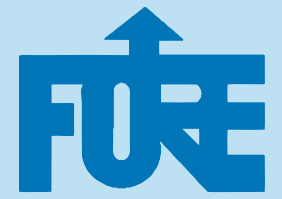


Learn to Lead >>>



FORE School of Management

New Delhi

ADMISSION BROCHURE 2024





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* "FORE School of Management (FSM) reserves the right to amend, modify, or delete any part of this prospectus without giving any prior notice.

Any subsequent change thus made shall be updated on the Website of the Institute."

VISION

“To become a management institution that transforms students and other stakeholders into pillars of society.”

MISSION

- i. “To attain excellence in management education, research, and outreach;
- ii. To develop a mindset among students needed for successfully operating in a global business environment;
- iii. To create a learning eco system for innovative and sustainable business practices.”



CHAIRMAN'S MESSAGE

Established in 1992, FORE School of Management (FSM), New Delhi is functioning under the aegis of Foundation for Organisational Research and Education (FORE). FORE is committed to advancing Management Education, Research, Training, and Consultancy. Incorporated in 1981 as a non-profit institution, FORE has been working with industry and academia to create a learning ecosystem for innovative and sustainable business practices, and to build leaders in today's global business environment.

At FSM, we understand that the world of business is evolving at an unprecedented pace. The challenges of today require adaptable minds and visionary thinking. We emphasize on the importance of ethical decision-making and creating a learning ecosystem for innovative and sustainable business practices. You'll learn how businesses can operate ethically and contribute positively to society. We emphasize on innovative thinking and design principles. You will learn how to identify and solve problems creatively and develop products or services that meet market needs. Our aim is to equip students with the knowledge, skills, and perspectives needed to succeed in the dynamic and competitive world of business.

We believe in the power of business education to shape not only careers but also character. Our distinguished and learned faculty, industry connections, strong and successful alumni and cutting-edge resources are geared towards providing you with a holistic learning experience. From classroom discussions to real-world live projects, you will be immersed

in an environment that encourages analytical thinking, ethical decision-making, and effective collaboration. As you embark on this transformative journey, remember that your growth knows no bounds. The global landscape presents endless prospects, and we are here to equip you with the skills and mindset to seize them. Your time at FSM will be marked by personal development, networking, and the cultivation of a forward-thinking perspective.

Your success will be a testament to the dedication you invest in your education and personal growth. Remember that you are not just a student, but an ambassador of FSM, and the values you uphold will ripple through your future endeavors.

Thank you for choosing FORE School of Management to shape your future. Your journey with us promises to be challenging, invigorating, and ultimately, immensely rewarding. I look forward to witnessing your achievements and contributions as you set out to make your mark on the world.

The work on the new verticals of FORE Society; FORE Academy of Management Education (FAME) for undergraduate courses, e.g., BBA, BCA, B. Com (Hons), etc., and FORE Institute of Drone Technology and Research (FIDTR) have commenced their operations at our Gurgaon campus. We are also planning to set up FORE University in the near future.

Dr. B.B.L Madhukar



DIRECTOR'S MESSAGE

Dear Prospective Students,

Welcome to FORE School of Management, where we nurture future leaders and innovative thinkers. Our commitment to excellence in education is evident in the state-of-the-art facilities, exceptional faculty, and impressive placement records that define our institution.

At FORE School of Management, we prioritize providing a conducive learning environment that fosters holistic development. Our architecturally sophisticated campus, size notwithstanding, is equipped with modern amenities, including well-equipped classrooms, advanced computer labs, a well-stocked library, dedicated study areas, and recreational facilities. We believe that a conducive learning space is essential for nurturing the potential within each student and encouraging collaborative learning. The school thrives in academics, community and aesthetics.

Our esteemed faculty members bring a wealth of experience and expertise from diverse fields. They are dedicated to empowering students with the knowledge and skills necessary for success in the ever-evolving business world. The blend of academic excellence and real-world

experience ensures that our students receive a well-rounded education that prepares them for the challenges of the corporate world.

One of our stellar achievements is our consistent track record of excellent placements. Our students have been placed in renowned companies across various sectors, both nationally and internationally. Our strong industry connections and rigorous training programs prepare our students to confidently step into the professional arena, equipped with the skills and knowledge required to make a meaningful impact.

We believe in nurturing a culture of continuous learning and growth, enabling our students to adapt to changes and stay ahead of the curve. FORE School of Management is not just a place to acquire knowledge; it's a place to cultivate character, innovation and leadership.

We invite you to be a part of our vibrant academic community, where your dreams and aspirations are nurtured, supported and realized.

Dr. Subir Verma



CHAIRPERSON'S (Admissions) MESSAGE

FORE School of Management, a leading private B-School in India, has reoriented itself to cater to the need of the hour. Our excellent graduation outcome score (Ranked 22nd in India) in the recent NIRF Ranking is the reflection of our efforts in grooming the future managers & leaders. Our faculty's strong research orientation and continuous interaction with the Industry help them create an enriching academic experience. We also invite our distinguished alumni, faculty from other renowned institutions, and senior professionals to deliver guest lectures that help augment their studies beyond the curriculum.

The programmes, we offer, have been designed with utmost care. The curriculum of our programmes are industry-oriented and based on the best global practices. Academic rigour is well-reflected in our course design and delivery and through this, we try to create future managers who can best establish themselves in their chosen domains. Various pedagogical tools, we use, are aimed at helping our students to develop a holistic business perspective apart from developing their leadership competence, communication skills, critical thinking, and problem-solving abilities. Keeping the industry requirements in mind, we are also offering more relevant and contemporary programmes like Post-Graduate Diploma in Management (Big Data Analytics).

Management being an ever-evolving discipline, we keep our curriculum constantly updated. Classroom teachings are supplemented with Seminar courses, which help the students to become aware of contemporary practices and developments. Students get ample opportunities to organize and participate in various co-curricular and extracurricular activities within the institute and outside, helping them build their managerial skills. Our classroom infrastructure, with the most modern equipment, creates a great academic ambience.

At FSM, we also emphasise the overall development of our students. We train our students to imbibe human and ethical values, which would help them in achieving personal and professional success. At FSM, we not only try to develop the ability to seize opportunities in the competitive business environment but also to inculcate a sense of responsibility towards society. We are confident that students passing out from FSM will be best equipped to face the challenges of the dynamic business environment that beckons them. I wish all the best to all the prospective students of FSM.

