

Management Development Programmes

2017-2018



Imparting Knowledge for Exploring New Horizons



FORE School of Management
New Delhi

FORE School of Management, New Delhi

Calendar of Management Development Programmes (April 2017- March 2018)

Sl. No.	Programme Title	Dates	Fees (Rs.)*		Programme Director (s)
			Non-Residential	Residential	
1.	Building Business Intelligence from Social Media	April 24, 2017	8,000	15,000	Prof. Shilpi Jain
2.	Strategic Sourcing	May 1-2, 2017	16,000	26,500	Prof. Mohita Gangwar Sharma & Prof. Vikas Chandra
3.	Online Payment Systems and Data Security	May 5, 2017	8,000	15,000	Prof. Rakhi Tripathi
4.	Google: Search Engine Optimization and Search Engine Marketing (SEO and SEM)	May 18-19, 2017	16,000	26,500	Prof. Rakhi Tripathi
5.	Training of Trainers	May 22-24, 2017	24,000	38,000	Prof. Neeraj Kumar
6.	How to Summarize and Present your Business Data	May 29, 2017	8,000	15,000	Prof. Shilpi Jain
7.	Effective Purchasing Skills	June 5-6, 2017	16,000	26,500	Prof. Mohita Gangwar Sharma
8.	A Consultants' Tool-Kit for Solving Strategic Problems & Enhancing Business Performance	June 29-30, 2017	16,000	26,500	Prof. Anil Kumar Singh & Prof. Muqbil Burhan
9.	Enhancing Managerial Effectiveness	July 3-5, 2017	24,000	38,000	Prof. Subir Verma, Prof. Neeraj Kumar & Prof. Priyanka Jaiswal
10.	Finance for Non-Finance Executives	July 10-12, 2017	24,000	38,000	Prof. Vinay Dutta
11.	Quality Analytics	July 17-18, 2017	16,000	26,500	Prof. Mohita Gangwar Sharma
12.	Applied Marketing Research Techniques	July 20-21, 2017	16,000	26,500	Prof Sunny Arora & Prof Asif Zameer
13.	Developing an Intrapreneurial Mindset for Effective Leadership	July 24-25, 2017	16,000	26,500	Prof. Anita Tripathy Lal
14.	Advanced Excel Training	July 27-28, 2017	16,000	26,500	Prof. Sumeet Kaur
15.	Problem Solving and Decision Making	August 3-4, 2017	16,000	26,500	Prof. Sanghamitra Buddhapriya & Prof. Neeraj Kumar
16.	Effective Communication for Women in the Workplace	August 9-10, 2017	16,000	26,500	Prof. Sriparna Basu & Prof. Reeta Raina
17.	Advanced Microsoft Excel for HR Managers	August 22-23, 2017	16,000	26,500	Prof. Rajneesh Chauhan
18.	Product Management	August 28-29, 2017	16,000	26,500	Prof Sunny Arora
19.	Decision Making Techniques for Managers	August 30-31, 2017	16,000	26,500	Prof. Hitesh Arora
20.	Project Management	September 5-6, 2017	16,000	26,500	Prof. Mohita Gangwar Sharma & Prof. Hitesh Arora
21.	Spreadsheet Modeling for Financial Analysis	September 7-8, 2017	16,000	26,500	Prof. Himanshu Joshi
22.	HR Analytics and Social Media	September 11-12, 2017	16,000	26,500	Prof. Subir Verma, Prof. Prachi Bhatt & Prof. Bishakha Majumdar
23.	Effective Negotiation Skills	September 13-15, 2017	24,000	38,000	Prof. Prachi Bhatt
24.	Digital Marketing: Winning Concepts and Practices	September 18-19, 2017	16,000	26,500	Prof Payal S. Kapoor
25.	Effective Communication and Presentation Skills	September 21-22, 2017	16,000	26,500	Prof. Anita Tripathy Lal
26.	Coaching & Mentoring for Personal and Professional Success	October 9-10, 2017	16,000	26,500	Prof. Sanghamitra Buddhapriya
27.	Written Business Communication	October 26-27, 2017	16,000	26,500	Prof. Anita Tripathy Lal
28.	Assessing Geopolitical Risks for Doing Business in Asia-Pacific Region	November 9-10, 2017	16,000	26,500	Prof. Faisal Ahmed
29.	Advanced Microsoft Excel for Managers	November 15-16, 2017	16,000	26,500	Prof. Rajneesh Chauhan
30.	Restructuring and Business Valuations	November 20-21, 2017	16,000	26,500	Prof. Vandana Gupta
31.	Making the Supply Chain Responsive	November 23-24, 2017	16,000	26,500	Prof. Mohita Gangwar Sharma & Prof. Vikas Chandra

