

Our other
Management Development Programmes

Sl. No.	Programme Title	Dates
1.	Spreadsheet Modeling for Business Valuation	May 19-20, 2016
2.	Strategy Planning/Deployment using Balanced Scorecard	June 16-17, 2016
3.	Project Finance - Funding & Appraisal	June 23-24, 2016
4.	Impression Management at Workplace	June 27-28, 2016
5.	Project Management	June 29-30, 2016
6.	Developing an Intrapreneurial Mindset for Effective Leadership	July 11-12, 2016
7.	Effective Purchasing Skills	July 14-15, 2016
8.	Giving and Receiving Feedback in the Workplace	July 19-20, 2016
9.	Qualitative Research in Marketing	July 21-22, 2016
10.	Finance for Non-Finance Executives	July 27-29, 2016
11.	Social Media Analytics & Sentiment Analysis	August 1-2, 2016
12.	Advanced Microsoft Excel 2013 - Managers Perspective	August 3-4, 2016
13.	Effective Communication for Women in the Workplace	August 8-9, 2016
14.	Healthcare Analytics in the age of Big Data	August 10-12, 2016
15.	Doing Business in India	August 11-12, 2016
16.	Training of Trainers	August 22-24, 2016
17.	Application of Simulation Techniques for Managerial Decision Making	August 29-30, 2016
18.	Financial Modeling	August 30-31, 2016
19.	Building Capacities in CSR : Strategy Formulation, Implementation and Impact Assessment	September 1-2, 2016
20.	Financial Management for Public Sector Enterprises	September 7-9, 2016
21.	Problem Solving and Decision Making	September 19-20, 2016
22.	Effective Communication & Presentation Skills	September 22-23, 2016
23.	Understanding the After Sales Spares Management	September 26-27, 2016
24.	Big Data and Small Data Tools : Introduction to R Software	September 28-29, 2016
25.	Effective Negotiation Skills	September 28-30, 2016
26.	Effective Supply Chain Management	October 5-7, 2016
27.	Managerial Leadership and Team Building	October 13-14, 2016
28.	Foreign Exchange Risk Management	October 17-18, 2016
29.	Written Business Communication	October 20-21, 2016
30.	Understanding and Deploying Strategist's Tool-Kit for Effective Business Performance	November 3-4, 2016
31.	HR for Non-HR	November 9-11, 2016
32.	Advanced Microsoft Excel 2013- HR Practitioners Perspective	November 15-16, 2016
33.	Enhancing Leadership Effectiveness through Outbound-based Experiential Learning Programme	November 15-18, 2016
34.	Understanding the Dynamics of Rural Markets	November 21-22, 2016
35.	Nurturing the 5th Dimension of Leadership	November 28-29, 2016
36.	Advanced Corporate Finance	Nov 30-Dec 2, 2016
37.	Effective Customer Management in a Digital Marketing Space (Including practice session on Microsoft Dynamics CRM Software)	December 5-7, 2016
38.	Coaching and Mentoring for Personal & Professional Success	December 8-9, 2016
39.	Enhancing Assertiveness and Positive Attitude	December 12-13, 2016
40.	SAS Big Data Analytics (co branded)	December 13-15, 2016
41.	Creating Winning Sales Teams	December 15-16, 2016
42.	Advanced Management Programme	December 19-21, 2016
43.	Decision Making Techniques for Managers	December 22-23, 2016
44.	Advanced Excel Training	January 4-6, 2017
45.	Employee Assessment & Effective Interviewing Skills	January 9-10, 2017
46.	Social Media Marketing and Social Listening	January 12-13, 2017
47.	Effective Interpersonal Relationships at Workplace	January 16-17, 2017
48.	Crisis Communication	January 19-20, 2017
49.	Finance for Non-Finance Executives	January 23-25, 2017
50.	Strategic Enterprise Risk Management	January 30-31, 2017
51.	Total Quality Management	February 2-3, 2017
52.	Data Visualization and Presentation Techniques	February 6-7, 2017
53.	Enterprise Risk Management for Creating Risk Intelligent Organization	February 9-10, 2017
54.	Developing Communication Competency	February 13-14, 2017
55.	Marketing Strategies for Winning in India and Emerging Markets	February 16-17, 2017
56.	Superannuation Planning	February 23-24, 2017

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, 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 24 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) 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 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)

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Management Development Programme

on

Doing Business in India

August 11-12, 2016

FORE Campus, New Delhi

Programme Directors:

Prof. Mohit Anand & Prof. Savita Gautam



*Imparting Knowledge
for Exploring New Horizons*



**FORE School of Management
New Delhi**

INTRODUCTION

India - an ancient civilization and home to one-sixth of the world is going through an unprecedented economic growth that is drawing the world's attention. Understanding of business environment in a large emerging market like India is no longer an option but a management necessity for foreign multinationals as a source for further growth and their managers who will work for, or in India. Entering Indian market is no longer a question of whether, but rather about how and when? This invites the need for in-depth understanding of the Indian business environment and the market dynamics that shapes its present and future.