Dr. Anil Kumar Singh

THE EXECUTIVE BOARD OF FORE SCHOOL OF MANAGEMENT



Dr. B.B.L. Madhukar
Chairman

(Former Chairman and Managing Director
- MMTC Ltd.)
Director General, BRICS Chamber of
Commerce & Industry



Dr. Vinayshil Gautam, FRAS(London)
Vice Chairman

(Founder Director, IIM-K; 1st Head,
Management Dept., Ex-Emeritus Chair
Professor, IIT-D;
1st Hony. Dean, KPMG Academy;
Ex-Sr. MD & Principal Economic Advisor,
Protiviti (I) Member Pvt. Ltd.;
Leader Consulting Team, IIM-Shillong)
Chairman, DK International Foundation



Dr. Yasho V. Verma
Member

(Former Chief Operating Officer & Director
- LG Electronics India Pvt. Ltd.)



Mr. T.C. Venkat Subramanian
Member

(Former Chairman &
Managing Director - EXIM
BANK OF INDIA; Former Chairman of the
Board - INDIAN BANK)



Mr. Vijay Gopal Pande
Member

(Former Regional Director – S. Asia,
International Development Research
Centre (Canada); Former Deputy
Representative & Programme Advisor,
Ford Foundation; Former Chief R&D,
Trade Development Authority, Ministry
of Commerce, Govt. of India; Former
Tata Administrative Service - Project
Officer TELCO Pvt. Ltd.; Former Teaching
Associate, LSE)
Co-Founder & Managing Director - Vijyoti
Management & Communications Learning
Institute Pvt. Ltd.; Founder and Life
Member – ICRIER and London School
of Economics Society; Founder Member,
IFFAAD; Founder Member, FORE Society



Dr. Vasantha S. Bharucha
Member

(Former Economic Adviser,
Ministry of Commerce & Industry, GOI)
Economist and Strategy Consultant



Mr. Ranjan Kumar Mohapatra
Member

Executive Director & Head,
Indian Oil Institute of Petroleum
Management



Ms. Haneet Bhasin Vohra
Member

Director-Marketing, KSB Designs



Mr. Waris R. Kidwai
Member

(Founder, SCOPE;
Former Secretary General, SCOPE)



Mr. Kuldip Singh Dhingra
Member
Chairman, Berger Paints India Ltd.



Dr. Jitendra Kumar Das
Director General
Foundation for Organisational
Research and Education (FORE)
Member
(Founder Dean (Noida Campus),
IIM Lucknow)



Dr. Rajneesh Chauhan
Dean (Corporate Relations)
FORE School of Management
Member



Dr. Sanghamitra Buddhapriya
Dean (Academics)
FORE School of Management
Member



Dr. Sriparna Basu
Dean (Research)
FORE School of Management
Member



Prof. Neeraj Kumar
Dean (Academic Services)
FORE School of Management
Member



Dr. Gaurav Gupta
Associate Professor (Finance)
FORE School of Management
Member



Dr. Subir Verma
Director
FORE School of Management
Member Secretary

ABOUT FORE

Established in 1992, FORE School of Management (FSM), New Delhi is functioning under the aegis of Foundation for Organisational Research and Education (FORE). FORE is committed to advancing Management Education, Research, Training, and Consultancy. Established in 1981 as a non-profit institution, FORE has been working with industry and academia to develop new domains of managerial thought and education and contribute to the process of building leaders in today's global business environment.

FSM has been setting benchmarks in management education for the last 32 years. This is aptly reflected in the top rankings by leading B-Schools' surveys of the country. In a survey conducted by CRISIL – a leading Ratings, Research, Risk, and Policy Advisory Company in India, FSM has been awarded A*** grading (the highest rating level) for the Delhi-NCR region for AY 2016-17. The PGDM and PGDM(IB) programmes have been accredited by the National Board of Accreditation till June 2025.

FSM received SAQS (South Asia Quality Systems) accreditation making it among the few business schools in the South Asian region to receive this rigorous international accreditation of quality assurance standards.

Located in the heart of South Delhi, FSM 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 School of Management, New Delhi aim at developing multiple skills including managerial decision-making, problem-solving, analytical reasoning, communication, creativity, and innovation.

The Institute has a Board of Directors with representatives from government, academic institutions, and industry. The Institute also has an Academic Council consisting of eminent professionals from industry, government, and other academic institutions.

FSM takes pride in its professional and high-quality faculty in the fields of General Management, Strategic Management, Human Resource Management, Finance, Operations, Marketing, Information Technology, Economics, and International Business.

The members of the faculty are drawn from leading national and international institutions and industries are engaged in extensive research and consultancy, and possess myriad 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/challenges with the students.

STATE-OF-THE-ART INFRASTRUCTURE

- Centrally air-conditioned spacious classrooms with computers on each table and interactive display facilities to enhance learning skills;
- Continuous modernization of existing infrastructure to meet the changing requirement and aspirations of students.
- A well-furnished fully air-conditioned auditorium (Virajam) with state-of-the-art audio, and video facilities, and a seating capacity of 300 students.
- The air-conditioned conference hall is equipped with modern audio and video facility (Vivekananda Pragma Hall).
- Hostel facilities are available & located at a very short distance from the institute.



- Subsidized and spacious cafeteria facilities.
- Reprographics and internet facilities.
- Adequate captive backup and UPS-supported power system to ensure uninterrupted electrical supply.
- A healthy, neat, clean, and secure environment.
- Provision of clean and filtered cool water with comprehensive Reverse Osmosis (RO) facilities on the entire campus.
- Lush green surroundings.
- Adequate space and seating facilities for students to relax and discuss. Sufficient electrical points for laptop and mobile charging facilities.
- Adequate indoor facilities for games.

RECOGNITIONS AND ACCREDITATIONS

Accreditations/Ratings:

- The PGDM, PGDM(IB), PGDM(FM), PGDM(BDA), and FPM courses at FORE School of Management (FSM) are AICTE (All India Council for Technical Education) approved.
- The PGDM & PGDM(IB) courses at FORE School of Management (FSM) are accredited by the National Board of Accreditation (NBA) till June 30, 2025. The NBA Accreditation for PGDM (Financial Management) is in progress.
- FORE School of Management (FSM) has also been granted SAQS Accreditation for a period of five years with effect from December 2017. The renewal for the same is already in progress.
- The PGDM and PGDM(IB) courses are recognized as equivalent to MBA. Equivalence permission is granted by the Association of Indian Universities (AIU).



