



PLACEMENTS 2014

CHANNELIZING ASPIRATIONS

FORE SCHOOL OF MANAGEMENT, NEW DELHI



Channel izing Aspirations

In today's intense competition, organizations need to constantly renew and channelize their thinking and ideas to move on the path of growth. FORE acts as a continuous channel in directing the course of future achievers to accomplish their goals and achieve their dreams. We at FORE channelize the aspiring minds coming from disparate backgrounds through a combo of curricular and co-curricular activities to enable them to stay ahead in an increasingly complex and competitive environment.

Contents

FORE: Mission Statement	01
President's Message	02
Director's Message	03
The Executive Board	04
Accreditations & Linkages	05
About FORE	06
Why FORE School of Management (FSM)	07
Centers of Excellence at FORE	08
Infrastructure	09
Academic Program	11
Marketing	12
Finance	14
Quantitative Techniques & Operations Management	16
Organizational Behavior & Human Resource Management	18
International Business	20
Information Technology	21
Economics & Business Policy	22
Business Communication	23
Strategic Management	24
Beyond the Classroom	25
FORE Alumni	28
Corporate Interface	30
FORE Corporate Speak	31
Profile - PGDM 2012-14	32
Profile - PGDM - International Business 2012-2014	48
Placement Calendar-2014	55
Top Recruiters @ FORE	56
Placement Team @ FORE	Inside of Back Cover



MISSION STATEMENT

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



President's Message



I am pleased to share that FORE School of Management, New Delhi, is forging ahead to achieve its' 25 years of excellence in the field of management education, research and consultancy. Today, FORE has a successful league of 5000+ alumni, many of them have excelled themselves in business, academia, government and non-government organizations in India and abroad.

We are extremely grateful for the kind patronage bestowed upon our students, both by our regular and new recruiters. The current batch of 2012-14 is again a good blend of engineers and students with science, commerce, humanities and social science graduates. More than 50% of them are laterals. These students are initiated to good class room learning by our distinguished faculty members who hail from premier institutions in India & abroad and excel both in terms of education & corporate experience. Coming from varied disciplines, the faculty have been helping the students in channelizing their aspirations to take up challenging assignments for leadership roles.

It is indeed with immense pleasure, I present to you the 21st batch of PGDM and the 6th batch of PGDM - International Business graduating in March, 2014 for Final Placements starting from October, 2013.

Thank You.

R. C. Sharma
President

Director's Message



It gives me immense pleasure to share that since its inception, the major focus at FORE School of Management has been on channelizing the energies of students to acquire strategic knowledge, analytical thinking and managerial & leadership skills. Our highly qualified and experienced faculty along with the state-of-the-art infrastructure contribute towards the development of students to effectively deal with the challenges of industry.

To uphold the highest standard of professionalism, the curriculum of two-year PGDM and two-year PGDM-IB students has been judiciously balanced with co-curricular and extra-curricular activities to energize the high proficiency students. The various activities conducted by Centers of Excellence at FORE further channelize the overall personality of the students.

The Placement Calendar for the year 2014 has been planned in coordination with the Academic Calendar so that the classes are completed on time by February, 2014.

We seek your cooperation in this pursuit and request you to schedule your campus visit during the Placement Weeks detailed in this brochure.

Cordially inviting you to participate in the forthcoming Placement Season 2014.

Thank You.

Dr. Jitendra K. Das
Director

The Executive Board



Dr. G.V.G. Krishnamurty
Chief Patron
(Former Election Commissioner of India)



Mr. R.C. Sharma
President
(Former Director - CBI, Govt. of India)



Dr. B.B.L. Madhukar
Vice President (Finance) & Treasurer
(Former CMD - MMTC)



Col. (Dr.) S.P. Wahi
Member
(Former Chairman - Oil & Natural
Gas Corporation (ONGC))



Dr. Vinayshil Gautam
Member
((Founder Director: IIM-K;
First Head, Management Department IIT-D)
Chairman - DK International Foundation)



Dr. Yasho V. Verma
Member
(Chief Executive Officer - Onida)



Mr. T.C. Venkat Subramanian
Member
(Former Chairman & Managing Director -
EXIM Bank of India)



Dr. Jitendra K. Das
Director - FORE
Ex-Officio Member
(Founder Dean (Noida Campus, IIM Lucknow))

Accreditations & Linkages

Accreditations

- The Courses at FORE are AICTE approved (All India Council for Technical Education).
- Association of Indian Universities (AIU), New Delhi.
- National Board of Accreditation (NBA).
- FORE is rated as A***, which is the highest rating given by CRISIL Ltd., Mumbai.

