ABOUT THE INSTITUTE

Foundation for Organizational Research and Education (FORE), a non-profit autonomous organization, was established in 1981 as a Center for Excellence for research, consultation, training and management education by renowned professionals of global acclaim from Government and corporate sectors. With a view to meeting the needs of professional educators of excellence in Management, FORE School of Management, New Delhi under the aegis of FORE was established in 1992. FORE has been working closely with industry and academia for developing contemporary 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 over 24 years. This is aptly reflected in the Top rankings by leading B-school surveys of the country and in a recent survey conducted by CRISIL - a leading Ratings, Research, Risk and Policy Advisory Company in India - has rated FORE with A***(the highest rating level) for the Delhi-NCR and A** for the National level for both the two-year PGDM and PGDM (HRM) programmes. 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 aim at developing multiple skills including managerial decision-making, problem-solving, analytical reasoning, communications, creativity and innovation. The Institute has a Board of Directors with representatives from Government, academic institutions and industry. The Institute has also 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 Economics, Communications, Economics, Finance, Human Resource Management, Information Technology, International Business, Marketing, Operations and Strategy. The faculty are drawn from leading national and international institutions and industries who are engaged in extensive research and consultancy, and possess a myriad of 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 and challenges. With a sharp focus on Management Education, Management Development Programs, Consulting and Research, and with more than 32 full time well qualified faculty FORE stands amongst the Top Business Schools in the country.

FORE Conducts MDPs to equip managers with knowledge, skills and attitudes required for effectively responding to global developments and competitive requirements. Our MDPs are designed with an appropriate blend of conceptual and experiential learning. Apart from open programs, FORE conducts customized In-Company tailored to suit organization's needs on topics/areas specifically required by an organization. These Management Development Programs (MDPs) are either custom-designed to suit client requirements or are offered by faculty on a specific theme to meet various client needs.

*******

For any other information, please contact:  
MDP Office
FORE School of Management  
Adhitam Kendra  
B-18, Qutub Institutional Area, New Delhi 110016.  
Phone: (011) 2685 6301 (Direct), 4124 2424-33 (Extn. 471 & 498)  
Fax: (011) 2625 0509, 2696 4229  
E-mail: mdp@fsm.ac.in, Website: www.fsm.ac.in
INTRODUCTION
Business managers across the world would like to understand and streamline processes, test new ideas while at the same time minimizing risks, maximize profits and contribute to overall good of society. In today’s world, change pervades almost every sphere of human and organizational action; from technology to customer preferences to business processes. Given this dynamic era of enhanced uncertainty, strategic decision making requires in-depth understanding and analysis of business situations so as to control such parameters as would help navigate the business through turbulence while at the same time meeting all organizational objectives. Simulation techniques play a pivotal role in this journey. Simulation models can present a graphical display of information that can be edited and animated, showing what might happen if one takes certain actions. Applying these results to one’s business helps to mitigate risks and make better choices.

The complete program is hands-on and laboratory based.

OBJECTIVES
Objectives of the program are:
1. To generally understand how simulation techniques work
2. To model business situation, and
3. Provide solutions to real life problems that generally arise in different aspects of businesses.

CONTENTS
Broadly speaking the program delivery covers following:

Applications of Simulation in decision making
This section introduces basic concepts of simulation and discusses several applications in regard to solving organizational problems. Financial Planning
a. Applications of Simulation to Corporate Financial Planning and in Cash Budgeting
b. Use of simulation for portfolio analysis as also in predicting stock prices and options
Inventory Management
a. Simulation approach to capacity planning
b. Utilization of simulation for efficient inventory management
Business Operations
Business Operations under differing uncertain conditions
Marketing
Developing and simulating marketing and sales models under uncertain conditions

Human Resource
Human Resource Forecasting using Simulation

WHO SHOULD ATTEND

The program is designed for management professionals, research scholars, data scientists and academicians. We believe such one of these can gain significantly from this program. Business managers benefit from getting exposed to new techniques and using these themselves in decision making. Academicians and Research scholars can use some of these techniques to refine their research work. Data scientists can base their analyses on these techniques and help chart out alternatives or develop new business models.