THE ACADEMIC, ADMINISTRATIVE TEAM & AREA CHAIRPERSONS

THE ACADEMIC TEAM

Director	Dr. Subir Verma
Dean (Academics)	Prof. Sanghamitra Buddhapriya
Dean (Corporate Relations)	Prof. Rajneesh Chauhan
Dean (Academic Services)	Prof. Neeraj Kumar
Dean (Research)	Prof. Sriparna Basu
Secretary (Faculty Council)	Prof. Alok Kumar

THE ADMINISTRATIVE TEAM

Senior Administrative Officer	Mr. Shailendra Kumar
Advisor (Legal & Administration)	Mr. R. K. Joshi
Librarian and Incharge, Publication Office	Dr. Prakash Gouda
Assistant General Manager (Placements)	Mr. Vivek Chakrapani
Senior Manager (Accounts)	Mr. Bhuvan Chand
Senior Manager (Systems)	Mr. Uday Kumar
Senior Manager (Academics-I)	Mr. Shiv Sankar Pradhan
Senior Manager (Academics-II)	Mr. Manish Pathak
Senior Manager (Academic Services)	Mr. Goutam Kumar Patro

AREA CHAIRS

Communication	Prof. Reeta Raina
Economics and Business Policy	Prof. Shallini Taneja
Finance	Prof. Gaurav Gupta
Information Technology	Prof. Shilpi Jain
International Business	Prof. Sudeep S.
Marketing	Prof. Varsha Khattri
Human Resource	Prof. Chiradip Bandyopadhyay
Operations	Prof. Shirsendu Nandi
Strategic Management	Prof. Aarti Singh

AWARDS TO FORE SCHOOL OF MANAGEMENT, NEW DELHI

- **IIRF Education Impact Awards** in the category of **“Best Institute in India for Academics and Research Perspective”** on October 09, 2021, in the event on **“Leveraging Lockdown Learnings – Implications on Academia and Industry”** organized by Federation for World Academics (FWA) at Le Meridien, Janpath, New Delhi.
- **Leading and Most Trusted Management College of the year 2021, North India** in the category of **“Quality Education, Outstanding Administration, Industry Connect/ Placements & Leading Infrastructure”** on September 23, 2021, at National Education Excellence Awards and Conference 2021 organized by Begin Up Research Intelligence Pvt. Ltd. at Taj West End, Bengaluru. *(We are the only institute that received this exclusive award in North India).*
- **‘Outstanding Performance in Virtual Knowledge Delivery during Pandemic’** award on September 23, 2021, at National Education Excellence Awards and Conference 2021 organized by Begin Up Research Intelligence Pvt. Ltd. at Taj West End, Bengaluru.
- **‘Best Institute Promoting Research’** award in the National Summit on Education 2020 organized by ASSOCHAM on February 19, 2020, at Hotel Radisson Blu, Ranchi, Jharkhand. The Award was given by the Chief Guest Shri Rabindra Nath Mahato, Hon’ble Speaker, Jharkhand Legislative Assembly.
- **‘Business School with Specialized Curriculum’** award in The EduMeet 2019 & Education Excellence Award organized by ASSOCHAM on July 12, 2019, at Hyatt Regency, Kolkata.
- **‘Best Business School with Specialized Curriculum’** award in the Summit on The EduMeet 2018 & Education Excellence Awards organized by ASSOCHAM on July 12, 2018, at Hyatt Regency, Kolkata.



- **'Certificate of Excellence for Best Excellence in Academic and Corporate Interface'** in the FWA Higher Education Summit-2018 cum 9th National Education Leadership Awards-2018 organized jointly by the Business World and the Education Post on February 15, 2018, at Le-Meridian, New Delhi.
- **'BEST B-SCHOOL OF THE YEAR'** award by ASSOCHAM in an event on 'Transforming Lives through Education & Innovation' & 'Education Excellence Awards, 2017' held on July 25, 2017, at Hyatt Regency, Kolkata. The award was received from Dr. Mahendra Nath Pandey, Hon'ble Minister of State for HRD (Higher Education), Govt. of India.
- **'Selected Brand - Asia's 100 Greatest Brands & Leaders 2016'** award in the Indo-Singapore Business Congress "Asia's Greatest Brands & Leaders 2016" organized by Asia One Magazine & URS Media Consulting Pvt. Ltd. on January 24, 2017 at Marina Bay Sands Hotel, Singapore.
- **'Certificate of Excellence'** and the **'Exemplary Leader in Education in Asia Pacific Award'** in the Asia Pacific Education and Technology Summit & Awards (APETA) 2016 organized by ASSOCHAM and The Education Post on December 15, 2016, at Hotel Taj Vivanta, Panaji, Goa.
- **'Best Institute Providing Global Exposure'** award at 9th ASSOCHAM Higher Education Summit 2016 - Role of Higher Education in Leveraging Indian Innovation Ecosystem & National Excellence Awards 2016 held on February 17, 2016, at Hotel Le-Meridien, Janpath, New Delhi.
- **'Business School with Best Academic Input (Syllabus) in Human Resources'** award at 23rd Business School Affaire & Dewang Mehta National Education Awards held on November 28, 2015, at Taj Lands Ends, Mumbai.
- **'BEST B-SCHOOL FOR PROMOTING INDUSTRY - Academia Interface'** award in the National Education Excellence Awards 2015 organized by ASSOCHAM on April 18, 2015, at The Taj Mahal Hotel, New Delhi. The award was received from the Hon'ble State Minister of HRD, Prof. (Dr.) Ram Shankar Katheria.
- **'Best Global Exposure Award in North India'** and **'Business School Leadership Award in North India'** in the Award Ceremony jointly organized by Royal Brands Pvt. Ltd. and Headlines Today on January 24, 2015, at The Lalit Hotel, New Delhi. The awards were received from Prof. (Dr.) Ram Shankar Katheria, Hon'ble Minister of State for HRD (Higher Education), Govt. of India.
- **'Global League-Indian Institutes'** certificate and award for **'Maintaining Global Standards in Contributing to the Growth of the Indian Education System'** at the Skill Tree Great Place to Study, India Edition 2014-16, organized by Skill Tree Knowledge Consortium on June 24, 2014, at the House of Commons, London, United Kingdom. The award was received by Dr. Jitendra K. Das, Director-FORE from Mr. Bob Blackman, Hon'ble Member of Parliament, Conservative Party, U.K. FORE School of Management is one of the few Indian leading institutions to receive this Award.
- **'Best Management Institute for Impact Potential in the Country'** award at the Education Excellence Awards 2013 jointly organized by ASSOCHAM and The Education Post on November 24, 2013, at The Grand Bhagwati Hotel, Ahmedabad. The Chief Guest for this occasion was the Hon'ble Minister of Education, Shri Bhupendrasinh M. Chudasma, Government of Gujarat.
- **'Best B School-North'** award from the Hon'ble Union Minister for HRD, Dr. M. M. Pallam Raju organized by ASSOCHAM National Education Excellence Awards 2013 on April 9, 2013 at HOTEL IMPERIAL, Janpath.
- **'Business School with Best Academic Input (Syllabus) in International Business'** award at the 20th Business School Affaire & Dewang Mehta Business School Awards held on November 24, 2012, at The Taj Lands End, Mumbai.

