigious certification with honours on 'Mentor Development Program for Entrepreneurs' jointly from the London School of Business and National Entrepreneurship Network (NEN). She has also been felicitated by TiE New Delhi for her contribution as a Mentor to the TiE Young Entrepreneurs (TYE 2014-15). Being a 'Certified Mentor' and a 'Start –up Advisor" for NEN, she has been successfully mentoring entrepreneurs and coaching MBA students on Personality & Career Development. Her passion though remains 'Student Start-ups'. 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 38 years

Prof. Reeta Raina has over 38 years of teaching, training, and research experience. She has publications majorly in top International refereed journals and she has substantial citations in top refereed international journals. She has a research book to her credit titled "The Constitutive Role of Communication in Building Effective Organizations" published by LAMBERT - an International publishing company. She has presented papers in various international conferences and has been given the best paper award as well as the best presentation award. She is also the recipient of the Best Professor Award in HRM by National Education Award sponsored by Headlines Today. 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. Her earlier assignments were with MDI, Gurgaon, and Thapar University, Patiala. She has been the visiting faculty at IIFT and IIITM.

Prof. Sriparna Basu

Ph.D. (University of Illinois, at Urbana-Champaign, USA);

M.A. (Cultural Studies), from University of Illinois, at Urbana-Champaign, and M.A. from Jadavpur University, Calcutta (Gold medallist).

Experience: Over 21 Years

Dr Basu has been involved in research, teaching and consulting work for over 21 years. She has presented research papers in 16 national and international conferences. She has published widely – her research contributions include research papers, teaching and research cases, and book chapters published in several national and international peer reviewed journals and

books. She has won international awards for her case publications at prestigious international forums such as at William Davidson Institute (WDI), University of Michigan, Ross School of Business, USA and honourable mention at ISB-Ivey case competition.

Prof. Basu has been involved in training and consulting activities with organizations such as ONGC, NHPC, IFFCO, MCL, 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 etc.

Prof. Sriparna Basu has cited by Education Post 2021 (https://iirfranking.com/blog/wp-content/uploads/2021/03/Education-Post-January-2021.pdf) as among the top six women leaders in higher in education in India.

She has been invited as distinguished speaker and panellist, multiple times, in various reputed forums. Some recent talks given by Dr Basu are mentioned below:

•BRICS Chamber of Commerce & Industry (http://www.uniindia.com/brics-cci-hosts-women-for-atmanirbhar-bharat-programme/business-economy/news/2341899.html)

•ASSOCHAM (https://drive.google.com/file/d/12X-COf2VQYQFRIpdyIM6b9ox_bWB-KGu/view?usp=sharing)

•National Webinar organized of WDC & IAQC organized by SLC, Delhi University (https://www.youtube.com/watch?v=krYmYTYJS0E)

In addition to the above, Dr Basu been invited as speaker in various programs organized by KPMG, Association of Independent Directors (AIDI) etc.

Prof. Basu has been invited as an external expert, multiple times, for faculty selection interviews at International Management Institute (IMI), Kolkata.

Prof. Basu was previously associated with IMI Delhi. She is also a Visiting Professor at IIM, Sambalpur.

Prof. Aanchal Sharma
Ph.D. Scholar, Symbiosis International (Deemed University);
FPM-C MICA, Ahmedabad;

Masters of Journalism and Mass Communication, GGSIPU Delhi;

M.A. Gender and Development Studies (Gold Medalist), IGNOU Delhi;

B.Sc. Animation and Multimedia, BIT Mesra

Experience: 9 years

Prof. Aanchal Sharma has been teaching courses in the domain of communication at FORE. She is also a visiting professor at IMT Ghaziabad, Shri Ram College of Commerce, New Delhi, and constituent colleges of Symbiosis International (Deemed University). She was a visiting scholar at Clark University Massachusetts, USA, and was also selected for a five-day IAMCR Ph.D. Winter School on Participation and Communication, hosted at Jinan University, Guangzhou, China. Prior to joining FORE, Aanchal was an Assistant Professor with Symbiosis School of Media and Communication, Bengaluru. She has worked with GE Capital-SBI (JV) and with Ameriprise Financial, India in a communication role. She has also presented research papers at various national and international conferences.

Research Interest Areas: Qualitative Research, Communication and Culture, Participatory Communication for Social Change, Gender and Development Studies.

Consulting Interest Areas: Internal Communication, Corporate Communication, Business Communication, Qualitative Market Research, Reputation Management.

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 18 years

Prof. Shallini Taneja is having 18 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 presentations and attending conferences. She has taken lectures as guest faculty at St. Mount Mary's University, the USA, and The Indian Institute of Corporate Affairs (IICA) under the aegis of The Ministry of Corporate Affairs, GOI on CSR. She is the reviewer and guest editor of various national and international journals for various publishers such as SAGE, Emerald, and Springer. She has conducted the International Training Program for EMBA Batch from Sichuan University & the workshops, Management Development Programmes on Corporate Social Responsibility (CSR) for the middle level and senior managers as well as for the Executive Directors for the various companies like NHPC, GAIL, IRCTC, J.K Cement, EXIM BANK, SBI, etc.

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

Prof. Basant K. Potnuru

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

Experience: 17 years

Dr. Basant Potnuru has 17 years of work experience in teaching and research both in Government and private organisations. 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 and written the first draft of the Common Agenda on Migration and Mobility (CAMM), which the Government of India subsequently signed with the European Union in 2016. He has published many policy briefs and research papers on economic growth, health, and International migration of people.

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), Indore Christian College, Devi Ahilya University, Indore, (M.P.).

Experience: 8 years

Dr. Roopesh Kaushik has more than eight years of teaching experience. He had received his doctoral degree from IIT Kanpur. He had received Venus International Faculty Award 2016 for Outstanding Faculty. He is continuously serving as visiting Faculty at IIM Indore, Central University of Rajasthan and Tata Institute of Social Sciences, Tuljapur. To his credit, he had published many research papers in national and international journals and presented papers in 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 the Tata Institute of Social Sciences, Tuljapur, and the Central University of Rajasthan.

FINANCE & ACCOUNTING

Prof. Vinay Dutta

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

Experience: Over 32 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 was 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 (GMRI), Gurgaon. Member of the Risk Task Force jointly constituted by FICCI and GMRI to frame risk code for Indian Businesses. 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 (Institute of Chartered Accountants of India); CCIT (IBFD, The Netherlands)

Experience: Over 38 years

Possesses 38 years of top level experience as Board Director and Country Head in investment banking industry, management teaching, research and consulting. Out of this teaching experience of 24 years as Professor of Finance and Accounting at FORE since 1997. Programme director for 2 years for evening executive PGDM. Chairman of finance and accounting area for 6 years. Member of various committees at FORE. Recipient of 'Distinguished Management Teacher' and 'Rashtriya Gaurav' awards. Authored 3 books and edited 1. Authored a large number of other publications like case studies and research papers etc. Presented 5 papers in international conferences. Member of the editorial board of 2 refereed international and 5 refereed national journals. Member of Doctoral Committee, Department of Management, Jamia Hamdard University and Capital and Commodity Market. Committee, PHD Chamber of Commerce and Industry. Ph.D. degree of 1 scholar from Jamia Hamdard University completed under his

supervision. Travelled overseas extensively for academic pursuits.

Research Interest Areas: Investment banking, Contemporary corporate reporting practices, Project appraisal and financing, Financial accounting, reporting and analysis, IFRS convergence of Indian accounting standards, Corporate governance.

Consulting Interest Areas: Corporate reporting practices, Investment banking, Primary market.

Selected Publications

Books:

1. Financial Accounting for Management: An Analytical Perspective (Pearson).

2. Project Appraisal and Financing (PHI).

3. Inflation Accounting: The Indian Context (Kanishka).

4. Edited 1 book: Gaagar Main Saagar: Self Realization towards fulfillment (Times Publication India).

Other publications:

1. 33 papers in leading national/international journals,

2. 12 case studies with The Case Centre UK/USA,

3. 15 working papers,

4. 4 papers in the proceedings of international conferences,

5. 8 chapters in edited books.

