

Our other
Management Development Programmes

Sl. No.	Programme Title	Dates
1.	Building Business Intelligence from Social Media	April 24, 2017
2.	Strategic Sourcing	May 1-2, 2017
3.	Online Payment Systems and Data Security	May 5, 2017
4.	Google: Search Engine Optimization and Search Engine Marketing (SEO and SEM)	May 18-19, 2017
5.	How to Summarize and Present your Business Data	May 29, 2017
6.	Effective Purchasing Skills	June 5-6, 2017
7.	A Consultants' Tool-Kit for Solving Strategic Problems & Enhancing Business Performance	June 29-30, 2017
8.	Enhancing Managerial Effectiveness	July 3-5, 2017
9.	Finance for Non-Finance Executives	July 10-12, 2017
10.	Quality Analytics	July 17-18, 2017
11.	Applied Marketing Research Techniques	July 20-21, 2017
12.	Developing an Intrapreneurial Mindset for Effective Leadership	July 24-25, 2017
13.	Advanced Excel Training	July 27-28, 2017
14.	Problem Solving and Decision Making	August 3-4, 2017
15.	Effective Communication for Women in the Workplace	August 9-10, 2017
16.	Advanced Microsoft Excel for HR Managers	August 22-23, 2017
17.	Product Management	August 28-29, 2017
18.	Decision Making Techniques for Managers	August 30-31, 2017
19.	Project Management	September 5-6, 2017
20.	Spreadsheet Modeling for Financial Analysis	September 7-8, 2017
21.	HR Analytics and Social Media	September 11-12, 2017
22.	Effective Negotiation Skills	September 13-15, 2017
23.	Digital Marketing: Winning Concepts and Practices	September 18-19, 2017
24.	Effective Communication and Presentation Skills	September 21-22, 2017
25.	Coaching & Mentoring for Personal and Professional Success	October 9-10, 2017
26.	Written Business Communication	October 26-27, 2017
27.	Assessing Geopolitical Risks for Doing Business in Asia-Pacific Region	November 9-10, 2017
28.	Advanced Microsoft Excel for Managers	November 15-16, 2017
29.	Restructuring and Business Valuations	November 20-21, 2017
30.	Making the Supply Chain Responsive	November 23-24, 2017
31.	Nurturing the 5th Dimension of Leadership	November 27-28, 2017
32.	Superannuation Planning	December 4-5, 2017
33.	Customer Management in a Digital Marketing Space	December 7-8, 2017
34.	Enhancing Assertiveness & Positive Attitude	December 11-12, 2017
35.	Strategic CSR: From Agenda Building to Impact Measurement	December 14-15, 2017
36.	Creating Winning Sales Teams	December 18-19, 2017
37.	Foreign Exchange Risk Management	December 21-22, 2017
38.	Managerial Leadership and Team Building	January 11-12, 2018
39.	Social Media Marketing and Social Listening	January 15-16, 2018
40.	Crisis Communication	January 18-19, 2018
41.	Data Analytics: Introduction to R Software	January 24, 2018
42.	Enterprise Risk Management for Creating Risk Intelligent Organisation	February 5-6, 2018
43.	Marketing Strategies for Winning in India and Emerging Markets	February 8-9, 2018
44.	Enhancing Personal Branding - Building Your Pathway to Professional Success	February 15-16, 2018
45.	Financial Reporting as per Converged Indian Accounting Standard	March 8, 2018

ABOUT THE INSTITUTE

Foundation for Organisational Research and Education (FORE), a non-profit autonomous organisation, was established in 1981 as a Center for Excellence for research, consultancy, training and management education by renowned professionals of global acclaim from Government and corporate sectors. With a view to meeting the needs of professional education 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 25 years. This is aptly reflected in the Top rankings by leading B-Schools 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 (IBM) Programs.** 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 Programs 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 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 38 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 Programmes tailored to suit organisation's needs on topics/areas specifically required by an organisation. 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) 2652 0509

E-mail: mdp@fsm.ac.in, Website: www.fsm.ac.in

DESIGNED BY: ALPS PRINTERS

Management Development Programme

on

A Consultants Tool-kit For Solving Strategic Problems & Enhancing Business Performance

June 29-30, 2017

FORE Campus, New Delhi

Programme Directors:

Prof. Anil Kumar Singh &

Prof. Muqbil Burhan



Imparting Knowledge for Exploring New Horizons



**FORE School of Management
New Delhi**

INTRODUCTION

In an increasingly competitive business environment, the ability to spot and seize new opportunities, to plot a path of successful growth for an organization, and to use resources effectively and efficiently, becomes paramount. As many business practitioners will attest, strategy tools can be very useful in helping managers analyze, choose and implement organizational strategy. Managers have a number of management tools at their disposal to help meet the challenges that they face. Among these are tools for dealing with strategy analysis, choice and implementation. The challenge for managers is to understand which of these tools to use, how many to use, and when to use them. Research also shows that the use of a greater variety of strategy tools is linked to increased education and training, as well as career progression and greater work experience.