ACADEMIC PARTNERS

FORE School of Management (FSM), New Delhi has collaborations and tie-ups with several international universities and institutions for implementing its international activities, like organizing international conferences, faculty development and exchange programme, student exchange programme and students' International Immersion Programme (IIP). Some of the Universities and Institutions we are currently engaged with are:

- ESC Rennes School of Business, France (<http://www.esc.rennes.fr/>)
- University of California, Riverside (IEP), USA (<http://www.ucr.edu/>)
- Nanyang Business School, Nanyang Technological University, Singapore (<http://www.nbs.ntu.edu.sg/>)
- Risk Management Institute, National University of Singapore, Singapore. (<https://rmi.nus.edu.sg/>)
- Frankfurt School of Finance and Management, Frankfurt, Germany. (<https://www.frankfurt-school.de/en/home/>)
- Ureka Education Group, UK.

Universities and institutions, we were engaged with and carried out activities in the past are:

- Northampton University, United Kingdom (<http://www.northampton.ac.uk>)
- Anglia Ruskin University, United Kingdom (<http://www.anglia.ac.uk>)
- ESCE International Business School, Paris, France (<http://www.esce.fr/international>)
- Vietnam National University – HCM- University of Law and Economics, Vietnam (<http://en.uel.edu.vn>)
- Kathmandu University School of Management, Kathmandu, Nepal (<http://www.kusom.edu.np>)
- STI University, Yangon, Myanmar (<http://www.stiedu.net>)
- University of Economics, Ho Chi Minh City, Vietnam (<http://www.ueh.edu.vn>)
- School of Business and Economics, Linnaeus University, Sweden. (<http://lnu.se/school-of-business-and-economics?l=en>)
- European Institute for Asian Studies, Luxemburg. (<http://www.ubi.edu>)
- National Research University, Higher School of Economics, Moscow, Russia.

INSTITUTIONAL MEMBERSHIP

- India Habitat Centre, New Delhi
- 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)
- Association of Management Development Institutions in South Asia (AMDISA), Hyderabad
- Indian Society for Training & Development (ISTD), New Delhi
- The Associated Chambers of Commerce and Industry of India (ASSOCHAM), New Delhi
- BRICS Chamber of Commerce & Industry, New Delhi
- Developing Library Network (DELNET), New Delhi
- National Science Library: CSIR-National Institute of Science Communication and Policy Research (NiScPR), New Delhi

- Management Libraries Network (MANLIBNET), New Delhi
- The Case Centre, England
- UN Global Compact Network India
- The Delhi Flying Club Ltd., New Delhi
- Academy of Indian Marketing (A.I.M.)
- PHD Chamber of Commerce & Industry (PHDCCI), New Delhi
- International Federation of Training & Development Organisations (IFTDO), UK
- India International Centre (IIC), New Delhi
- India Islamic Cultural Centre (IICC), New Delhi
- Indian National Trust for Art and Cultural Heritage (INTACH), New Delhi
- United Nations Economic and Social Commission for Asia and the Pacific (ESCAP) Asia-Pacific Research and Training Network on Trade (ARTNeT)

Appeared in Renowned Publications

- FSM Features in the Asian Management Education Directory 1995/'96 published by European Management Development Centre, Huizen, The Netherlands.



FORE SCHOOL OF MANAGEMENT-LIBRARY

The Library of the Institute is the backbone of academic and research activities at FORE School of Management (FSM), New Delhi. It is designed to meet the information needs of the FSM fraternity, i.e., students, faculty, and staff members. The FSM library is one of the best-managed libraries with a collection of about 44,278 volumes focused on business, management, and other allied subject areas. The library has subscribed to 17 newspapers. It also subscribes to EBSCO eBooks-Business Collection Database comprising more than 22,900 titles on Business and Management topics. To extend