Prof. Himanshu Joshi
Ph.D. (CCS University Meerut); MBA (Finance)

Experience: Over 20 years

Himanshu Joshi holds a Ph.D. degree with his thesis focusing on Disinvestment, and Financial Performance of Indian Public Sector Enterprises. He has completed Management Teachers' Programs on Strategic Management from IIM Bangalore, and Mergers, Acquisitions & Valuations from IIM Calcutta, and certificate courses in International Finance and Financial Technologies from Nanyang Business School, NTU, Singapore. He also holds a Diploma in Credit Risk Management from the National University of Singapore. He has more than 18 years of experience in Teaching Corporate Training and Research. He has published extensively in peer-reviewed reputed national and international journals. He has successfully developed and delivered open Management Development Programs in the areas of Risk Analysis, Enterprise Risk Management,

Foreign Exchange Risk Management, and Spreadsheet Modeling for Business Valuation, Financial Modeling, Financial Reporting as per Converged Indian Accounting Standards, and Strategic Finance.

Prof. Vandana Bhama
Ph.D. (Finance), Department of Management Studies, IIT Delhi; MBA (Finance).

Experience: 7 Years

Dr. Vandana is working as an assistant professor in the area of finance & accounting. She is an alumni of IIT Delhi. She has published her research work in some leading journals like the International Journal of Managerial Finance (Emerald), IIMB Management Review (Elsevier), Journal of Emerging Market Finance (Sage). She has also presented her research work at 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: Corporate Finance, Futures and Options, Risk Management

Consulting Interest Areas: Financing Decisions, Risk Management

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

Experience: Over 1.5 years

She is Ph.D.(finance) from the Department of Management Studies, Indian Institute of Technology Delhi. Her thesis was nominated for Amit Garg Memorial Research Award 2019. She received Research Scholars' Travel Allowance from IIT Delhi for presenting a research paper at the International Conference. She is a dual post-graduate (M. Com and PGDM) in the area of finance. She qualified National Eligibility Test (NET) conducted by UGC. She was rewarded 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 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. Vandana Gupta
Ph.D. Finance, PGDM IIM Ahmedabad

Experience: 28 Years

Prof Vandana Gupta is a PGDM from the Indian Institute of Management, Ahmedabad, and a Ph.D. Finance in credit risk. She has 13 years of experience with the industry and has worked with some of the leading corporates as ICRA Limited, Religare Securities Limited, Infosys, Bennett Coleman & Co Limited, and Modi Telstra. She has been associated with B-schools as MDI, IMI and IMT Ghaziabad. Her teaching areas are Financial Reporting and Analysis, Corporate Finance, Business Valuations, Corporate Restructuring and M&A, Credit Risk Analysis and Management and Project Appraisal and Financing. She has to her credit several publications in national and international journals and has presented research papers in national and international conferences. She has also undertaken executive training programs in Project Financing, spreadsheet modeling for M&A, Credit risk modeling and Corporate Governance. She is a recipient of award for '20 Most Influential Women in Academics 2021' in August, 2021 from Academy of Management Professionals and Education Ninja and recipient of ILDC-AMP Women's Excellence Award 2020 for contribution to management education in Finance.

Research Interest Areas: Her research interest areas are business valuations, credit risk and credit ratings, bankruptcy prediction.

Consulting Interest Areas: Credit rating, business valuations, insolvency, and bankruptcy.

Prof. Vikas Pandey
FPM ((Finance and Accounting) IIM, Lucknow;
MBA, ICFAI Business School Hyderabad;
B. Tech (Textile Technology) Government Central Textile Institute Kanpur

Experience: 10.5 years

He has worked for one and a half years at IIM Jammu as an Assistant Professor in the area of Finance and Accounting. Earlier, he was associated with the School of Management & Entrepreneurship at Shiv Nadar University. He also has professional experience of more than seven years in the accounting and financial reporting of hedge funds and private equity funds.

Research Interest Areas: Financial derivatives, Asset allocation, commodity and commodity derivatives, volatility & volatility spillover.

Consulting Interest Areas: Management Accounting, Financial Management, Financial derivative, Investment Management, Financial Econometrics.

Prof. Gaurav Gupta
Ph.D., IIT Kharagpur; CFA, ICFAI University, Tripura;
M. Com, MJP Rohilkhand University, Bareilly, UP;
B. Com, MJP Rohilkhand University, Bareilly, UP

Experience: 3 Years

He has completed his Ph.D. in finance from the Department of Humanities and Social Sciences, Indian Institute of Technology Kharagpur, India. He has worked as an Assistant Professor of Finance and Accounting at VIT, Vellore for two years. He has received financial assistance from IIT Kharagpur to travel abroad to present research papers at the International Conference. He has qualified National Eligibility Test (NET) and was rewarded a Junior Research Fellowship (JRF) from UGC. He is actively exploring the area of Finance and Accounting and has published research papers in national and international journals.

Research Interest Areas: Corporate Finance, Financial Accounting, Financial Economics, Behavioural Finance

Consulting Interest Areas: Corporate Investments, Corporate Finance, Financial market

Prof. Pratibha Wasan

Ph.D., FMS, University of Delhi; UGC NET

Experience: 18 years

Pratibha Wasan qualified the National Eligibility Test for lectureship in Management, conducted by the University Grants Commission of India, in 2004. She received her Ph.D. degree in Finance from FMS, Delhi University, Delhi, India, in 2010. Dr. Pratibha is the author of several business cases published by ISB-IVEY. She has successfully supervised doctoral students and has written numerous research papers in top international journals with high impact factor including (Journal of Cleaner Production, International Journal of Bank Marketing, Journal of General Management, and IIMB Review). She has been teaching courses on Financial Accounting, Corporate Finance, Corporate Restructuring, Derivatives & Risk Management, Cost Accounting, and Advanced Corporate Finance. She has several 'Best Teaching Faculty' awards to her credit. Before her academic career, Dr. Pratibha worked as Business Consultant with HCL Infosystems, Noida. She

received from HCL Infosystems, 'Excellence in Performance' award in the year 2003 for her exceptional work performance.

Research Interest Areas: Green finance, sustainability, earnings quality, mergers & acquisitions, and corporate governance

Consulting Interest Areas: Costing, corporate restructuring, capital budgeting

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 24 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 Ph.D., even venturing into disease modelling and epidemiology. She has experience in teaching Statistics and Data Analytics courses for the last five years.

She has presented various research papers at international conferences held in 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: 33 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 the Analytics side. Extensively taught faculty and students on the subject of big data technology and analytics. Has been associated with the University of California, Riverside, US, in one of the

Executive Education programs on Big Data and Data Analytics for the 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 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., National Law University Jodhpur; PGDBM, IMT Ghaziabad; B.Tech (Electrical), National Institute of Technology, Hamirpur

Experience: 28 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, Dwarka; MBA (Marketing) Institute of Management Science & Productivity Research, Delhi

Experience: 26 years

Prof. Shilpi Jain, a Professor in the area of IT & Big Data

Analytics (BDA) at FORE School of Management, New Delhi. She also holds positions as an Area Chair and Chair – Purchase Committee at the institute. With over 25 years of experience, she has held research positions in academia as well as in the IT industry. Prior to joining FORE, she was at IMI Delhi as an Assistant Professor of IT, and a Senior Researcher at Infosys Bangalore. Her research interests include interactive technologies, digital inclusion, crowdsourcing, and design thinking development. 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. She has designed and delivered courses at both International and National colleges in India and abroad.

She has published research articles and business case studies in International Conferences and Journals of repute including Ivey Publishing, ACRC, ACRJ, WDI, Journal of Internet Commerce, Behaviour & IT, 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. Rakhi Tripathi
Ph.D. (IIT-Delhi); M.S. in Computer Science, Bowie State University (University of Maryland System), USA

Experience: Over 12 years

With an experience of 12 years in research, Dr. Rakhi Tripathi is also Head, Centre for Digital Innovation at FORE. Her specific areas of research are E-government, Digital Technologies, Web analytics, and Social media analytics. Her work focuses on interdisciplinary social issues such as women's safety, higher education, vaccine acceptance, etc., and how digital innovations can bring out innovative technical solutions targeted towards social good. Several research papers have been published in national and international reputed journals, conferences, and books. She has completed five research projects. Her last (completed) research project funded by the British Academy, U.K. (£2,90,000) was disconnected infrastructures and violence against women. It was an interdisciplinary project collaborating with faculty from King's College London, UK, and

London School of Economics, U.K. At present, she is doing collaborative research with the University of Liverpool, UK. She has been a 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, U.K., 2106'. She has been awarded the 'Best I.T. Professor' National Education award by Headlines Today in 2012 and Awarded 'Outstanding Women in Science' in Information Technology in 2018 by Venus International Foundation, Chennai, India.