OBJECTIVES

The programme will enable participants to learn and actively and critically apply business strategy concepts to diagnose, manage, design and change commonly faced challenges by organizations. Therefore it will lead to;

- Understand which frameworks and tools to utilize for internal and external analyses.
- Ability to apply concepts and frameworks to business cases and real-life organizations.
- Ability to analyze an organization's resources and capabilities.

By the end of the course participants will be able to:

- Understand the complexity of an organizations environment in terms of strategic concepts and frameworks
- Recognize the implications of strategic decisions on an organization's future opportunities and competition
- Gain insight into key skills and analytical frameworks for effective strategic insights
- Develop key skills in managing projects and delivering superior value

CONTENT

The MDP will focus on variety of frameworks and tools for effective strategic insights, some tools which will constitute the central theme during the programme will be;

- Strategy as value game plan
- Tools for market and portfolio analysis
- Industry analysis frameworks and tools
- MECE approach
- Strategy implementation framework and tools
- Value chain analysis & mapping value configurations
- Early warning scans & War gaming
- Scenarios and developing Maverick Strategies

METHODOLOGY

The programme will use a mix of lectures, case & situation analysis, exercises, and group work to fulfill its objectives.

WHO SHOULD ATTEND

- Front line and Mid level executives in Corporate Planning and functional area;
- Business analysts & consultants; and
- Academic professionals with interest in understanding market, competitor and industry analysis.

DURATION & VENUE

Dates: June 29-30, 2017

Venue: FORE School of Management, B-18, Qutub Institutional Area, New Delhi 110016

FEE

Non-residential: Rs. 16,000 per participant (plus Service Tax @ 15%) covering professional fee, programme kit and tea/lunch.

Residential: Rs. 26,500 per participant (plus Service Tax @ 15%) covering professional fee, programme kit and boarding and lodging (air conditioned single room) at Hotel Residency Resorts (P) Ltd./Qutab Residency, New Delhi or equivalent from **noon of June 28, 2017 till noon of July 01, 2017.**

Discounts

- Early bird discount of Rs. 2,400 per participant for nominations received on or before June 23, 2017.
- 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. You can also make online payment of fees by logging on to FORE website www.fsm.ac.in/mdpcalendar_201718.html

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. You can also register & pay online by logging on to FORE website www.fsm.ac.in/mdpcalendar_201718.html. 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 conclusion of the programme.

FACULTY

The faculty members of the Institute will take the programme sessions, except for a few sessions that may be taken by guest speakers

PROGRAMME DIRECTORS

Prof. Anil Kumar Singh: Prof. Singh, with an experience of around 23 years is Ph.D from University of Lucknow. His seven years were spent in industry (Pharmaceuticals and Flexible Packaging) and from December 1999 got full time involved in teaching at master's level as vivid, passionate teacher and researcher. Has attended eight management teachers programme (MTPs) under the aegis of Strategic Management Forum (SMF) from various IIMs. He has also successfully completed six months course on Small Industrial Enterprise Management course from IIT Kanpur and is also a certified assessor from Joint Accreditation system of Australia and New Zealand (JASANZ). He can be reached at: <anil.singh@fsm.ac.in>.

Prof. Muqbil Burhan: Prof. Burhan is Ph.D. in Management from Indian Institute of Technology Delhi (IIT Delhi). He has to his credit several publications which includes the book titled "Posts in The Digital Age" published with IOS Press, Netherland and sponsored by United Nation's UPU. He has also worked with Chair Networking Industries at EPFL Switzerland on digitalization of postal sector. He has a corporate experience of working in the field of Intellectual Property Rights (IPRs) and also worked on several projects in public sector. His areas of interest include Strategy Management, Technology and Innovation, Mergers & Acquisitions, Strategic Alliances and IPRs. He can be reached at: <muqbil@fsm.ac.in>.

FORE School of Management Management Development Programme A Consultants Tool-kit For Solving Strategic Problems & Enhancing Business Performance

June 29-30, 2017

Registration Form

Name: _____

Designation: _____

Organisation: _____

Office Address: _____

Phone: Office _____

Mobile: _____

Email: _____

Fax: _____

Your expectations from the Programme: _____

Residential / Non Residential _____

Payment Options

Online Payment

Programme fees can be paid through credit / debit card / net banking. Please logon to FORE website www.fsm.ac.in/mdpcalendar_201718.html for online registration and payment.

Offline Payment

Programme fees can be paid through Local Cheque / DD
If attached please give details

Local cheque / DD No. _____ Date _____ Amount _____

Signature

(Please return the completed form by post, or fax (011 2652 0509)
or email: mdp@fsm.ac.in, to:

MDP Office

FORE School of Management

B-18, Qutub Institutional Area
New Delhi 110 016

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