in-depth and exhaustive information focused on research, to support high-quality, and to value addition in teaching and learning, the library subscribes to electronic journals, databases, online software, and Institutional Library Membership. The library has full-text access to over seven thousand international journals/magazines through ABI Inform Complete ProQuest, EBSCO Business Source Elite, and Sage online. The other research-oriented National and International coverage databases on Business and Finance viz. For researchers, academics, and professionals seeking high-quality and reliable information across various disciplines the library has subscribed Web of Science Core Collection database. It contains records of articles from the highest-impact journals worldwide—including open-access journals— conference proceedings and books. CMIE ProwessIQ, Indiastat.com, Euromonitor International 'Passport', and Refinitiv's Eikon have been subscribed by the library which enables students and faculty to access complete statistics and reports of national and international companies. For ensuring qualitative research, the library has procured NVivo 12 Plus analytics software, and for encouraging original research; Turnitin iThenticate the Plagiarism detection tool has been subscribed by the library. The Library has been subscribing to national and international print journals and magazines also. For enriching and lively classroom teaching and learning experience, the library has procured cases from Harvard Business School Publishing and The Case Center and a special arrangement with Ivey Publishing, IIM Ahmedabad, etc. for procurement of Cases and Simulations. To promote an information resource-sharing culture with other similar libraries, the library subscribes the institutional membership of the Developing Library Network (DELNET): a network of 7700 premier institute libraries) and National Science Library: CSIR-National Institute of Science Communication and Policy Research (NIScPR), New Delhi to meet the academic and research requirement. To strengthen the relationship with other professional libraries; FSM library has subscribed to institutional membership of the Management Libraries Network (MANLIBNET). The library updates its users about the latest news on Business Management Education in India on a daily basis by email, uploading on the website, and maintaining the resource as "Daily news headlines and Archive". A monthly online newsletter named "Info+Plus" is being published by the library to compile the activities held during the past month about new additions of books/journals and orientation programs, guest lecturers and events, etc. The FSM library is well-equipped with the latest IT tools, technologies, and equipment to collect, store, retrieve, and disseminate information. More than thirteen computer systems are installed and exclusively dedicated to accessing library resources and services. All major functions of the library are computerized by using leading, web-enabled, multiuser, integrated library management software, which provides a single-window search facility to access the information resources available in the library. The users may access their library account and search the OPAC (library catalogue) on their

desktop. The library is facilitating a networked environment, connectivity through the internet, Wi-Fi, and campus-wide intranet for smooth access to library resources and services. RFID technology has been implemented for security and smooth functioning of the issue/return of library documents.

The major library services extended to members are listed as under.

Daily news headlines and Archive	Institutional Digital Repository	Multimedia and digital library
Info+ library monthly newsletter	Multimedia and Digital Library	Inter-library loan
Digital resources and databases	DELNET database access	Document delivery service
Open-access library catalogue	Online journals	Reference and referral services
Check your library account	User education	Scanning and digitization
Reservation of books and journals	Convocation Photographs	Literature search

All users have been issued barcoded/RFID library membership cards and each library document contains a barcode label/RFID Tag that enables us computerized circulation system. The library has its webpage on the FSM website, where one can access detailed information about library resources, services, facilities, etc. The library always strives for betterment to deliver the latest and updated information services to its members. To improve the library services and enrich the resources, the library has a dynamic online feedback system for gathering members' views, complaints, suggestions, and requisitions for procurement of new resources, etc. The library also collects feedback from the members through email and phone; they may record their views in the register available at the library counter.

Library Working Hours:

Monday to Friday	9:00 AM to 8:00 PM
Saturday	10:00 AM to 6:00 PM.



COMPUTER CENTRE

- The Computer Centre has state-of-the-art computing facilities that are available to Students, Faculty and Offices. It includes branded PCs/Laptops with IBM, DELL and HP servers connected through Ethernet LAN. All these nodes have access to the Internet through a 600 MBPS dedicated leased line on fiber optics. Facilities for printing through high-speed Color/Mono LaserJet Network printers and Scanning are available.
- Application software like IBM SPSS Statistics 23.0, AMOS, Markstrat, Digital MediaPro Simulation Software, PaperCut, MS-Project, R, R Studio, MS SQL Server etc. are extensively used.
- Online conferencing tools like Cisco WebEx, Microsoft Teams and Google Meet are available for Online Meetings, Webinars and Classes.
- The Entire network is protected with Sophos XG330 firewall in combination with Antivirus, Anti-Spam and Bandwidth Management and multiple gateways with Auto Fail-over feature. All the nodes are secured from virus, spyware/malware with Symantec Endpoint Protection centrally monitored from the Antivirus server.
- The Entire campus is fully Wi-Fi enabled with Ruckus wireless consisting of ZoneFlex R610 dual-band smart Wi-Fi access points with ZoneDirector 1200 controlling the Access Points.
- Each student is allotted a mail-id besides faculty and staff members. The Active Directory and web server are hosted in the computer center itself.
- All the students have their mail-ids on "fsm.ac.in" domain. FORE School of Management (FSM) offers Google Workspace for Education to all faculty members, students, staff and alumni. Google Workspace for Education includes web-based messaging and collaboration tools that offer enhanced emailing, calendar, and collaboration tools through Gmail, Google Calendar, Google Drive and other Google applications.
- Labs are available with all the latest software & technology with Multimedia Facilities.
- Faculty-student interaction is done through the e-learning/e-working software Moodle.
- The modern classrooms at FSM, the theatre style and classic learning centers are furnished with specially designed desks for the comfort of students. Three Classrooms are equipped with 180 DELL/HP high end Desktops.
- Standalone Language Laboratory at FSM is well-equipped to nurture and facilitate effective language learning. The use of the Interactive English software along with headsets with microphones is very useful for students, learning languages for communication. These interactive tools are designed to enhance not only language teaching but also listening, speaking, reading, writing, classroom grading and placement skills learning.
- Setup of five modern Hybrid Classrooms (Two-Way Interactive classroom) for better online classes with more interaction and engagement between faculty and student sitting in the classroom with social distancing and students sitting at a remote place (Home).



TWO-YEAR FULL-TIME POST GRADUATE DIPLOMA IN MANAGEMENT PROGRAMMES

Full-Time Programmes

Name of the Post Graduate Diploma	Duration
Post Graduate Diploma in Management (PGDM)	Two-Years
Post Graduate Diploma in Management (International Business) PGDM(IB)	Two-Years
Post Graduate Diploma in Management (Financial Management) PGDM(FM)	Two-Years
Post Graduate Diploma in Management (Big Data Analytics) PGDM(BDA)	Two-Years



ADMISSION PROCEDURE FOR PGDM, PGDM(IB), PGDM(FM) & PGDM(BDA)

Admission to the Two-Year Full-Time Post Graduate Diploma in Management, Two-Year Full-Time Post Graduate Diploma in Management (International Business), Two-Year Full-Time Post Graduate Diploma in Management (Financial Management), and Two-Year Full-Time Post Graduate Diploma in Management (Big Data Analytics) involves a rigorous selection process.

The candidate must hold a Bachelor's degree with a minimum of 50% marks in aggregate of all the subjects studied at any of the Universities incorporated by an Act of Central or State Legislature in India or other Educational institutions established by an Act of Parliament or declared to be deemed as a University under Section 3 of UGC Act 1956 or possess an equivalent qualification recognized by the Ministry of HRD, Govt. of India. The candidate must have obtained a Bachelor's degree or an equivalent qualification that includes a minimum of 3 years of education after completing Higher Secondary Schooling (10+2) or its equivalent.