Prof. (Dr.) Arghya Ray
Ph.D. (Information Systems and Business Analytics), IIM Ranchi; B. Tech. (Computer Science and Engineering), SRM University Chennai

Experience: 3.2 Years

Prior to joining FORE School of Management, he has been an Assistant Professor (Area of Business Analytics) at Adamas University, and a Visiting Faculty at Birla Global University. He also has an industrial experience of two years at Tata Consultancy Services Limited. He is currently a visiting faculty in IIFT New Delhi. With B.Tech. (Silver Medalist) in Computer Science and Engineering from SRM University, and a Ph.D. (Information Systems and Business Analytics) from IIM Ranchi, he has to his credit many publications in top-level ABDC and ABS listed journals. He has also attended around ten national and international conferences. His research mainly focuses on understanding customer perspectives from social-media feeds in different domains like food delivery, e-learning, and travel agency services. He is also an editorial review board member of the 'International Journal of Electronic Government Research' and an Editorial Advisory Board Member of the 'Asia-Pacific Journal of Business Administration'.

Research Interest Areas: Data Mining and Predictive Analytics, Social Media and Cognitive Analytics, Recommender Systems, Diffusion of Innovation, Customer Analytics, Marketing Analytics.

Consulting Interest Areas: Data Mining and Predictive Analytics, Social Media and Cognitive Analytics, Customer Analytics.

Prof. Amarnath Mitra
Ph.D., IFHE Hyderabad; MSc (Mathematics), NIT Rourkela; UGC-NET (Management)

Experience: 11 Years

Dr. Amarnath Mitra is working as an Associate Professor in the area of Information Technology and Big Data Analytics at FORE School of Management, New Delhi. Prior to joining FORE, Dr. Mitra worked as Senior Quant Analyst at BioUrja Power LLC (Texas, USA). Dr. Mitra has over five years of industry experience as an analyst and researcher with substantial exposure of working with big & high frequency data and analytics. In academics, Dr. Mitra worked as full-time faculty for over six years in management institutes such as BML Munjal University Gurugram, IMI New Delhi and IBS Hyderabad. As guest/visiting faculty he has taught in several reputed institutions like SIBM Pune, NMIMS Hyderabad, IIIT Bhubaneswar among others. Dr. Mitra has taught subjects like Data Science, Predictive Analytics, Business Analytics, Quantitative Methods, Business Research Methods, Operations Research, Econometrics, among others.

Research Interest Areas: Asset Pricing, Econometric Modeling, Energy Economics, Financial Derivative and Risk Management.

Consulting Interest Areas: Data Analytics, Financial Modeling and Analytics.

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: 18 years

He has more than eighteen years of experience in the Information Technology & Management training domain. He has more than ten years of experience teaching postgraduate management students and eight years of experience in the IT industry before joining academics. His IT industry experience included software development, project management, information systems audit and information security consulting. He is a Certified Information Systems Auditor (CISA) and ISO 27001:2013 Lead Auditor. He has good exposure in auditing/consulting for banking & financial institutions. His teaching interest includes courses like international management, international business management and trade & development. He has published articles on information security-related areas in leading journals and has presented papers on national seminars. He is a senior member of the Association for Computing Machinery (ACM, US) & a member of the Information Systems Audit and Control Association (ISACA, US).

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

Experience: 17 years

Prof. Ahmed's research and consulting areas include global value chains, FTAs, Indo-Pacific trade and geopolitics, ocean diplomacy and climate change. 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, The Hindu Business Line, South China Morning Post (Hong Kong), The Economic Times, The Korea Times, and The Straits Times (Singapore). Also, he is invited as an expert by national and international media including Vietnam TV and the BBC.

Prof. Arbuda Sharma
FPM, XLRI Jamshedpur

Experience – 11 years

Dr. Arbuda is Faculty in International business. She works in the areas of Global Business & International Trade. She observes how international trade negotiations, impact international business across various sectors. She also has an interest in how multinational corporations enter multiple markets through Product launch and how global brands adapt across cultures.

Her teaching interests are Global business environment, International Economic Organizations, and international business. Her research interest is to address international trade structural issues from international organizational and Business process perspective and how countries like India can realise the full potential of its SME/other sectoral industries, through international business. Her Research has appeared in high impact journals.

Dr. Arbuda has eleven years of experience in leading academic and research Institutions, in various domains like, Pharma, Fashion, Foreign trade, Real Estate & International Business.

Research Interest Areas – International trade and business, International Trade institutions, International Marketing, Branding across cultures

Consulting Research Areas – Exploring new markets, international trade, and business, 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 40 years

Has a wide-ranging experience in 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), SIBM, Pune

Experience: Over 13 years

Dr. Payal S. Kapoor has completed her Fellow Programme in Management (Ph.D.) from the Indian Institute of Management Indore. She has six years of experience in the industry handling various leadership roles in the function of Sales and Marketing. 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 seven years where she has taught several foundations as well as elective courses in Marketing. Her research interests include green consumption behavior, sustainable tourism marketing, computer-mediated communication, health communication and services marketing. She has published articles in leading marketing and business management national and international journals of repute including Journal of Travel Research, International Journal of Contemporary Hospitality Management, Journal of Retailing and Consumer

Services, Journal of Social Marketing, Online Information Review and among others

Prof. Nirmalya Bandyopadhyay

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

Experience: 23+ years

After spending 6+ years in the corporate in the sales and marketing function he joined academics. He has 15+ years of experience in academics major part of which was spent in Goa Institute of Management and IIM Rohtak. In 2012 he was awarded a 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 (Venice, 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. 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: 16 Years

Dr. Varsha Khattri is an Associate Professor in the area of Marketing at FORE School of Management, a resourceful professional with more than 16 years of experience in teaching, training and research. Her subjects of interest are Brand Management, Advertising Management, Consumer Behavior and Integrated Marketing Communication. Many of her insightful

papers have been published in reputed journals like Emerald Emerging Markets Case Studies, Global Business Review and European Case Clearing House. She also won laurels for best paper in several conferences. She has also been a part of Pacific Asia Travel Association (PATA) India Chapter, Tata Motors, Common Wealth Games and Directorate General Resettlement, Ministry of Defence, India.

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: 8 Years

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. Ansh Gupta

FPM (Ph.D.) IIM Lucknow;

B.E Delhi College of Engineering University of Delhi

Experience: 11 Years

Prof. Ansh is a Doctorate (Ph.D.) in marketing from the Indian Institute of Management (IIM) Lucknow. He has done his doctoral dissertation on Green Marketing from consumer behaviour perspective with focus on Green Experience and Green Brand Equity. His research work has been supported by CII - Sohrabji Godrej Green Business Centre. He has been invited to present his research work at various renowned International conferences around the world by some of best institutions such as YALE University (USA), European Marketing Academy (EMAC), Academy of Marketing Science (AMS), University of Lethbridge (Canada), Monash University (Australia), Academy of Indian Marketing, Market Research Society of India (MRSI) among others. He was invited to share his thoughts about sustainable marketing in Blue Economies by ADBI (Asian Development Bank Institute) at Fiji. He has co-authored a book "Decoding Lucknow: Special Issue on Food" published by Centre for Marketing in Emerging Economies at IIM Lucknow.

In past, he had stints at ALSTOM, The NIELSEN company. He was selected as SUB LIEUTENANT to serve in INDIAN NAVY. He served as manager with Marketing Science (AMAP) team at MillwardBrown where he provided analytics based brand consulting to some of top brands in FMCG, Telecom, and Technology sectors across North America, South America, Europe, Africa, Asia. In his last role Dr. Ansh served as the Marketing Director at BOGATCHI where he took on challenge to build great chocolate brand out of the scratch in a highly underserved market like India

Research Interest Areas: Green and Sustainable Marketing, Consumer Behaviour, Brand Management, Tourism Marketing, Digital and E-commerce Marketing

Consulting Interest Areas: E-commerce and Digital-Marketing, Brand Portfolio Management, Tourism and Hospitality Marketing, Marketing Strategies for New Product Launches, Marketing Research, Consumer Insights and Strategic Brand Positioning.