Institutional Membership

- India Habitat Centre, New Delhi.
- The Indus Entrepreneurs (TiE), Delhi-NCR.
- Education Promotion Society for India (EPSI), New Delhi.
- Asian Regional Training and Development Organization (ARTDO) International, Philippines.
- Association of Indian Management Schools (AIMS), Hyderabad.
- National HRD Network (Delhi Chapter), New Delhi.
- The Association of Management Development Institutions in South Asia (AMDISA).
- Indian Society for Training & Development (ISTD), New Delhi.
- All India Management Association (AIMA), New Delhi.
- The Associated Chambers of Commerce and Industry of India (ASSOCHAM), New Delhi.

- DELNET, New Delhi.
- BRICS Chamber of Commerce & Industry, New Delhi.
- National Institute of Science Communication and Information Resources (NISCAIR), New Delhi.
- The American Library, New Delhi.
- British Council Library, New Delhi.
- Management Libraries Network (MANLIBNET).

Appeared in Renowned Publications

FSM Features in the Asian Directory produced by the EMD, Amsterdam, the Netherlands.

International Academic Partners

- ESC Rennes School of Business, France.
- Northampton University, United Kingdom.
- College of Business Administration, Savannah State University, USA.
- Asian Institute of Technology (AIT), Thailand.
- The University of New Brunswick (UNB), Canada.
- Anglia Ruskin University, United Kingdom.
- Jamia Hamdard University for Ph.D. Programme.
- Nanyang Business School, Nanyang Technical University, Singapore.
- Faculty of Business, Hongkong Polytechnic University, Hongkong.



About FORE

FORE School of Management is an apex business institute of the country functioning as a point-to-multipoint transmission medium between knowledge & students and hence creating channels for future.

Foundation for Organizational Research and Education (FORE) was established in 1981 as a non-profit, research organization. FORE School of Management (FSM), started in the year 1992 under the aegis of FORE and has been a premier business school since its foray into management education. Located in Qutub Institutional Area, the educational hub of New Delhi, FSM prides itself for churning out industry ready professionals who have the ability to meet the future challenges of tomorrow's corporate leaders.

CRISIL has awarded A*** grading (the highest level of rating) for the Delhi-NCR Level and A** grading for the National Level to both the 2-year PGDM and PGDM - International Business programs at FORE. The ASSOCHAM has recently awarded us "Best B School - North award". FORE also topped in All India MBA ranking by SiliconIndia B-School survey 2013. Equipped with a state-of-the-art infrastructure, top faculty from premier institutes with Ph.D. and industry experience. Based on experiential teaching methodology, FSM communicates and implements a strategic vision of business & technical knowledge in the field of Marketing, Finance, Operations, Human Resource, International Business, Information Technology, Economics & Business Policy, Business Communication and Strategic Management.



Why FORE School of Management (FSM)

Highly Competitive Admission Process - FORE School of Management admits students on the basis of a highly competitive CAT score and performance in written test & GDPI conducted by our experienced faculty along with a professional from the industry. This ensures that the students perform remarkably well in academics during their two year stint at FORE and later go on to achieve great success professionally. Our wide alumni base in leading positions at various companies bears testimony to the above fact.

Strategic Location - FORE School of Management is located in Qutub Institutional Area, the heart of Delhi. This gives us a strategic advantage as many of the corporate offices are located in Delhi/NCR region. This advantage translates into guest lectures and seminars where industry professionals share the stage with academicians and the result is a brilliant mix of academic enlightenment combined with the intelligence of a business mindset. Such a stimulating environment is indeed invaluable for the development of the minds of young budding managers.

AICTE Approved Academic Programs - The programs offered at FORE School of Management are AICTE approved. They are: Two year Post-Graduate Diploma in Business Management, Two year Post-Graduate Diploma in Business Management - International Business and Three year part-time Post-Graduate Diploma in Management. The academic programs at FORE are rigorous, industry relevant and provide a healthy competitive environment where the students are continuously challenged to perform to the best of their abilities. The whole program is designed to impart key decision making skills, to develop the ability to handle high work pressure, to inculcate the habit of delivering tasks on time under tight deadlines and to do all of this as a team player. All this equips the students to take on leadership positions in the industry.

Top Faculty - The Faculty at FORE School of Management

hail from premier educational institutions and reputed business organizations, have published numerous research papers and have spearheaded new thinking in the development of effective models in various areas of management. More than 72% of the faculty members come with 15+ years of industrial and academic experience. FORE is amongst the very few management institutes to have a student faculty ratio of 14:1. This helps to ensure that optimum attention is paid to all students and make the faculty more approachable.