Candidates appearing for the final year degree examination in the year 2024 can also apply subject to furnishing the proof of having passed graduation by Tuesday, October 01, 2024, and obtaining a minimum of 50% marks in an aggregate total of all the subjects studied failing which the provisional admission will be cancelled and no fee will be refunded in lieu thereof.

All candidates are required to take either Common Admission Test (CAT-2023) conducted by IIMs or XAT-2024 conducted by XLRI, Jamshedpur, or should have a valid GMAT score in a test taken between 01st January 2022 and 31st January 2024.

Selection Criteria:

Short-listing for the Selection-Process is based on CAT-2023 percentile/ XAT-2024 percentile/ GMAT Score. The final selection is based on CAT/XAT percentile/ GMAT Score, Academic Performance, Work Experience, Business Awareness, Written Ability, and performance in Personal Interview (PI). (Some selection criteria may be added/removed as considered appropriate by the Institute).

Personal interviews are conducted by experienced faculty and professionals from the industry to ensure that the selected candidates perform well during their PGDM programme and subsequently achieve success professionally.

How to Apply:

- Candidates can apply ONLINE ONLY at <http://admissions.fsm.ac.in>
- For application submission, candidates need to pay the application fee either through a Credit/ Debit Card or Net Banking.
- Applicants need to pay the application fee as mentioned below.

No. of Programmes Applying for	Base Price in Rs.	18% GST	All-inclusive Application Fee in Rs.
One Programme	1,500/-	270/-	1,770/-
Two Programmes	2,000/-	360/-	2,360/-
Three Programmes	2,250/-	405/-	2,655/-
Four Programmes	2,500/-	450/-	2,950/-

The above amounts are only applicable if you apply for multiple programmes at the same time in the same application form.

In case, you apply for the other one or two programmes at a later stage, the full application fee for one or two programmes as mentioned in the table will apply.

- The Admission Brochure may be downloaded from https://www.fsm.ac.in/Admission/FORE_School_of_Management_Admissions_Brochure.pdf
- Candidates applying under the Company Sponsored Category need to download the necessary format from the website and submit the Company Sponsored Certificate in the given format within the stipulated timeframe. Change in the category, once the form is filled up, is not allowed under any circumstance.

Candidates shortlisted for the "Selection Process" must review their Application Form before appearing for the selection process and point out discrepancies, if any, before appearing for the selection process.

Admission Fees

Programme	Self-Sponsored Category	Company-Sponsored Category
PGDM	Rs.18,27,000/-	Rs. 22,83,800/-
PGDM(IB)	Rs.18,27,000/-	Rs. 22,83,800/-
PGDM(FM)	Rs.18,27,000/-	Rs. 22,83,800/-
PGDM(BDA)	Rs.18,27,000/-	Rs. 22,83,800/-

The above fee is inclusive of tuition fee, examination fee, extra and co-curricular activities, library, books and reading material, IT Services, etc.

Profile-Based Admission: In the profile-based selection, we adopt a more holistic approach. Under this category, we may like having consistently good performance in academics; achievement in the fields of art, culture, science, sports and professional work etc.; and contribution to the society at large to offer admissions to candidates in our various Two-Year Full-Time PGDM programmes. Such candidates will be shortlisted primarily on the basis of their profile and will also have to go through a pre-defined selection process as decided by the Institute. Limited seats are available under this category.

Company Sponsored Category: With the Government of India's emphasis on "Atmanirbhar Bharat" and its endeavour to promote entrepreneurship zeal amongst the youth, the Institute would like to give an opportunity to the candidates having entrepreneurial potential and may select a few candidates under the company-sponsored category in its various Full-Time PGDM programmes.

- The candidates will be shortlisted primarily on the basis of their profile and will be called for the selection process accordingly.
- The candidate should have an entrepreneurial spirit and there are very limited seats available.

Registration Fee:

A **one-time Registration Fee** of Rs. 23,000/- (Rupees Twenty-Three Thousand only) is payable in addition to the admission fee.

Registration fee includes:

- Rs. 5,000/- towards Security Deposit (**refundable**),
- Rs. 3,000/- towards Library Security (**refundable**),
- Rs. 2,500/- towards Journal Subscription for two years,
- Rs. 5,000/- towards Medical Insurance with Personal Accident Policy for 2 years, and
- Rs. 7,500/- towards Student Activities charges.

FSM Advantages:

We offer an enriched and value-added program encompassing the following:

- Our placement activities and compensation offered to our students match the best that the industry offers.
- We offer scholarships to needy students with excellent academic performance.
- We provide an opportunity to all Two-Year Full-Time students to attend a complimentary International Immersion Programme (IIP) at a location outside India.
- International Immersion Programme (IIP) is a complementary component of the PGDM/PGDM(IB)/PGDM(FM) and PGDM(BDA) programmes. It is subject to the safe International traveling conditions during the said period of time and the Institute reserves the right to cancel the same in a pandemic-like situation.
- We provide ample opportunities for our students to engage in a variety of co-curricular and extra-curricular activities for their holistic development.
- Besides the well-qualified core faculty at FSM, we invite industry leaders to take courses and special sessions for students to discuss the best business practices, etc.

SCHOLARSHIPS:

1. Means-cum-Merit Scholarship

FORE School of Management offers scholarships to the needy and meritorious students of PGDM, PGDM(IB), PGDM(FM) and PGDM(BDA) programmes. The Means-cum-Merit Scholarship is provided on the basis of the economic condition and academic performance of the students. The scholarship support includes a waiver of the full tuition fee to students selected for this scholarship as per the rules of the institute.

2. Merit Scholarship

FORE School of Management provides Merit Scholarship to the rank holders of first-year students of PGDM, PGDM(IB), PGDM(FM) and PGDM(BDA) programmes based on their overall performance in Term-1, 2 & 3. In the PGDM programme the first three rank holders are provided with a Merit Scholarship of Rs.1,00,000/- each, in PGDM(IB) & PGDM(FM) programmes first two rank holders are provided with a Merit Scholarship of Rs.1,00,000/- each and in PGDM(BDA) programme the topper is provided with a Merit Scholarship of Rs.1,00,000/-.