Prof. Ashutosh Pandey

Ph.D. (Marketing Area) ABV-IIITM Gwalior;

MMM (Master of Marketing Management) University of Pune;

M.Com (Applied Economics) University of Lucknow;

B.Com., University of Lucknow

Experience - 8.9 Years

He holds a PhD in Marketing Management from the Institute of National Importance. He passed the UGC's Management NET examination and earned a Master of Marketing Management from Pune University. He previously worked in the marketing domain at ICICI Securities and as an IBM SPSS Trainer for Tays Pvt. Ltd. He also has academic Experience, focusing on services marketing, marketing research, marketing management, social media marketing, consumer behaviour, and tourism marketing. He has served as a visiting faculty at the Indian Institute of Travel & Tourism Management in

Gwalior and IMT Ghaziabad. He has participated in numerous research workshops, the Faculty Development Program (FDP), and the MHRD-sponsored QIP programme at IIT Delhi, IIT Roorkee, IIM Ahmedabad, and ABV-IIITM Gwalior, to name a few. He is the author of numerous national and international publications. He has been an invited speaker at the AICTE-sponsored Faculty Development Program and served as a resource person for various qualitative and quantitative research workshops held at reputable organisations.

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: 1.3 Years

Before joining Fore School of Management, she was working at IIM Bangalore as an academic associate. Her research interests are Poverty research, Marketing at the Base of the pyramid, Consumer decision-making process, Political participation and Branding, Development economics and public policy. She actively pursues consulting work, in the areas of Integrated Marketing Communication (IMC), Qualitative survey design, and Sustainable Development Goals (SDG).

Her papers are published in journals of national and international repute. She has also presented her papers in conferences organized by AMA, Anzmac, EMAC, and COSMAR.

She was a volunteer with NGOs such as CRY, SPIC MACAY, and Gopali Youth Welfare Society. In her leisure hours, she likes to read, paint and practice Kathak.

Prof. Pankaj Vishwakarma

Ph.D. (IIT Kharagpur); MBA (Information Technology), IIIT Allahabad;

B.Tech. (CSE), UIET, CSJM University Kanpur

Experience: 15 Months

Dr. Pankaj Vishwakarma has completed his Ph.D. from Vinod Gupta School of Management, Indian Institute of Technology Kharagpur. His doctoral dissertation was on "virtual reality adoption in tourism among Indian travelers: An extended perceived value perspective". During his Ph.D., he has presented his research works in various national and international conferences such as the Australian and New Zealand Marketing Association (ANZMAC), American Society of Business and Behavioral Sciences (ASBBS), and Doctoral Thesis Conference (DTC), etc. He has also published his academic research in various peer-reviewed international journals like Journal of Destination Marketing & Management, International Journal of Retail & Distribution Management and Tourism Recreation Research, etc. He is actively working on emerging technology adoption and how it affects consumers' adoption behavior. He is also involved in reviewing the articles for various reputed journals like APJML, IJRDM, etc. Prior to joining Ph.D. program, he has worked as an academic associate at Institute of Rural Management Anand (IRMA), Gujarat.

Research Interest Areas: Adoption of Emerging Technologies (Virtual Reality and Augmented Reality) in Marketing.

Consulting Interest Areas: Quantitative Research

Prof. Ajay Kumar Pandey

Ph.D., Symbiosis International University Pune;

EPGP, IIM Indore; M. E. (Analysis & Design), NIT Allahabad;

B. E. (Civil Engineering), NIT Surat

Experience: 16 Years

An alumnus of IIM Indore, Dr. Ajay Kumar Pandey has been a marketing and business strategy professional with a position of top management leadership in industry. During his sterling industry career spanning around 18 years, he has been a part of premier government and corporate organizations in the areas of Renewable Energy, Power, Infrastructure and PPP Corporate Advisory etc. He has been associated with the organizations like Inox Wind Limited, L&T and NHPC before moving to academics in management. He had dealt with various government agencies in India and neighboring countries to promote sustainable development. In academics, he has been associated with teaching at Bharthidasan Institute of Management (BIM) Trichy, IMT Ghaziabad and NIT Allahabad.

He had also represented Indian delegation twice on behalf of the Confederation of Indian Industry (CII) in 2012 and 2013 to the then Nepalese Prime Minister Dr.

Baburam Bhattarai in Kathmandu for the development of strategic power projects.

He was also awarded with the best presenter award in NHPC vision series, 2008. Apart from various awards in literary and debating activities and essay writings; as a student he had also received various scholarships, viz. GATE Scholarship, National Scholarship, Akikrit Scholarship and Merit Scholarship to name a few.

A true mountaineer and trekker, theatre enthusiast and writer; Dr. Pandey's interests and hobbies are as diverse and exciting as his professional career has been. As a philanthropist and cofounder, he runs Change I Network (CIN), a NGO headquartered in New Delhi, with a mission to bring positive change in the lives of underprivileged communities.

Research Interest Areas: Channel Marketing, Sales & Distribution Management, Business-to-Business Marketing, Marketing Research, Marketing of Renewable Energy and Power Policy.

Consulting Interest Areas: Channel Marketing, B2B Sales & Marketing, Marketing of Business Solutions and Services in Renewable Energy / Power Sector, Techno-commercial Appraisal of Power Projects, SDG, CSR and PPP Corporate Advisory.

Prof. Pramod Chandra

PDF, IIT Kanpur; Ph.D., IIT Roorkee; MBA (Marketing) and B.Sc. (Bio-Group), HNB Garhwal University (A Central University), Srinagar Garhwal Uttarakhand.

Experience: 12 Years

Post-doctoral fellowship from IIT Kanpur and Ph.D. from IIT Roorkee, Dr. Pramod Chandra has nearly twelve years of experience in academia, teaching, and research. His area of research includes strategic marketing, marketing strategy for sustainable natural resource business, and marketing for sustainability through qualitative research perspective. He has published several research publications in reputed indexed journals. Dr. Pramod is also actively associated with various international academic bodies like American Educational Research Association [AERA], Academy of Management [AOM], and International Institute of Qualitative Methodology [IIQM], University of Alberta as a reviewer for their well-reputed conferences, workshops, research and grant proposals. Presently Dr. Pramod Chandra also associated with Business Strategy and Development, an International Journal of ERP and John Wiley & Sons Ltd. as a member of editorial board.

Research Interest Areas: Strategic marketing, Marketing for sustainability, Sustainable advertising, Strategies for sustainable tourism in the IHR, Medicinal and aromatic plants marketing and sustainability, Conservation marketing.

Consulting Interest Areas: Sustainable marketing of natural resources, Strategic marketing, Strategy development through SWOT and QSPM, Sustainable tourism, Value chain analysis.

ORGANISATIONAL BEHAVIOUR & HUMAN RESOURCE

Prof. Sanghamitra Buddhapriya

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

Experience: Over 26 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 Ph.D. from the Faculty of Management Studies and a Gold medalist in M.A in Personnel Management & Labour Welfare. She has more than twenty-three years of experience in teaching, research, training and consulting. She teaches courses at the post-graduate level. Her research interest lies in the mentoring relationship, diversity management, and gender issues in management, work-life balance, and stress at work. Prof. Sanghamitra conducts a wide range of management development programmes across levels for leading public and private sector organizations like Engineers India Ltd, Powergrid, ONGC, NHPC, MMTC, SAIL, THDC, NBCC, LNG Petronet, Sentiss Pharma, ITD Cementation to name a few. She has authored two books and published many research papers in refereed national and international journals.

Prof. Neeraj Kumar

PG Diploma (Social Welfare), Calcutta University;

PGDM, FORE School of Management;

B.Sc. (Physics), Delhi University

Experience: Over 36 years

Neeraj Kumar has more than 40 years of experience, 27 of those in industry and consulting, and 13 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 the 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. Prachi Bhatt

Ph.D. (MLSU Udaipur);

Certified-Negotiation Research & Teaching from the Kellogg School of Management,IL, USA.