Top Recruiters spanning across disciplines and industries - Over the years, FORE School of Management has built a reputation for itself in the industry as a premier B-School. Our long and fruitful association with our regular recruiters has helped us tide over difficult economic times without a hitch. Every year we see new recruiters coming to our campus and we take pride in declaring that our list of regular recruiters continues to grow year by year.

Vibrant Network of 5000+ Alumni - Our alumni are our greatest strength. The proof of excellence of FORE School of Management is seen in its over 5000 alumni who are spear-heading best management practices in Indian and Global industries. Our alumni are actively involved in mentoring the current students at FORE whether it is through an informal chat session, a briefing session on a particular industry or even through guest lectures. The whole process shows the commitment the alumni have towards the Institute.

Intense use of in-house Software for Classroom Teaching - We provide our students with the most effective and latest software such as Capstone Business Simulation, Microsoft Dynamics CRM software, Business Intelligence tools like SAS and COGNOS, ERP package-SAP (under University Alliance Program), Claroline, etc., to maximize the students' learning in the contemporary setting.

Upcoming Sonepat Campus



Centers of Excellence at FORE

The six centers of excellence at FORE conduct research, seminars, conferences and panel discussions involving students to enhance their knowledge and enable them to play multi faceted roles in the corporate world. We look forward to all of them creating landmarks in their professional career.



CED Team, FORE 2012-14

We have opened *Centers of Excellence at FORE* in various areas of expertise so that our students can perform multi-faceted roles in the corporate world. These Centers are as follows:

1. *Center for Psychometric Testing and Research* - The objective is to develop the center into an estimable intellectual space in psychometric testing and research. It aims at promoting education, research and training in this area.
2. *Center for Sustainable Development* - It aims to achieve and sustain leadership in Management Education, Research, Consultancy and Development.
3. *Center for Entrepreneurship Development* - It aims to promote Entrepreneurship amongst the management students by creating a conducive ecosystem for the students to develop their creative ideas into brilliant business plans such that they are motivated to come up with their own Start - ups.
4. *Center for Customer Management* - It endeavors to promote research, consulting and training in the critical areas of customer understanding, attraction, retention and loyalty, etc.
5. *Center for Operation & Supply Chain Management* - It provides an operation's edge by research, consultancy

and industry interactions in the areas of manufacturing, supply chain, services and interface with information technology and finance.

6. *Center for Emerging Markets* - It was created in 2012 with a focus on both international trade and international business. The center aims to influence the international trade system such that it advances the goal of sustainable development and inclusive growth with major emphasis to emerging economies/markets.

Publications at FORE - FORE publishes its in-house journal ABHIGYAN and newsletter FOREPRINTS.

ABHIGYAN a refereed research journal, is being published for more than last thirty years. It is devoted to disseminating findings from research work and exploration of original ideas concerning organizations and management. It also seeks to address issues of interest to managers and academicians equally.

FOREPRINTS is a newsletter published quarterly, reflecting the happenings at FORE to the corporate, alumni, students and academicians. FORE launched its working papers series during 2011-12. It has published 35 working papers from the faculty so far.



Library Resources

The FSM Library 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 library offers context-based services from time to time on the current activities and needs for on-going programs.

- FSM Library is one of the best managed libraries with the collection of more than 24,300 documents on all areas of knowledge focused on business, management and other allied subject areas. Library has been receiving 15 national and international newspapers, more than 108 national and international print journals and magazines.
- To extend in-depth and exhaustive information focused to research, learning and teaching activities, library subscribes the following specialized electronic journals, databases and online software's:
 1. EBSCO-Business Source Elite
 2. EBSCO-Business Source Premier
 3. ABI/INFORM Proquest Complete
 4. CAPITALINE Plus
 5. CMIE Prowess
 6. Sage Journals Online
 7. Indiastat.com
 8. DELNET
 9. Pressdisplay.com
 10. Ephorus
- Institutional Library and Professional Membership.
 1. British Council Library
 2. American Center Library
 3. NISCAIR Library
 4. Management Libraries Network (MANLIBNET)
- The library is well equipped with latest IT tools and equipments to collect, store, retrieve, and disseminate information, a sufficient number of computer systems are installed to access the library resources and services. All major functions of the library are computerized by using leading, web-enabled, multiuser, integrated library management software, which creates a fully computerized library environment. It provides single-window search facility to access the information resources available in library. The users may access their library account and search the OPAC (library catalogue) at their desktop.
- The library has signed an agreement with Harvard Business School Publishing, IIM Ahmedabad, Richard Ivey School of Business Foundation, etc.,

for procurement of cases and simulations for making class room lively. The faculty members have been extended the complete access to cases and simulations available with HBSP free of cost.

- Library is facilitating networked environment, connectivity through internet, Wi-Fi, and campus wide intranet.