3. Scholarship for Union Territory of Jammu & Kashmir and Ladakh and North-Eastern States

FORE School of Management provides a 10% waiver in tuition fees to the students who are domiciled in the Union Territory of Jammu & Kashmir and Ladakh and the 8 North-East states namely Arunachal Pradesh, Assam, Manipur, Meghalaya, Mizoram, Nagaland, Tripura and Sikkim.

Note: In case of a dispute, the jurisdiction would be Delhi only.

A student can avail any one type of scholarship as given below:

- a. Merit Scholarship or
- b. Merit Scholarship and Scholarship for Union Territory of Jammu & Kashmir and Ladakh and North-Eastern States or
- c. Means-Cum-Merit Scholarship or
- d. Scholarship for Union Territory of Jammu & Kashmir and Ladakh and North-Eastern States.

FULL-TIME FELLOW PROGRAM IN MANAGEMENT (FPM)

FORE School of Management, New Delhi offers a Full-Time Fellow Programme in Management (FPM) approved by AICTE. The objective of this programme is to enhance the body of knowledge in the research domain and its dissemination. It is aimed at admitting scholars with exceptional academic backgrounds, strong motivation, discipline, and a strong inclination toward good-quality research.

Full-Time students admitted into Fellow Programme in Management are eligible to be considered for an Institute fellowship of Rs. 46,355/- (Including 27% House Rent Allowance) per month for the first two years and Rs. 52,705/- (Including 27% House Rent Allowance) per month during the third and the fourth year of the program, respectively. The maximum duration of the program for availing fellowship is four years.

The fellowship holders are also eligible to get a grant for buying books/hardware/software/ to support their fieldwork, etc. This contingency grant is Rs. 15,000/- per year and is available in the third and fourth years of the programme.

After successful completion of one year, a FPM scholar is eligible for conference support of Rs. 1.5 lakh during the entire programme for presenting her/his research paper(s). Within this budget, the scholar can participate in the paper presentation at one International Conference and/or two National Conferences, and/or one Workshop.



ACADEMIC PROGRAMMES

FORE School of Management offers:

- Two-Year Full-Time Post Graduate Diploma in Management (PGDM)
- Two-Year Full-Time Post Graduate Diploma in Management (International Business) - PGDM(IB)
- Two-Year Full-Time Post Graduate Diploma in Management (Financial Management) - PGDM(FM)
- Two-Year Full-Time Post Graduate Diploma in Management (Big Data Analytics) - PGDM(BDA)
- Full-Time Fellow Program in Management (FPM)



POST GRADUATE DIPLOMA IN MANAGEMENT - (PGDM)

The Two-Year Full-Time Post Graduate Diploma in Management is an AICTE approved Programme which is designed to train and groom the future managers at FORE School of Management. This programme builds students comprehensive understanding of the general business environment and their impact on various management functions like marketing, operations, human resources, finance, strategy and information technology and help students in acquiring conceptual and analytical abilities required for effective decision-making and their implementation enabling the students to operate in the dynamic and complex working environment.

Competency Goals (CGs) and Programme Objectives (POs)

The Programme aims to build the following Competency Goals through the associated Programme Objectives:

CG (1): Decision-making

PO (1): Students will be able to solve management problems.

CG (2): Global Mindset

PO (2): Students will be able to appraise global issues in business.

CG (3): Teamwork

PO (3): Students will be able to perform effectively in teams.

CG (4): Leadership

PO (4): Students will be able to effectively lead a team.

CG (5): Stakeholder Engagement

PO (5): Students will be able to combine the interests of diverse stakeholders.

CG (6): Professional Communication Skills

PO (6): Students will be able to communicate professionally.

CG (7): Diversity and Inclusivity

PO (7): Students will be sensitive to diversity and inclusivity.

CG (8): Ethics & Integrity

PO (8): Students will be able to demonstrate ethics and integrity in management decision-making.

CG (9): Sustainability Approach

PO (9): Students will be able to evaluate sustainability issues in management decision-making.

CG (10): Innovative Thinking

PO (10): Students will be able to experiment with innovative approaches to solve business problems.

CG (11): Technological Competence

PO (11): Students will be able to apply contemporary technologies to solve business problems.

Pedagogy

The instructional methodology comprises an optimum mix of lectures, classroom discussions, case studies, simulations, role-plays, group discussions, special sessions from professionals from industry and trade, management games, sensitivity training, management films, industrial visits, and industry interaction. Students are encouraged to present their case analysis through written case reports, individual or group presentations.

Curriculum

The curriculum of the PGDM at FORE School of Management is an outcome of benchmarking against the best in the world, and continuous review by the faculty in concert with practitioners from industry, alumni, and students. The content and design of courses are directed towards developing managers who (i) have holistic and deep knowledge of their functional specialization along with the appreciation of its role in the value proposition of the firm; (ii) are industry-ready due to understanding of concepts, frameworks and models steeped in the context of practice; (iii) and have sustainable employable competencies suffused with learning through cutting-edge courses that are contemporaneous as well as futuristic.

In the two years of the programme, students have to undergo both core and elective courses. These courses are an eclectic mix of foundational, perspective building, tools and techniques oriented, and functional courses. The core courses provide rigorous grounding in the discipline of management and the understanding of business in their proper relief. The core courses are taught in the First year, which is divided into three Terms (a Term is typically of 10 weeks of classes and at most 2 weeks of examinations). Elective courses begin from Term-3 onwards. Thus, while Term-1 and Term-2 have only core courses, Term-3 have both core and elective courses. The elective courses allow students to choose and develop proficiency in their Area of Specialization.

After the first year programme, students are required to undertake 8-10 weeks of Summer Internship in a public or private corporate organization. The successful completion of the Summer Internship Project (SIP) is a mandatory requirement for the completion of the Post Graduate Diploma in Management. Summer Internship is expected to provide students powerful managerial insights with regard to business problems, understanding of management concepts in the bedrock of industry practices, and refinement of knowledge acquired in the classroom.

The second year of the programme, from Term-4 to Term-6 consists only of elective courses. These electives comprise courses offered by different Areas, courses of independent study, exchange programmes, and complementary **International Immersion Programme (IIP)**.