MHRM, B.Sc. (Env. Sciences), M.L. Sukhadia University;

Experience: Over 12 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. She is also co-guide to Ph.D. Scholars of reputed Universities in India. 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, Conflict Handling, Individual and Group Behaviour at work, Competency Mapping and Assessment and Application, Intrinsic motivation, Cross-cultural sensitivity, HR Analytics, Psychometric Research, and allied aspects are her primary interests.

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

Prof. Chandra Sekhar

Ph.D. ABV-IIITM Gwalior;

MBA (HRM & Finance) ABV-IIITM Gwalior;

BBA (HONS) SHIATS Allahabad

Experience: 2.8 Years

He has a Ph.D. in Human Resource Management. 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 writings workshop, MHRD Sponsored QIP short-term courses, faculty development programmes (FDP) and management development programmes at the institute of national repute ranging from IIM Ahmedabad, IIT Kharagpur, ABV-IIITM Gwalior, to name a few. He has received the 'University Gold Medal' in academics for his outstanding performance at the graduation level. Additionally, he is a recipient of the 'Best Management Article Award' for an article of the month at IBS Hyderabad and the 'Best Poster Presentation' Award at ABV-IIITM Gwalior.

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

Consulting Interest Areas: High-performance work system, HR flexibility, Sustainability Agendas.

Prof. Chitra Khari

Ph.D., Indian Institute of Technology, Delhi;

MBA (HR), GGSIPU Delhi; B.Tech (Computer Science) UPTU Lucknow.

Experience: 5 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 a 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 the Fetzer scholarship given by the MSR division of the Academy of Management, US. She has presented her research work at national and international conferences such as the Academy of Management.

Research Interest Areas: Mindfulness at the workplace, Workplace spirituality, Job Autonomy, Gig workers.

Consulting Interest Areas: Emotional Intelligence, Mindfulness at the workplace, Well-being

Prof. Chiradip Bandyopadhyay

Ph.D., IIT Kharagpur; PGDPM, XISS Ranchi;

B. Tech, (Fibre Technology), Calcutta University

Experience: 13 Years

Dr. Chiradip Bandyopadhyay is a Ph.D. in HR from IIT Kharagpur, a post graduate in HR from XISS Ranchi, and a graduate in fibre technology from Calcutta University. Trained in managing technology and human resources, he has been a practicing HR manager in manufacturing as well as services sector firms. He has been with organizations such as the Aditya Birla Group, IBM, Jindal Stainless Ltd, IMRB and lastly as Head HR with Tata Metaliks Ltd. Exposure to diverse business and management contexts, enables him to weave experiences from practice into academic endeavours in terms of teaching and research. He has been associated with the International School of Business & Media Pune as Associate Professor in OB/HRM prior to joining FSM. He has published papers in national as well as international journals. He teaches courses such as organizational behavior, organizational structure design and theory, human resource management, recruitment & selection and competency based HRM.

Research Interest Areas: Strategic HRM, signalling perspective of HRM, managing risks through HRM, and diversity an inclusion.

Consulting Interest Areas: Diversity and inclusion, HR risk management, HR restructuring and deployment.

QUANTITATIVE TECHNIQUES AND OPERATIONS

Prof. Hitesh Arora

Ph.D. (University of Delhi); NET (JRF)

Experience: Over 23 years

Dr. Hitesh Arora is Professor in Quantitative Techniques & Operations Management and Dean (Academic Services) at FORE School of Management, New Delhi, India. A graduate in Mathematics and a postgraduate in Operational Research from University of Delhi, he has earned his Doctorate in Mathematical Programming from Department of Operational Research, University of Delhi, India. He 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. He has also conducted various Management Development Programs (MDPs) in-house and online.

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 authored numerous research papers published in national and international journals of repute.

Prof. Arora has to his credit five co-edited books namely Malaysia - Challenges and Perspectives; Reviving Italy: Reflections; Vietnam The Emerging Asian Star from a War-Stricken Nation and Reinventing Indo-Russia Relations, published by Bloomsbury Publishing India Private Limited and CSR & Sustainable Development: Strategies, Practices & Business Models published by Routledge -Taylor & Francis Group, U.K. He has also authored an Indian adaptation book titled Business Statistics - BSTAT: A South-Asian Perspective, published by CENGAGE Learning India Private Limited. Prof. Arora is also a reviewer of many International Journals.

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 Fellow Programme in Management (FPM), Research and Publications, Establishment, Ranking, Rating, Recruitment, Accreditation, Centers of Excellence, etc. He is also a Member Secretary of Executive Board of FORE School of Management, New Delhi.

Prof. Vinaytosh Mishra

Ph.D. (Supply Chain Management), IIT (BHU); MBA (Marketing & Operations),

IMNU; PG Diploma (Statistics & Computing), ISc-BHU;

B. Tech (ECE), IIT (BHU)

Experience: 14 years

Prof. Vinaytosh Mishra is working as an Associate Professor at FORE School of Management, New Delhi. He has more than fourteen years of industry experience in industries like IT, manufacturing, retail, healthcare, and education. His research interest includes Healthcare Operations Management, Healthcare Supply Chain Management, Healthcare Instrumentation, and Digital Health, He has publications in more than twenty Scopus, SSCI, ESCI indexed journals and ABDC and ABS listed journal. He has also successfully filled an innovation patent in medical instrumentation. He has also been a visiting faculty at IMT-Ghaziabad, IMI-Delhi and CIMP-Patna.

Prof. Mohita Gangwar Sharma

FPM (IIM-Lucknow); MPIB (IIFT-New Delhi)

B.Tech. (Electrical) (IIT-BHU), Varanasi, CRISP University of Oxford

Experience: More than 24 years

Prof. Mohita has prolific experience of Teaching, Research and Industry in both manufacturing and service sector. With an illustrious academic background, she is the recipient of the Chevening Rolls-Royce Science and Innovation Scholarship at SAID Business School, University of Oxford, and N.T.S.E scholarship. Having worked at BHEL (Transformers), Indian Airlines (Materials Management Deptt.), for the past 10 years, she has been in full-time academics. She has published widely in Reputed International Journals and case studies and co-authored books. 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 17 years

Associate Professor has over 17 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 the 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 of 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 Advanced Business Statistics in Big Data associated with the 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 9 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: 3.5 Years

Prof Sourabh is working as Assistant Professor in the Quantitative Techniques and Operations Management area. He holds his masters (M. Tech) and Fellow (Doctoral) degree in the Industrial Engineering and Manufacturing systems. Prior joining academia, Sourabh has developed integrated Lean-TPM-TOC model for productivity improvement of Indian auto-ancillary firms. Sourabh has published his research in the international journals such as- International Journal of Production Research (IJPR), Business Process Management Journal (BPMJ), Research in Transportation Business & Management, International Journal of Human factors and engineering (IJHFE), International Journal of management concepts and philosophy (IJMCP), International Journal of Global business and competitiveness (IJGBC). Prof Sourabh is also serving as Guest Editor, of Special Issue on- Rebound to Higher Levels of Operational Excellence and Export Competitiveness, International Journal of Global business and competitiveness (IJGBC), Springer Publications. Apart from the editorial commitments, Sourabh is also serving as the reviewer for various international and national journals of repute.

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

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

Prof. Chetna Chauhan

Ph.D., IIM Rohtak;

B.Tech, KIET Ghaziabad

Experience: 3 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.

Prof. Shirsendu Nandi

FPM(Ph.D.) (Operations Management and Quantitative Techniques), IIM Indore;

MSc (Mathematics), IIT Kharagpur;

BSc (Honours) (Mathematics), Presidency College, Calcutta University

Experience: 10 Years

Shirsendu Nandi worked as a faculty member in the area of operations in the Indian Institute of Management

Rohtak. He was chairperson of the Operations Management area and chairperson for executive education and certificate programmes. He has also taught in various academic programmes at Greatlakes Institute of Management Chennai. He is the recipient of the prestigious N.B.H.M (National Board for Higher Mathematics) Scholarship awarded by the Department of Atomic Energy, Govt. of India. He has worked for two years with Wipro Technologies in the area of business intelligence. He has guided Ph.D. students and published in various international journals of repute. He has conducted MDPs on Project Management, Data Analytics, Manufacturing Excellence, Quality Management. His teaching interests include subjects like Quantitative Methods, Business Statistics, Advanced Probability, and Stochastic Process, Supply Chain Management, Operations Management, Advanced Optimization, Managerial Economics, etc.