This MDP focuses on the doing business in the Indian context. It will introduce the participants to the socio-economic changes that have occurred in the Indian economy and its business landscape over the past 20 years that have catapulted it from a closed economy to become one of the fastest growing emerging markets. We will look at the political decisions that have underpinned these changes, the place of India in the global economy and the implications of its growth for the Indian society and for the rest of the world. The programme will touch upon various issues related to Indian economy, society, culture, politics, that affects the Indian business environment.

OBJECTIVES

The key objective is to relate to and know the 'Indian mindset and psychic' that has its imprint on the Indian business environment. The programme therefore aims to achieve the following objective:

- Lending deep understanding of the Indian business environment
- Assessing trade policy, regulatory and investment climate
- Identifying key opportunities and challenges of doing business in India
- Grasping knowledge on the 'Indian way' of business, life and thinking

Keeping the essence of the programme in mind, it will comprise of a compact group size of maximum 20 participants so as to respond to individuals query effectively. The idea is to inculcate interaction, along with Q&A, cross-comparison between India and other markets (based on participants home market) to further highlight the differences and suggestions in the form of a 'Survival Kit' (on professional and personal level) that equips participants on how to understand and develop ability to bridge differences while doing business in and living in this dynamic, multifaceted yet complex country.

CONTENTS

The programme will have modules dedicated to particular themes on doing business in India that will fall under the following three broad themes:

- (I) Discussing the key antecedents to doing business in the Indian context such as:
 - Economic growth – challenges and opportunities
 - Political and regulatory framework – ongoing public policy changes
 - Innovation and technology – Indian frugality and jugaad !
- (II) The Changes in the Regulatory Environment of the Trade policy. The shift from controls to facilitation. Key issues in the trade policy and its compatibility with the World Trade Organisation (WTO) norms. Present regulatory and the Investment scenario
- (III) Focus sessions on socio, cultural, philosophical themes that aims to provide understanding on the 'Indian way of life, business and thinking'.
- (IV) Specific modules discussing contentious issues such as: urban-rural gap, corruption, poverty reduction, bureaucracy etc.

Owing to the nature of this MDP, it can be further refined and tailor-made according to a particular industry or sector depending on and relevant to the needs of the participants.

Methodology

The programme will employ multiple resources comprising of case studies and exemplars from Indian economy based on both primary and secondary sources collected by the faculty. This is complimented with discussion on practitioner's oriented articles. It will also include audio-visual extracts and interactive modules on several themes. The idea is to stimulate critical understanding and discussion by bringing along your views and thoughts.

WHO SHOULD ATTEND

This MDP is at best suited for senior to middle managers of foreign multinationals who have and or desirous to enter this

market and want to have a hands on knowledge about doing business in India. It is also fits perfectly for expatriates, officials working and positioned in International agencies, and economic attaches of embassies. It can be delivered at the premises of the participants or at the Fore School's campus in South Delhi.

DURATION & VENUE

Dates: August 11-12, 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 **August 10 till noon of August 13, 2016.**

Discounts

- Early bird discount of Rs 1,400 per participant for nominations received on or before August 1, 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 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. Mohit Anand

Dr. Mohit Anand is Professor of International Business and Strategy at FORE School of Management, New Delhi. He has over 13 years of experience in industry and academics. Prior to joining FORE, he was also Teaching and Research Assistant (APR) at EMLYON Business School, France. Before plunging into academia world he had 6 years of professional and consulting experience in the insurance industry therein he executed risk management projects and managed insurance portfolio of several Indian and foreign multinationals and firms of repute. He also had stints with Bajaj Allianz and ING insurance. His research interest lies at the intersection of Innovation, Emerging Markets, Resource Based View and BOP, therefore touching upon two broad fields of Strategy and International Business. Several of his research papers were published in leading journals and presented at prestigious academic conferences.

Prof. Savita Gautam

Prof. Savita Gautam is a faculty in the area of International Business at FORE School of Management, New Delhi. She has corporate experience of over 20 years in the area of International trade and business. She has worked with M/s Carborundum Universal, Chennai. She has also worked with couple of start-up companies and has successfully spearheaded their export business in the international market. She has teaching and training experience at Chennai University, MMTC training centre and Jamia Millia Islamia (Visiting Faculty) and FMS, New Delhi. Her research work is on WTO, Trade and Environment issues, Foreign Trade Policy and Export promotion measures and Trade Facilitation Issues.

FORE School of Management
Management Development Programme

Doing Business in India

August 11-12, 2016

Registration Form

Name: _____

Designation: _____

Organization: _____

Office Address: _____

Phone: Office _____

Residence _____

Mobile: _____

Email: _____

Fax: _____

Your expectations from the programme: _____

Residential/ Non Residential _____

Payment Details:(Please tick appropriate and fill)

• Payment enclosed (Local cheque/DD No: _____

Date:_____ Amount:_____)

• Payment is under process and will reach you before the programme

Signature

(Please return the completed form by post, or fax (011 2652 0509; 2696 4229) 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.