E-Archives of Daily News Clipping: The FORE Library is collecting the News on Management Education from subscribed leading Newspapers. Now library has compiled the Archive of these news clippings and started “e-News Archive Service” through library website.

IT Infrastructure

The Computer Centre has state-of-the-art computing facilities that are available to Students, 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 14 MBPS dedicated leased line on Fibre optics with redundant bandwidth from TATA Communications. Facilities for printing through high speed Color/Mono Laser Jet Network printers and Scanning are available.

Application software like SPSS Minitab, Rational Suite Enterprise, MS-Project, Crystal Ball, Oracle SQL Server, Visual Studio, Rational Suite Enterprise etc. are extensively used. Company database Prowess & Capitaline are used for Market research and Data analysis.

Entire network is protected with Cyberoam CR300i UTM (6 Port) in combination with Antivirus, Anti-Spam and Bandwidth Management and multiple gateway with Auto Fail-over feature. All the nodes are secured from virus, spyware/malware with Symantec Endpoint Protection, centrally monitored from the Antivirus server.





Entire campus is fully Wi-Fi enabled with Ruckus wireless consisting of ZoneFlex 2942 (802.11g) Smart Wi-Fi access points with ZoneDirector 1000 controlling the Access Points.

Each student is allotted a mail-id besides Faculty and Staff members. The mail server and web server are hosted in the computer centre itself.

Sun storage has been installed for back up purpose. Implementation process for Integrated Education Management System (IEMS) has started. About 200 more thin clients with three high end servers are under procurement to cater to the new class rooms cum labs.

Faculty-students interaction is done through e-learning/ e-working software Claroline.

IT Resources

- Computer centre with 8 branded servers & 220 plus Desktops and Laptops, Scanners, Stand alone/ network LaserJet printers; Network Attached Storage provides backup space for data and applications.
- Entire campus is connected to the internet through cable & Wireless LAN.
- Fully secured Wi-Fi with Firewall, Antivirus & Antispam.
- 14 Mbps bandwidth from Spectranet & TATA Communications.
- Capitaline plus & Prowess, database package (for Company/ Industry Data).
- Specialized analysis packages like SPSS, SPSS AMOS, Systat, Solver Suite & Minitab, Simulation: Crystal Ball.
- Business Intelligence/Data mining Tools-COGNOS.

- Project Management tools MS project.
- Designing and Publishing Software Corel Draw, Photoshop & Acrobat Writer, C++, Visual Studio.Net, Java, MSDN Academic Alliance subscriber.
- Database package like Oracle SQL Server and My SQL.
- Software Design Tool - IBM Rational Rose for Object Oriented Unified Modelling Language (UML).
- SAP Software under University alliance Programme.
- Capstone Business Simulation Software
- E-learning & e-working software for academic use – Claroline.
- Microsoft Dynamics CRM.

Infrastructure @ FORE

- Fully air conditioned, dust free, well furnished classrooms with state of art audio-visual facilities.
- Construction of new class rooms in theatrical style with state of the art facilities.
- Air conditioned auditorium (Virajam) with seating capacity of 300 persons.
- A well furnished and very spacious fully air conditioned Conference Hall (Pragya) with state of the art audio, video facilities with a capacity to accommodate more than 100 participants/ students.
- Leased hostel facility available.
- Subsidized canteen facilities.
- Reprographics, Fax, STD/ISD and Internet facilities.

Academic Program (PGDM)

The academic curriculum at FORE channelizes the aspirations of the young minds to be the future leaders and entrepreneurs.

Two Year Full Time Post Graduate Diploma in Management

The program is designed to help future managers follow a multi fold approach to operate successfully in the corporate environment.

Objectives

- To have comprehensive understanding of the corporate world.
- To acquire conceptual and analytical abilities required for effective decision making.
- To integrate the theoretical knowledge with the practical aspects of organizational settings and techniques of management.
- To evolve with the dynamic and complex working environment.

Two Year Full Time Post Graduate Diploma in Management - International Business (IB)

The program aims at preparing students to take up careers in corporate and family businesses engaged in international business operations.

Objectives

- To provide a thorough grounding 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 prepare the students for working in a competitive global environment enabling them to face confidently the pressures and challenges of the new millennium.

Academic Calendar of PGDM and PGDM-IB Programs

First Year	Term I, II, III June – March	Foundation Courses, Core Courses
	April – June	Summer Internship
Second Year	Term IV, V, VI June – February	Core Courses, Elective Courses

International Immersion Program

International Immersion Program is a part of the full time course curriculum after Term-III for students to have an exposure of international business scenario.