Research Interest Areas: Supply chain contracts, Supply chain coordination, Supply chain modelling, and network design, Mathematical model building for supply chain and operations-related problems.

Consulting Interest Areas: Logistics and Supply Chain Management, Manufacturing excellence Design, offering solutions on Management Problems Requiring Optimization/Statistical Modelling.

Strategy Management

Prof. Anil Kumar Singh

Ph.D. (University of Lucknow); UGC-NET; PGDBM (Marketing GHS IMR);

MBA (Finance); M.Phil. (Labour Studies), LL.B. (General), Kanpur University

Experience: 27 years

Experience of around 27 years is a Ph.D. from the University of Lucknow. His seven years were spent in the industry and from December 1999 got full-time involved in teaching at the master's level. Has attended National and international faculty development programme by Strategic Management Forum (SMF) at various IIMs, also has been exposed to International FDPs at Hong Kong, Singapore, Moscow, Indonesia and Vietnam. Has completed six months course on Small Industrial Enterprise Management course from IIT Kanpur and is also a certified assessor from the 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.

Dr. Mukul Joshi

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

MBA (General Management), IIT Kanpur;

B.Tech. (Mechanical Engineering), NIT Jalandhar

Total Experience: 3 Years 6 Months

He has a Ph.D. in Entrepreneurship and Innovation, where he studied the context of innovative new venture creation. His research aims to develop insights about design thinking, managerial problem solving and human experiences by innovative new ventures through the study of narratives by practitioners and share these insights with budding entrepreneurs, innovators, and managers. He has presented his work at reputed international conferences organized by Strategic Management Society (SMS) and Australian Centre for Entrepreneurship Exchange (ACERE). He has been awarded Junior Research Fellowship (JRF) by the University Grants Commission (UGC). Before his Ph.D., he was an associate consultant with Infosys Limited.

His research interests are Frugal Innovations, Inquiry into Experiences, Design Thinking, Innovative New Ventures, Entrepreneuring, Alternate Paradigms of Inquiry.

Prof. Aarti Singh

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

B. Tech. (Biotechnology), BU Jhansi.

Experience: 2.5 Months

Dr. Aarti Singh is working as an assistant professor in the area of Strategy at FORE School of Management. She has a 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 Benchmarking (Emerald); Management of Environmental Quality (Emerald); Sustainability (MDPI); and Global Value Chains, Flexibility and Sustainability (Springer); Transforming Higher Education Through Digitalization Insights, Tools, and Techniques (CRC press Taylor &Francis Group); Economic Policy & Planning in India Post COVID 19 (Bloomsbury). She has presented her work at reputed international conferences organized by System Dynamics Society;
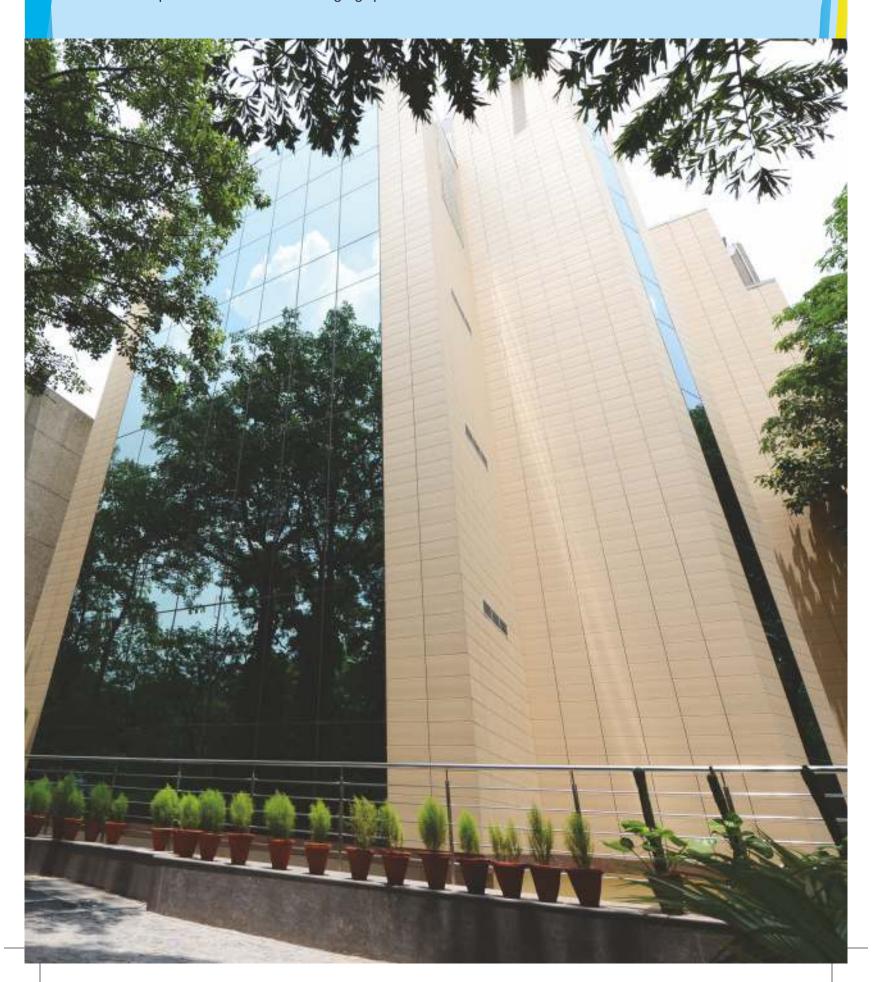
Global Conference on Flexible Systems Management (GLOGIFT); and Academy for global business advancement (AGBA). During her doctoral study, she received Fellowship and financial assistance from the Research Promotional Fund at IIT Delhi for a paper presentation at an international conference. She has 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 pursuant of its social objective.

The key events organized by team ANTAR are Rakhdaan (Blood Donation) in association with FORE Sports and Cultural Division and ROTARY CLUB, 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 (FSCD)

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 intracollege 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.

TEDxFORESchool

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 (FCD)

FORE Career Division (FCD) coordinates and manages the placement drive at FORE. FCD entitles students to have 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 (FAN)

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 presents 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 by distinguished alumni who have made a mark for themselves in the business world. Alumni to 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 (SIGs)

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, D2C Igniters, SIGnalaytics 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 participate in the co-curricular and extra-curricular events organized by other institutes and colleges within the country. In the academic year 2020-21, Hundred and ninety students enthusiastically participated in the various inter-college events organized by Prestigious Business Schools across the country and one hundred eighteen students received hundred thirty - two 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. Kindly Know More : https://www.fsm.ac.in/pdf/Anti-Ragging-Committee.pdf, https://www.fsm.ac.in/pdf/std/Anti-Ragging-Squad.pdf.

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 38 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 the 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 Webinars, Seminars & Workshops

- Outbound Training Programmes

- Consultancy Services

- Open MDPs

- Faculty Development Programmes

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 organizations, as well as the workforce, meet their objectives beyond the model of conventional training. By identifying the skills, knowledge and behaviours 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.

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 conducted Business Analytics Online course for the Central Bank of India, Union Bank of India etc. Our programmes can be delivered when and where you need them. We are reachable at exed@fsm.ac.in

ONLINE EXECUTIVE EDUCATION PROGRAMMES

We have successfully launched and conducted online Executive Programmes on Big Data and Data Analytics in collaboration with University of California Riverside, USA. We have conducted unique programmes on Business Storytelling, Healthcare Analytics and Tableau & Data Visualization.

CONSULTANCY SERVICES

The faculty of FORE having vast experience of working with corporates. They are providing consultancy on the 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.

FACULTY DEVELOPMENT PROGRAMMES

With internationally qualified faculty members along with corporate experience, we are trying to share learnings with faculty members of other colleges/ universities through FDPs.