Sl. No.	Programme Title	Dates	Fees (Rs.)*		Programme Director (s)
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32.	Nurturing the 5th Dimension of Leadership	November 27-28, 2017	16,000	26,500	Prof. Anita Tripathy Lal
33.	Superannuation Planning	December 4-5, 2017	16,000	26,500	Prof. Vinay Dutta
34.	Customer Management in a Digital Marketing Space	December 7-8, 2017	16,000	26,500	Dr. Jitendra K. Das
35.	Enhancing Assertiveness & Positive Attitude	December 11-12, 2017	16,000	26,500	Prof. Anita Tripathy Lal
36.	Strategic CSR: From Agenda Building to Impact Measurement	December 14-15, 2017	16,000	26,500	Prof. Shallini Taneja
37.	Creating Winning Sales Teams	December 18-19, 2017	16,000	26,500	Prof Asif Zameer & Prof Anupam Narula
38.	Foreign Exchange Risk Management	December 21-22, 2017	16,000	26,500	Prof. Himanshu Joshi
39.	Managerial Leadership and Team Building	January 11-12, 2018	16,000	26,500	Prof. Sanghamitra Buddhapriya
40.	Social Media Marketing and Social Listening	January 15-16, 2018	16,000	26,500	Prof Payal S. Kapoor
41.	Crisis Communication	January 18-19, 2018	16,000	26,500	Prof. Sriparna Basu
42.	Data Analytics: Introduction to R Software	January 24, 2018	8,000	15,000	Prof. Rajneesh Chauhan
43.	Enterprise Risk Management for Creating Risk Intelligent Organisation	February 5-6, 2018	16,000	26,500	Prof. Vinay Dutta
44.	Marketing Strategies for Winning in India and Emerging Markets	February 8-9, 2018	16,000	26,500	Prof Anupam Narula
45.	Enhancing Personal Branding - Building Your Pathway to Professional Success	February 15-16, 2018	16,000	26,500	Prof. Reeta Raina
46.	Financial Reporting as per Converged Indian Accounting Standard	March 8, 2018	8,000	15,000	Prof. Vandana Gupta, Prof. Ambrish Gupta & Prof. Himanshu Joshi

Venue: FORE Campus, New Delhi

*Service Tax @ 15% on fee amount, as applicable, is payable extra

Notes: 1. Detailed information on each programme (Introduction, objective, contents, methodology and for whom) as well as faculty profile is available at FORE website (www.fsm.ac.in).

2. The dates, venue, fee etc are indicative and subject to change. Detailed brochures for individual programmes will be available roughly 2 months before the start of each programme.

3. Organisations concerned must obtain confirmation of acceptance of nomination from FORE before sending participants to programme venue.