DURATION & VENUE

Dates: August 29-30, 2016
Venue: FORE School of Management, B-18, Qutub Institutional Area, New Delhi 110016

FEE

Non-residential: Rs. 14,000 per participant (plus Service Tax @ 15%) covering professional fee, programme kit and tea/lunch.

Residential: Rs. 24,500 per participant (plus Service Tax @ 15%) covering professional fee, programme kit and boarding and lodging (air conditioned single room) at Hotel Qutub Residency, New Delhi or equivalent from noon of August 29 till noon of August 31, 2016.

Discounts
• Early bird discount of Rs. 1400 per participant for nominations received on or before August 19, 2016.
• One complimentary nomination on non-residential basis for every group of three nominations from the same organization, i.e., 3+1 participants for the fee of 3 participants.

Fee is payable in advance by way of local cheque/DD in favor of “FORE School of Management” payable at New Delhi.

REGISTRATION

The registration form duly filled in along with the programme fee should reach us at least 7 days before the commencement date of the programme. In case of subsequent withdrawal or cancellation of registration no refund of fee will be allowed. However, substitute(s) may be permitted with prior intimation.

CERTIFICATE OF PARTICIPATION

The Institute issues a certificate of participation on the completion of each programme session, except for a few sessions that may be taken by guest speakers.

PROGRAMME DIRECTORS

Prof. Ashok Kumar Hamal, Professor (Information Technology): B.Tech, IIT Delhi; M.Phil (Social Sciences), Punjabi University, Chandigarh; M.A (Economics); Diploma in Project Management, Punjabi University, Patiala (Experience: 31 years). Expert in Big Data and Data Analytics. Extensively taught faculty and students on the subject of big data technology and analytics. Participated in various machine learning competitions with real world data in areas of business, environment, marketing and advertisement. Has set up fully functional Big data laboratory. Long experience in working with Open Source Systems. Has published two books: one Linux Applications and Administration and the other Techniques of Game Programming; both published by Tata McGraw Hill.

Conceived, planned & implemented in Defence Estates three country-wide information systems: Salcha Biosini to compute land records; Knowledge Management of land-title related files/maps in all Defence Estates offices; and Setting up of a Disaster Management organization, archival Unit and Resource Center, at Delhi for safe storage of land-title related records and other documents. Prof. Hamal is working as an Assistant Professor in the area of Quantitative Techniques and Operations at FORE School of Management, New Delhi. He is a graduate in Mathematics (Hons.) from University of Delhi and is working towards his M.Phil degree in Social Sciences at Punjabi University, Chandigarh. He has also been awarded Ph.D degree in Operational Research in the area of Inventory Management at University of 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. Prior to FORE he has taught several papers in the area of business management such as Business Statistics, Operations Research, Business Research Methods and Operations Management in different management colleges. There are 15 articles which have been published (accepted for publication) in international Journals of high repute, several articles are published in conference proceedings, numerous articles are published as book chapters, 3 articles are published as working papers and few articles have been communicated in different international journals of high repute. He can be reached at: ashokhamal@gmail.com.

Prof. Lok Kumar is working as an Assistant Professor in the area of Quantitative Techniques and Operations at FORE School of Management, New Delhi. He is a graduate in Mathematics (Hons.) from University of Delhi and a Post Graduate in Operational Research from Department of Operational Research, University of Delhi. He has also been awarded Ph.D degree in Operational Research in the area of Inventory Management at University of 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. Prior to FORE he has taught several papers in the area of business management such as Business Statistics, Operations Research, Business Research Methods and Operations Management in different management colleges. There are 15 articles which have been published (accepted for publication) in international Journals of high repute, several articles are published in conference proceedings, numerous articles are published as book chapters, 3 articles are published as working papers and few articles have been communicated in different international journals of high repute. He can be reached at: <alok@fsm.ac.in>.

Note: As needed please feel free to make duplicate copies of this form for additional registration.