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 2021 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 27 LPA.

This is the sixth 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.10.7 Lakh per annum, and Rs 10.3 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, Energy ,Fintech , FMCG, FSI, IT/ITES, Retail MR, Manufacturing, FMCD, Media, Pharma etc are the few names who recruited from FORE.

In terms of industry sectors, IT/ ITES made up 39 % of the total offers and BFSI making 22% of the offers whereas MR & Consulting along with FMCG, FMCD, Automobile made up 21% and 10% of the offers respectively. 8% of the total offers were made by other sectors who recruited FORE students.

Companies such as Goldman Sachs, Novartis ,Verity Knowledge Solutions, Evalueserve, Crisil, EY GDS, Wipro Digital Operations & Platforms, Genpact ERC, KPMG Global Services, IHS Markit, ICICI Securities Limited, Yes Securities etc 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 , EYGDS , 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 HSBC, HCL Technologies Capgemini Nestle GEP Pladis Global (United Biscuits) Smart Cube 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 2021 was no exception.

The largest ever batch at FORE with 396 students was placed across companies with both the highest and average stipends seeing an upward trend.

Highest SIP Stipend offered by GEP & Signify Innovations India Ltd is 2 Lacs for the 2 months and average stipend offered is 25,000/month. For the batch 2020-22. The summer placement for the batch 2020-22 witnessed participation from companies from diverse sectors and industries across all domains. Companies like Asian Paints, HSBC, GEP, ITC Ltd ,Luminous Power Technologies, Nestle, Reserve Bank of India, Signify Innovations India Ltd , Brewhouse (Positive Food Ventures Pvt. Ltd.) Decathlon, EgonZehnder, J.K. Foods Pvt. Ltd, Boston Scientific, CredFlow, CRIF Solutions, EXIM Bank, Hughes Systique Corporation, JLL , Pantaloons ,Spencer's Retail,United Biscuits, IHS Markit , IDC Research,Siemens, Safexpress Private Limited , Aurigin,Decathlon, DHL Express, GE Power etc. Recruited Students for Summer Internships.

Students were hired for the diversifies profiles such as Investment Banking Executive , Sales and Marketing , Retail Marketing ,Business Development , Product Management , Business Analyst etc .

INTERNATIONAL PLACEMENTS

In addition to the domestic placements, this year FORE students were offered international placements by Collabera (Phillippines)

TOP RECRUITERS AT FORE

Sr. no	Company Name	Sr. no	Company Name
1	Acxiom Consulting	90	JSL Lifestyle Ltd
2	Aditya Birla Sun Life Insurance	91	Kantar IMRB
3	Amazon Development Centre	92	Kotak Mahindra Bank
4	Anbac Advisors	93	KPMG Global Services
5	ANZ	94	Krishify
6	Arka Fincap Limited	95	LeadSquared
7	Asahi India Glass Ltd.	96	Lifestyle Foods
8	Asian Paints	97	Living Food Company
9	Athena Executive Search and Consulting	98	LT Foods Ltd.
10	Aurigin	99	Luminous Power Technologies
11	Avanse Financial Services	100	Maruti Suzuki India Limited
12	Big FM	101	Mindtree
13	Boston Scientific	102	Moolchand Healthcare
14	BR Specialities	103	Mphasis
15	Brewhouse (Positive Food Ventures Pvt. Ltd.)	104	MyCaptain
16	CAPA India	105	NABARD
17	Capgemini	106	Nestle
18	Care Insurance	107	Newgen Software Technologies Ltd
19	Cians Analytics	108	Novartis
20	ClearDekho	109	Odessa Technologies
21	Cleartax	110	Options Group
22	Cognizant	111	Outlook India
23	Collabera	112	Oxane Partners Limited
24	Collegedunia	113	Pantaloons
25	CredFlow	114	Pine Labs
26	CRIF Solutions	115	Pladis Global (United Biscuits)
27	CRISIL	116	Poornatha
28	Crownit	117	QuoDeck Technologies Pvt. Ltd
29	Darashaw	118	Relaxo Footwears Ltd.
30	Decathlon	119	Reliance Retail
31	Dell Technologies	120	Religare Finvest Limited
32	Deloitte USI	121	Reserve Bank of India
33	DHL Express	122	RippleHire
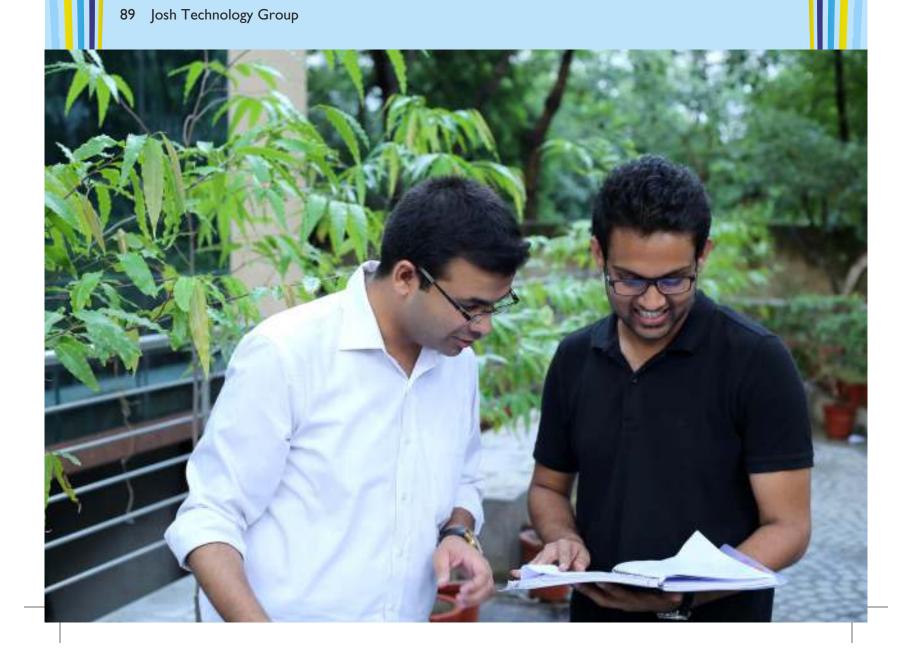
34	DHL Supply Chain India Pvt. Ltd.	123	Royal Enfield
35	DishTV India Limited	124	RSPL Group
36	Dr. Lal PathLabs	125	SABIC
37	Drip Capital	126	Safexpress Private Limited
38	Dukes	127	Salesforce
39	Ebizon	128	Samunnati Financial Intermediation and Services Private Limited
40	Eggoz	129	SBI Life Insurance
41	Egon Zehnder	130	Scaler Academy
42	ESAF Small Finance Bank	131	Schneider Electric
43	Escorts Group	132	Sharda Motors Industries Ltd.
44	Euromonitor International	133	ShippingKaro
45	Evalueserve	134	Shriram General Insurance
46	Exim Bank	135	Shubhashray Housing India
47	EYGDS	136	Siemens
48	FactSet	137	Signify Innovations India Ltd
49	Federal Bank	138	Sivana Insurance Brokers Pvt. Ltd.
50	Fincare Small Finance Bank	139	Skyria
51	FORE School of Management	140	Smart Cube
52	Fyndhere	141	Snooplay
53	Gartner	142	Spencer's Retail
54	GE Power	143	SRF
55	Genpact Enterprise Risk Consulting	144	SUEZ
56	Genpect	145	Sumitomo Mitsui Banking Corporation
57	GEP	146	Sutherland
58	Global Growth	147	TATA Power
59	GlobalData Plc	148	Tech Mahindra
60	GoDigit General Insurance	149	Teltonika
61	Goldman Sachs	150	The House of Artisans
62	HCL Technologies	151	The Money Roller
63	HDFC Life	152	Thinki
64	HDFC Limited	153	Tradelink Technologies Ltd.
65	Hevo Data	154	Trestvista Financial Services
66	Hexaware	155	TTK Healthcare
67	HSBC	156	Ummeed Housing Finance Pvt. Ltd.
68	Hughes Systique Corporation	157	United Biscuits
69	Hyundai Motor India Ltd.	158	Unofinance
70	ICICI Bank	159	Valvoline Cummins Pvt. Ltd.