4. The above programmes can also be customized according to the requirement of an organisation.

Open Management Development Programmes

In an ever changing business world acquiring and updating knowledge and skills is a must for individual and organisational success. The quality and relevance of training input thus assumes a critical significance for business professionals. FORE School of Management (FORE), one of the best business schools in the country has been a leader in design and conduct of Management Development Programmes (MDPs) not only in terms of numbers and variety but also in reach and relevance of its offerings. FORE MDPs aim to equip business managers with knowledge, skills and attitudes for effectively responding to global developments and competitive requirements. These programmes are designed with an appropriate blend of conceptual knowledge and experiential learning to germinate, grow and harvest the soft, technical and managerial skills of participants in the contemporary business context. The emphasis is on developing ability to apply learning in an efficient and effective decision making in real world to boost the performance and privity of the organisations - be it in the private, public, government, social or non-governmental sectors.

In-company Programmes

FORE also conducts a large number of customized in-company MDPs. These programmes are designed according to specific needs of the organisations. The pedagogy used is in keeping with the background, experience and aspirations of participants as specified by the sponsoring organisations. A partial list of organisations for which FORE conducted customized in-company programmes during 2016-2017 includes: British Council Shared Services Centre, Engineers India Limited, Gas Authority of India Limited, IFFCO, Indian Institute of Coal Management, Indian Oil Corporation Limited, Institute of Himalayan Bioresource Technology, IREO, LNG Petronet Limited, MetLife, Mitsui Chemicals, Neon Skills and Professional Development, Numaligarh Refinery, Oberoi Hotels, ONGC, ONGC Mangalore Petrochemicals, Oriental Insurance Company Limited, Power Grid Corporation of India, PTC India Financial Services, Punjab National Bank, RINL, RITES Limited and Sage Publications etc.



I feel delighted to share FORE Open Management Development Programmes (MDPs) schedule for the year 2017-18 with you. Each year we present a bouquet of training programmes to address various industry needs across management functions. These programmes are designed after thorough interaction and feedback from business leaders such that each offering provides distinct solutions to current and future business challenges. Our MDPs focus on ever changing learning needs of the organisations and individuals and help them to upgrade their knowledge and skills to cope with complex challenges of the present day global businesses.

FORE has been helping a large number of reputed public, private, and social sector organisations for last 35 years in their quest of excellence as their Learning Partner. We take pride in our efforts to help shape business leaders of tomorrow not only during a training programme but through the entire learning cycle beginning with training need analysis, choosing and administering the appropriate intervention, and providing post programme evaluation and support.

This calendar offers a diverse portfolio of highly focused training programmes across functional areas of management for you to choose from.

I am sure you will make full use of the offerings and engage with us in this ever continuing odyssey of learning and development.

Please feel free to contact us if you need any further details or assistance.



Jitendra K. Das
Director

About The Institute

FORE School of Management (FORE) has been established by the Foundation for Organisational Research and Education, a non-profit organisation, with a mission **“To achieve and sustain Leadership in Management Education, Research, Consultancy and Development”**. FORE conducts following long-duration educational programmes:

- Two-year full-time Post-Graduate Diploma in Management (PGDM) approved and accredited by the All India Council for Technical Education (AICTE), Government of India and recognized as equivalent to MBA Degree of an Indian University by the Association of Indian Universities (AIU).
- Two-year full-time Post-Graduate Diploma in Management (International Business Management) approved by the All India Council for Technical Education (AICTE), Government of India.
- 3 months intensive Certificate Programme in Big Data and Data Analytics (Marketing Specialization)

CRISIL - a leading Ratings, Research, Risk and Policy Advisory Company in India - has recently awarded **A*** grading** (the highest rating level) for the Delhi-NCR region to both our 2-year PGDM and PGDM (International Business) programmes at FORE.

Eminent academicians with many years of experience and experts from industry, recognized nationally and internationally, constitute faculty at FORE. FORE has in-house training facilitators in the field of Communication, OB & HR, Finance, Operations, Marketing, IT, International Business and Strategic Decision Making.

With a sharp focus on Management Education, Management Development Programmes, Consulting and Research, FORE stands amongst the Top Business Schools in the country.