International Immersion Program 2013

All PGDM students visited the Faculty of Business, Hongkong Polytechnic University, Hong Kong for a 5-day long immersion programme from April 1-5, 2013. The programme comprised of 12-hour classroom teachings and visits to two industrial organizations. The focus was on business environment and practices in Hong Kong.

Similarly, the PGDM-IB students visited the Nanyang Business School, Nanyang Technological University, Singapore during the same period. The programme structure was similar, though the focus was on international business. The students were also taken around the Singapore Port to familiarize them with the operations of an international port.

Marketing

Prof. Anupam Narula

Area Head - Marketing

FORE's Marketing Area offers a range of courses that equips students with the basic concepts as well as in-depth knowledge of each specialized area of marketing. Through teaching, research and Management Development Programs, marketing faculty are continuously reinventing the knowledge and understanding of various aspects of this field so that students can develop consumer focus, create value delivery, build market efficiency and improve marketing decision making.



COURSES OFFERED

PGDM

CORE

Marketing Management I
Marketing Management - II

ELECTIVES

Consumer Behavior
Services Marketing
Sales & Distribution Management
Advanced Marketing Research
Strategic Brand Management
B2B Marketing
Rural Marketing
Customer Relationship Management
Retail Management
Integrated Marketing Communication
Digital Marketing

PGDM (IB)

CORE

Marketing Management I
Marketing Management - II
International Marketing Management

ELECTIVES

Consumer Behavior
Services Marketing
Sales & Distribution Management
Advanced Marketing Research
Strategic Brand Management
B2B Marketing
Rural Marketing
Customer Relationship Management
Retail Management
Integrated Marketing Communication
Digital Marketing

FACULTY

Full-Time

Dr. Jitendra K. Das (Director)
B.Tech. (Chemical Engg.), IIT Delhi; M.Tech. (Management and Systems), IIT Delhi and Ph.D., University of Toronto.
Experience: Over 31 years.

Prof. Freda Joseph Swaminathan
PGDM, IIM Ahmedabad; MS-Communications, Illinois State University, USA.
Experience: Over 35 years.

Prof. Anupam Narula
B.Sc.; M.A. (Economics); PGDBM (Marketing); Ph.D.
Experience: Over 16 years.

Prof. Qazi Asif Zameer
B.E. (Mechanical), Delhi College of Engg.; MBA; Ph.D.
Experience: Over 25 years.

Prof. Bhalender Singh Nayyar
B.E. (Mech.), M.S. University of Baroda; Post Graduate in Business Management, IIM Calcutta.
Experience: Over 40 years.

Prof. D. K. Batra
B.Tech.; MBA, FMS; Ph.D.; UNDP Research Fellow, Fellow at FIT NY Univ. of N.Y. (USA).
Experience: Over 22 years (On long leave).

Visiting

Prof. Jayshree M. Sundar
B.A. (Hons.) Mumbai University; MBA, Jamnalal Bajaj Institute of Management.

Prof. A. Talapatra
Bachelor's Degree in Eco.; MBA from XLRI, Jamshedpur.

Prof. Hitesh Manocha
B.E. (Mech. Engg.), Delhi University; PGDM, IIM-A.

Prof. Shailaja Vij Manocha
B.Sc. (Hons), Delhi University; PGDM, IMT Ghaziabad.

Prof. Sandeep Dutta
B.Com. (H); M.B.A., Delhi University.

Prof. Sanjay Chandwani
B.E. (Mechanical), Allahabad University; PGDRM, Institute of Rural Management; Ph.D. Jamia Hamdard University.

Prof. Davinder Singh
PGDRM (IRMA, Anand), Pursuing FPM (MDI).

Prof. Sohail Razzak
B.E., MBA (XLRI).



Finance

Prof. Vinay Dutta

Area Head - Finance

Finance has always been one of the quintessential subjects offered at B-Schools. At FORE, finance curriculum is especially designed to provide students with a combination of astute financial knowledge and its applications in the real world business situations. Finance courses are updated on regular basis to incorporate the latest developments in the area of corporate and personal finance. At FORE, we offer variety of finance courses such as financial accounting, management accounting, corporate finance, risk management and financial derivatives, security research and portfolio management, merchant banking, behavioral finance, personal wealth management, merger and acquisition, project finance, management of financial services etc. to cater to the needs of corporate finance function. FORE boasts of the highly experienced finance faculty who mentor the students with enriched knowledge of the financial and the business world. This knowledge is complemented with a thorough understanding of the financial decision making process in the corporate world through regular industry interactions.