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- Financial Risk (Global Process Manager)	Royal Dutch Shell	▪ 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-	Global Head- Channel Partner Program,	TATA Consultancy	▪ Experienced Sales and Operations professional with strong domain expertise in Banking & Capital Markets and 1994)TCS BaNCSServices 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)	Co-Head HR	Goldman Sachs	▪ 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 & Team Head	Kotak Mahindra Bank	▪ 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)	Senior Vice President, Human Resource, and Head HR India	Par Pharmaceutical	▪ 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 and Digital Officer	Burger King India	▪ 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)	President	Pine Labs	▪ 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, Technology India & Global head of strategic vendor partnerships	BNY Mellon	• 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)	Partner and Senior Vice President, Human Resources	IHS Markit	• 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	• 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	• 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 and Business Head, Payments and Next Billion User Initiatives, Asia Pacific	Google	• 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, Corporate Segment	Microsoft	• 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)	Area Vice President-ASIA (India, SEA & Greater China)	Sitecore	• 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)	Talent and Communications Head	Marks and Spencer Reliance India Ltd.	• 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)	Vice President-Marketing and E-Commerce, North America (Consultant)	Verde International	• 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
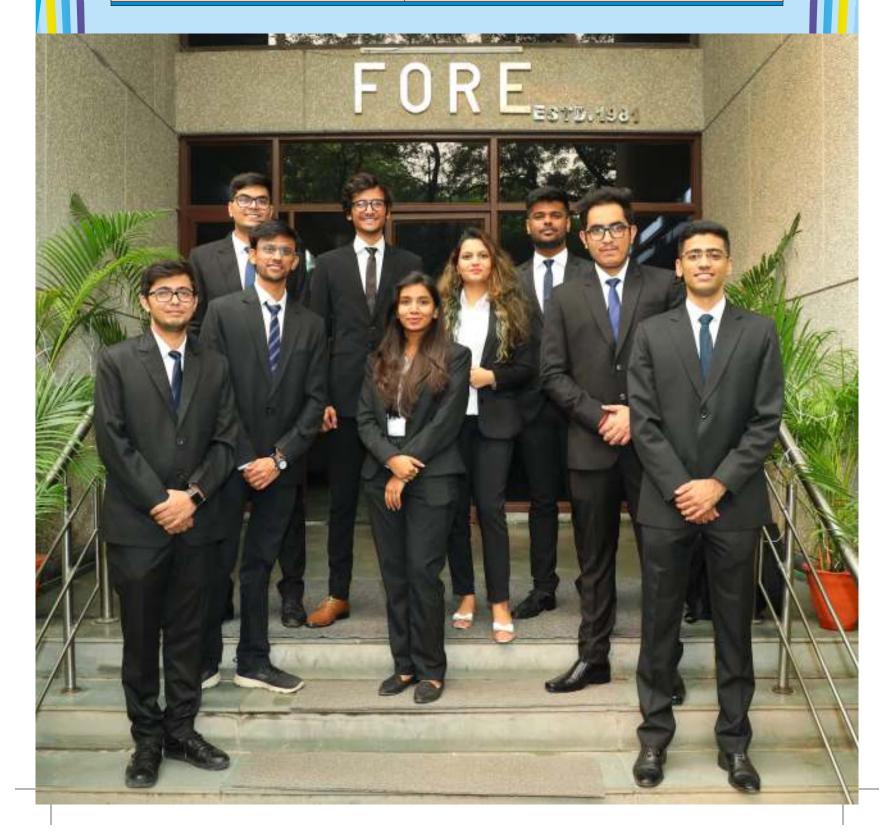
| 17	Sujit Bawa	FMG 10 (2001-2003)	Business Head and Post Merger Integration Lead	Unilever	• 15+years of experience in running large scale business and teams • Expertise: Post Merger Integration Planning and Execution. Conceptualizing and implementing go to Market Plans. Key Account partnerships and business planning
18	Swati Rangachari	FMG 5 (1996-1998)	Vice President and Country Leader-Public Affairs and Strategic Engagements	United Health Group	• 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	• 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	• Over 18 years of experience in market turnaround, profitability growth & aggressive scaling • Worked previously with Samsung Electronics and Adidas group
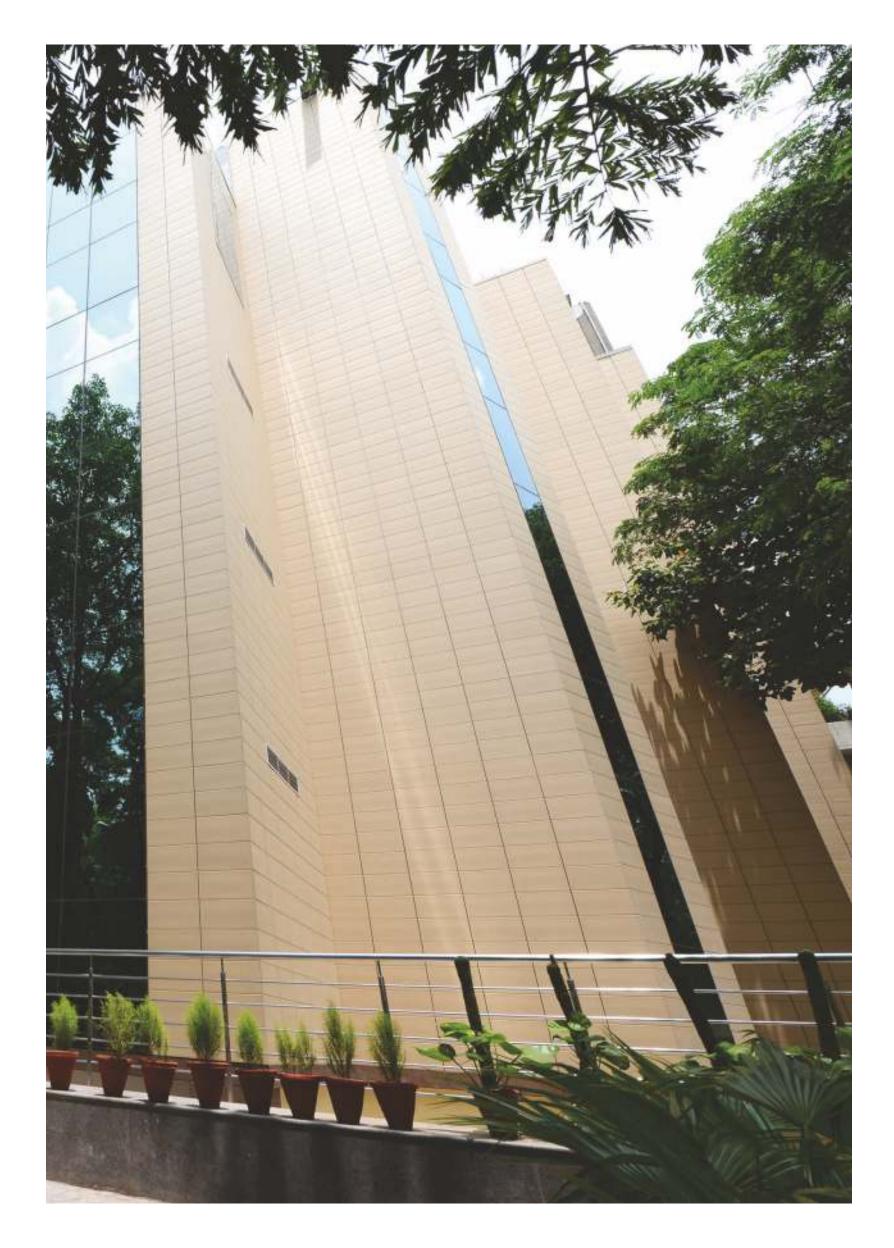
ADMISSIONS CALENDAR-2022

PGDM, PGDM(IB), PGDM(FM) & PGDM(BDA) (Full Time)	
ACTIVITY	**PERIOD**
Sale of Application Forms	October - December 2021
Shortlisting for Selection Process	February 2022
Personal Interview Session	February - March 2022
Declaration of Result	April 2022
Commencement of Programme	June 2022

FORE SCHOOL OF MANAGEMENT, NEW DELHI

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