Partial List of Participating Organisations (2016-2017)

Aaruthal Foundation	DNDI	Indian Railway Finance Corp.	NALCO	Rural Electrification Corpn.
Agilent Technologies	Dredging Corpn. of India	IRCON International	National Housing Bank	SAIL
Airports Authority of India	EdCIL (India) Ltd.	J&K Bank	National Power Training Institute	Shriram Pistons & Rings
Apollo Tyres	Edynamic Softech Solutions	Jain Irrigation Systems	NBCC India Ltd.	SJVN
Bangalore Metro Rail	Engineers India Limited	Jammu and Kashmir Projects Construction	NIIT	SOS Children's Villages International
Bank of Baroda	Fresenius - Kabi Oncology	JC World Hospitality	NTPC Ltd.	SOS Children's Villages of India
Blue Dart Express Limited	GAIL	JK Lakshmi Cement	Numaligarh Refinery	South Eastern Coalfields Limited
Canara Bank	Gujarat State Fertilizers & Chemicals	Joint Plant Committee, Ministry of Steel	Obhan & Associates	SRF Limited
Centre for Development of Telematics	Gujarat State Petroleum Corporation Limited	Jubilant FoodWorks Ltd.	Oil India Ltd.	Stock Holding Corporation of India
Client Associates	Gujarat State Petronet Limited	Kalindee Rail Nirman (Engineers)	ONGC	Telecommunications Consultants India Limited
Indian Coast Guard	Hindustan Petroleum Corpn.	Kush Plastics Pvt. Ltd.	ONGC Tripura Power	The Rotary Foundation
Confederation of Indian Industry (CII)	HT Media	LIC of India	Petronet LNG Limited	Triumph Motorcycles
Container Corporation of India	IFFCO	Mahanadi Coalfields Ltd.	Power Finance Corpn	U.P. Rajya Vidyut Utpadan Nigam
D S Group	IFFCO Tokio Insurance Services	Maharashtra State Electricity Dist. Co. Ltd.	Power Grid Corporation of India	UCO Bank
Dakshin Haryana Bijli Vitran Nigam	IL & FS Financial Services,	MANVIK CSR	Punjab National Bank	United Bank of India
Damodar Valley Corporation	India Infrastructure Finance	Marks and Spencer	Quality Council of India	United India Insurance
Danieli Corus India	Indiabulls Housing Finance	MetLife	RailTel Corporation of India Ltd.	Walchand People First
Delhi International Airport	Indian Oil Corporation Ltd.	Minda Sai Limited	Residency Resorts	Western Coalfields Limited
Delhi Transco Limited	Indian Potash Limited	Mosaic India Pvt. Ltd.	RITES Limited	Youreka Campouts

For registration/enquiries, 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 (Ext. 471 / 496 / 498), Fax: (011) 2652 0509

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



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RESPONSE SHEET

Open Programmes

We are interested in receiving brochures of the following programmes (Please tick)

- Building Business Intelligence from Social Media (April 24, 2017)
Strategic Sourcing (May 1-2, 2017)
Online Payment Systems and Data Security (May 5, 2017)
Google: Search Engine Optimisation and Search Engine Marketing (SEO and SEM) (May 18-19, 2017)
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In Company Programmes

We would be happy to receive a proposal to meet our specific need with broad description/content as follows:

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Organisation

Name of the organisation:

Name of HR/Training Head: Designation:

Office Address:

..... Pin:

Phones: Fax:

Email: Website:

After completion send this form either through e-mail (mdp@fsm.ac.in) or fax (011-2652 0509) or courier to:

MDP Office
FORE School of Management
Adhitam Kendra
B-18, Qutub Institutional Area, New Delhi - 110 016

Management Development Programmes 2017-2018



If undelivered please return to:

FORE School of Management

"Adhitam Kendra"

B-18, Qutub Institutional Area, New Delhi 110016

Phone: (011) 2685 6301 (Direct), 4124 2424 (Extn. 471 / 496 / 498),

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