COURSES OFFERED

PGDM

CORE

Financial Accounting
Management Accounting
Corporate Finance

ELECTIVES

Management of Commercial Banks
Security Research & Portfolio Management
Risk Management & Financial Derivatives
Personal Wealth Management
Management of Financial Services
Project Appraisal and Financing
Investment Banking
Business Valuations & Corporate Restructuring

PGDM (IB)

CORE

Financial Accounting
Corporate Finance
International Corporate Finance

ELECTIVES

Management of Commercial Banks
Security Research & Portfolio Management
Risk Management & Financial Derivatives
Personal Wealth Management
Management of Financial Services
Project Appraisal and Financing
Investment Banking
Business Valuation & Corporate Restructuring

FACULTY

Full-Time

Prof. Vinay Dutta
CAIIB; M.Com.; PG Dip. in IRPM.
Experience: Over 29 years.

Prof. Ambrish Gupta
M.Com.; FCA; Ph.D.
Experience: Over 30 years.

Prof. Kanhaiya Singh
M.Com.; M.A. (Eco); CAIIB; Ph.D.
Experience: Over 41 years.

Prof. Himanshu Joshi
MBA (Finance); Ph.D.
Experience: Over 12 years.

Prof. Vandana Gupta
PGDM, IIM Ahmedabad.
Experience: Over 23 years.

Visiting

Prof. Vibha Jain
Ph.D., M.Phil., M.Com.



Quantitative Techniques & Operations Management

Prof. Hitesh Arora

Area Head - Quantitative Techniques & Operations Management

Operations and Quantitative Techniques, the science of managerial decision making, is vital in all organizations whether manufacturing or service. Operations Management deals with designing production processes, inventory controls, project schedules and quality enhancements for improving business processes. Quantitative Techniques, a scientific technique, is a strong tool for problem solving and decision making through systematic data based analysis. It helps managers (decision makers) attain pre-determined objectives through optimal use of resources. A major in this area helps students to understand operations planning and scheduling, Total Quality Management, Six Sigma, procurement management, Supply Chain Management, Lean and Agile systems, operations strategy and service operations management. At FORE, faculty having appropriate blend of academic rigour and industrial experience, employ computer based tools such as Spreadsheets, Project Management software and SPSS to equip students apply theoretical concepts to real life business problems.



COURSES OFFERED

PGDM

CORE

Decision Making Models
Business Statistics
Operations Management
Business Research Methods

ELECTIVES

Total Quality Management
Project Management
Advanced Statistical Methods
Supply Chain Management
Operations Strategy
Lean and Agile Systems
Procurement Management
Decision Models & Optimization
Service Operations Management

PGDM (IB)

CORE

Quantitative Methods
Decision Making Models
Production & Operations Management

ELECTIVES

Total Quality Management
Project Management
Advanced Statistical Methods
Supply Chain Management
Operations Strategy
Lean and Agile Systems
Procurement Management
Decision Models & Optimization
Service Operations Management

FACULTY

Full-Time

Prof. Upendra Kachru
B.E. (Met.) NIT-Durgapur; MBA-Univ. of Illinois, USA.
 Experience: Over 41 years.

Prof. Hitesh Arora
Ph.D., University of Delhi.
 Experience: Over 15 years.

Prof. Sumeet Kaur
M.Sc. (Gold Medalist); M.Phil.; Ph.D.
 Experience: Over 7 years.

Prof. Mohita G. Sharma
B.Tech. (Electrical), IIT-BHU; MBA, IIFT; FPM-IIM, Lucknow.
 Experience: Over 18 years.

Prof. Neeta Gupta
B.E., IIT Roorkee; MBA.
 Experience: Over 24 years.

Prof. Alok Kumar
Ph.D. (Operational Research), Univ. of Delhi (Pursuing).
 Experience: Over 2 years.

Prof. Vikas Chandra
B. Tech. (Mech.) IIT-Kanpur, PGDM, IIM-Calcutta.
 Experience: Over 35 years.

Visiting

Prof. Rajiv Gupta
B. Tech. (Mech.) IIT-Delhi, MS (Industrial Engineering) North California State University, Ph.D. (Industrial Engineering) Purdue University.



Organizational Behavior & Human Resource Management

Prof. Sanghamitra Buddhapriya

Area Head - Organizational Behavior & Human Resource Management

Human Resource Management as a managerial function is gaining increasing attention in today's rapidly changing and uncertain business environment. Its strategic importance has been recognized to a great extent. Keeping this in mind, FORE School of Management offers various courses that deal with Organizational Behavior and Human Resource Management. The courses are designed and updated after taking input from leading HR practitioners. The essence of these courses lie in the fact that the students are made to work on numerous projects, case studies and role plays which equip them with the competencies and skills required to manage Human Resources effectively.



COURSES OFFERED

PGDM

CORE

Human Behaviour in Organization
Human Resource Management
Organisational Design & Change

ELECTIVES

Personnel Management & Industrial Relations
Competency Mapping
Training & Development
Personal Growth Lab
Performance & Compensation Management
Strategic HRM
Labour Legislations
Negotiation Skills
Psychometric Testing & Applications
Organizational Development

PGDM (IB)

CORE

Human Behaviour in Organization
Cross Culture & Diversity Management

ELECTIVES

Personnel Management & Industrial Relations
Competency Mapping
Training & Development
Personal Growth Lab
Performance & Compensation Management
Strategic HRM
Labour Legislations
Negotiation Skills
Psychometric Testing & Applications
Organizational Development

FACULTY

Full-Time

Prof. Sanghamitra Buddhapriya
Ph.D., FMS - Delhi University; Post-Doctoral, McMaster University, Canada.
Experience: Over 18 years.

Prof. Neeraj Kumar
B.Sc.; PGD in Social & Labour Welfare, PGDM (Gold Medalist).
Experience: Over 32 years.

Prof. Neetu Jain
M.Sc. (Chem.); MBA; Ph.D., Banasthali.
Experience: Over 14 years.

Prof. Prachi Bhatt
MHRM (Gold Medalist); Ph.D., MLSU.
Experience: Over 7 years.

Visiting

Prof. Sudeep Sharma
M.S. (Business Administration, Washington University), M.Sc., M.Tech. (IIT), Ph.D. (Pursuing).
Experience: Over 8 years.

Prof. Y.N. Kaushal
MBA, IIM Ahmedabad.

Prof. Deepak Singh
MA, PGDLW, MBA, Diploma in Training.

Prof. Tanuja Sharma
Ph.D., Faculty of Management Studies, Univ. of Delhi.



International Business

Prof. Ravikesh Srivastava

Area Head - International Business

Multinational operations are becoming a standard feature of most businesses. Companies maintain workforce abroad, deal with international suppliers, vendors and compete with international players even at home.

Keeping in view this global business trend, PGDM-IB Program at FORE was launched in the year 2007 with the aim of creating opportunities for prospective students seeking careers in corporate and family business engaged in International Business operations.

The thrust of PGDM-IB is on learning organizational dynamics in the context of global business environment. This would help the students to focus on acquiring skills to adopt internationally benchmarked decision making tools and implementation practices.



COURSES OFFERED

PGDM

CORE

ELECTIVES

Commodity Trading & Price Risk Management
Export Management
Starting an Exim Enterprise
Business in Asia Pacific
Global Economy & Emerging Industries
Import Management
Trade & Geopolitics
WTO & International Trade Policy

PGDM (IB)

CORE

Global Business Environment
Trade Logistics
International Trade Procedure & Documentation
Starting an EXIM Enterprise
Regional Trade Blocks
WTO and International Trade Policies

ELECTIVES

Commodity Trading & Price Risk Management
Export Management
Business in Asia Pacific
Global Economy & Emerging Industries
Trade & Geopolitics
Foreign Language - Spanish, Chinese (Mandarin)
Import Management

FACULTY

Full-Time

Prof. Ravikesh Srivastava
M.Sc. (Agri. Economics); Ph.D., BHU; UGC Sr. Research Fellow.
Experience: Over 24 years.

Prof. Mohit Anand
Associate (A.I.I.) & Licentiate (L.I.I.) in Insurance, Insurance Institute of India, Delhi; Intl. MBA, Reins Mgt. School, France; Ph.D. in Mgt., EMYLON Business School, France.
Experience: Over 7 years.

Prof. Faisal Ahmed
B.Sc. (H), Geography (H); MIBM, IB; Ph.D. Economics.
Experience: Over 9 years.

Prof. Savita Gautam
PGDIT-IIFT; Ph.D. (Pursuing) on WTO and Environment Issues - TERI.
Experience: Over 19 years (On long leave).

Visiting
Prof. Linu Mathew Philip
M.Sc., Ph.D., NET.



Information Technology

Prof. Raman Sethi

Area Head - Information Technology

Incorporation of technological advances is critical for business success, particularly in knowledge based economy where we see the world moving in future. Keeping the above objectives in mind, we at FORE School of Management constantly strive to incorporate latest technological advances into the curriculum. The IT curriculum has been developed by involving the brightest brains in academia and industry so that students will be productive from day one.

The curriculum of Information Technology teaches management students to understand the technological environment and its impact on corporate performance and how IT can be used as a competitive edge for better performance.

We have cutting edge softwares like SAP, Advanced Simulation, Management Games, IBM Rational Rose etc., and students are expected to build competencies in latest developments. They are also encouraged to go an extra mile and write additional global certification examination in SAP and IBM Rational Rose. The content has been developed keeping the industry requirements and global standards.



COURSES OFFERED

PGDM

CORE

Introduction to IT

Commn. & Internet Technology & E-Commerce-1

ELECTIVES

Business Development in IT

Business Analysis

SAP-I

Mobile Cloud Computing for Business

Communication & Internet Technology- Part 2

SAP-II

IT Strategy & Planning

Business Intelligence

PGDM (IB)

CORE

Introduction to IT

E-Business & Data Security in Intl. Environment

ELECTIVES

Business Development in IT

Business Analysis

SAP-I

Mobile Cloud Computing for Business

Communication & IT Technology- Part 2

SAP-II

IT Strategy & Planning

Business Intelligence

Intense use of in-house software for classroom teaching: We provide our students with the most effective and latest software such as, Capstone Business Simulation, Microsoft Dynamics CRM software, Business Intelligence tools like SAS and COGNOS, ERP package- SAP (under University Alliance Program), Claroline, etc., to maximize their learning in the contemporary setting.

FACULTY

Full-Time

Prof. Raman Sethi

PGDM, PGIT, B.Tech.

Experience: Over 25 years.

Prof. Rakhi Tripathi

*M.S. (Computer Science), Bowie State University, Maryland;
Ph.D. (IIT-Delhi).*

Experience: Over 8 years.

Prof. Rajnish Chauhan

B.Tech., PGDM, Ph.D. (Pursuing).

Experience: Over 24 years.

Visiting

Prof. Deepali Bhardwaj

MBA, MDI-Gurgaon.

Economics & Business Policy

Prof. Mathew Joseph

Area Head - Economics & Business Policy

An understanding of the economic environment is fundamental to the success of any business enterprise. The basic tools of micro and macro economics help an enterprise to draw up strategies and plan ahead to run the business with high growth and profitability. The courses in economics at FORE School of Management equip the students with a fair understanding of the domestic and international environment in which firms operate.



COURSES OFFERED

PGDM

CORE

Managerial Economics
Macro Economics
Business Environment
Legal Aspects of Business

ELECTIVES

International Economics
Corporate Governance
Corporate Social Responsibility

PGDM (IB)

CORE

Business Economics
International Economics

ELECTIVES

International Business Law
Corporate Governance & Social Responsibility

FACULTY

Full-Time

Prof. Mathew Joseph

Ph.D., University of Glasgow, UK.

Experience: Over 37 years.

Prof. K. L. Chawla

LL.B.; Ph.D. (Economics)

Experience: Over 35 years.

Prof. Subhasis Bera

Ph.D., JNU, Delhi.

Experience: Over 8 years.

Prof. Shallini Taneja

M.A. (Eco.); MBA (HR); M. Phil. (Eco.); Ph.D. (Pursuing).

Experience: Over 6 years.

Prof. Neeti Shikha

LL.B., LLM (University College, London); Ph.D. (Pursuing).

Experience: Over 4 years.



Business Communication

Prof. Anita Tripathy Lal
Area Head - Business Communication

To succeed in business today, one needs to have the ability to communicate with people both inside and outside the organization. It could be competing to get the job one wants or to win the customers the company needs. One's success or failure depends to a large degree on how effectively one communicates. In fact, effective oral and written communication of an executive is a great tool to achieve both personal and professional goals. The area is able to enhance the communication skills of the students effectively by floating various core courses and elective courses.



COURSES OFFERED

PGDM

CORE

Business Communication & Analysis
Managerial Oral Communication
Advanced Communication & Analysis

ELECTIVES

Effective Leadership Communication
Effective Business Communication
through Theatre Techniques
Written Analysis & Communication

PGDM (IB)

CORE

Managerial Oral Communication

ELECTIVES

Effective Leadership Communication
Effective Business Communication
through Theatre Techniques
Written Analysis & Communication

FACULTY

Full-Time

Prof. Anita Tripathy Lal
Ph.D., IIT-Kanpur.

Experience: Over 18 years.

Prof. Reeta Raina
M.Phil. (Eng. Litt.); Ph.D. (Orgl. Communication).

Experience: Over 26 years.

Visiting

Prof. Y.N. Kaushal
MBA, IIM Ahmedabad.

Prof. Siddhartha Sharma
Bachelor of Financial & Investment Analysis, DU; Certified M.P. of Hypnosis, American Board of Hypnotherapy.

Prof. Mohit Chhabra
B.Sc., Meerut University; PGDBM, BIMTECH, New Delhi.

Prof. Parul Singh
MA (Eng.), DU; PGDM (Part Time) in HR, IMI, New Delhi.