The International Immersion Programme is a complementary part of the full time course curriculum that is held after Term-3 for students to have an exposure to international business scenario and global best practices in their respective area of specialization. The immersion involves 15 hours of in-class teaching of the elective course opted by the student along with industrial and corporate visits at any one of the international partner institutions abroad. The credits earned in the IIP accrue in Term-6.

Programme Structure and Credits

The institute uses the concept of credits to indicate the number of in-class contact hours in a course. One credit equals 10 in-class contact hours. The 3.0 credits course involves around 100 hours of work i.e. 30 hours in the classroom, and the rest for preparation and assignments.

A student is required to complete 103.5 credits (in total) for the award of Post Graduate Diploma in Management. Out of the required credits, 97.5 credits come from classroom teaching, and the balance 6.0 credits from Summer Internship. The 97.5 credits of classroom teaching are obtained from 54.0 credits of core courses, and 43.5 credits of elective courses. It must be noted that the credits earned from Summer Internship are not used for calculation of CGPA.

The Year and Term wise Course Credit distribution in the PGDM programme is as under:

Year and Term Wise Course Credit Distribution	
First year	
Term-1	21 credits (Core)
Term-2	21 credits (Core)
Term-3	18 credits (12 credits from Core courses + 6 credits from Electives)
1 week International Immersion Programme of 1.5 credits is reflected in Term-6	
8-10 weeks Summer Internship Project of 6.0 credits	
Second year	
Term-4	15 credits (Electives)
Term-5	12 credits (Electives)
Term-6	10.5 credits (Electives including 1.5 credits earned in IIP)
TOTAL	103.5 credits

Courses and Credits

A student is required to complete 60 credits of courses in the first year of the programme, out of these, 54 credits are earned from core courses and the rest 6 credits from electives. Following is the list of Courses, their Area, and the associated Credits offered to the students in the First Year.

Term-1			
S.No	Name of the Course	Academic Area	Credits
1	Managerial Communication	Communication	3.0
2	Managerial Economics	Economics & Business Policy	3.0
3	Financial Accounting	Finance	3.0
4	Marketing Management-I	Marketing	3.0
5	Human Behaviour in Organizations	Human Resource	3.0
6	Business Statistics	Operations	3.0
7	Optimization Model for Decision Making	Operations	3.0
Total Credits			21.0
Term-2			
1	Written Analysis and Communication	Communication	3.0
2	Legal Aspects of Business	Economics & Business Policy	1.5
3	Corporate Social Responsibility and Sustainability	Economics & Business Policy	1.5
4	Corporate Finance	Finance	3.0
5	Exponential Technologies in Business	Information Technology	3.0
6	Marketing Management-II	Marketing	1.5

7	Organisational Design and Change	Human Resource	1.5
8	Operations Management-I	Operations	1.5
9	Business Research Methods	Operations	1.5
10	Strategic Management	Strategy	3.0
Total Credits			21.0
Term-3			
1	Business Ethics and Governance	Economics & Business Policy	1.5
2	Macroeconomics and Policy	Economics & Business Policy	1.5
3	Digital Commerce	Information Technology	1.5
4	Operations Management-II	Operations	1.5
5	Project Management	Operations	1.5
6	Strategic Entrepreneurship and New Age Business Models	Strategy	1.5
7	Managerial Skills for Effectiveness	Human Resource and Communication	1.5
8	Human Resource Management	Human Resource	1.5
9	Elective course/s from Specialization-I		3.0
10	Elective course/s from Specialization-II		3.0
Total Credits			18.0

Electives

From Term-3 onwards in the First Year, students are required to undertake Elective courses. A student enrolled in the PGDM programme is required to complete 43.5 credits from the Elective courses spread over Term-3 in the First year, and Term-4 to Term-6 in the Second year of the Two Year Programme. Out of the above, 1.5 credits will accrue in Term-6 from the IIP, which is usually held after Term-3.

FORE School of Management offers dual specialization to all the students enrolled in its programmes. This means that a student may specialize in at the most two Areas. In order to specialize in any Area, a student needs to take 15 credits of electives in the chosen Area of specialization. This requirement of 15 credits is both minimum and maximum. Students are not permitted to specialize in any third Area, they are not allowed to opt for more than 9 credits out of the balance credit of courses from any ONE particular Area.

In order to provide the students opportunities to specialize in their Area of choice, each Sentient Area offers Elective courses. The Sentient Area may specify certain Elective courses as Specialization Area Pre-requisite (SAPR) courses that must be taken by those students who have chosen that Area to Specialize in.

The Elective courses are offered by the following Sentient Areas:

- Communication
- Economics & Business Policy
- Finance
- International Business
- Information Technology

- Marketing
- Human Resource
- Operations
- Strategy

Specialization-wise List of Courses

Note: The list of elective courses, including those specified as SAPR, is indicative and tentative. Students may opt for these courses subject to specialization requirements, availability, eligibility, limitations on class size, etc.

AREAS OF SPECIALIZATION AND COURSES	CREDIT
COMMUNICATION	
Cross-cultural Communication	1.5
Communication on Digital Platforms	3.0
Strategic Leadership Communication through Theatre Techniques	3.0
Communication Audit	1.5
Corporate Communication	1.5
Effective Workplace Communication Behavior	1.5
CIS in Communication	3.0
ECONOMICS & BUSINESS POLICY	
Macroeconomics for Business Policy	3.0
Social Enterprise and Sustainable Development in Emerging Economies	3.0
Public Policy for NGO Management	3.0
Econometrics for Consultants	3.0
Foreign Trade and Exchange Market	3.0
Principles of Sustainable Business	1.5
FINANCE	
Business Valuations	1.5
Introduction to Financial Markets and Institutions	1.5
FINANCE (INVESTMENT MANAGEMENT)	
Security Analysis and Portfolio Management	3.0
Financial Derivatives	3.0
Investment Banking	3.0
Fixed Income Securities & Structured Products	3.0
Corporate Restructuring	3.0
Trading Strategies	1.5
Behavioral Finance	1.5

AREAS OF SPECIALIZATION AND COURSES	CREDIT
FINANCE (BANKING & FINANCIAL SERVICES)	
Bank Management	3.0
Foreign Exchange and Treasury Management	3.0
Applied Financial Risk Management	3.0
Project Appraisal & Financing	3.0
Wealth Management & Alternate Investments	3.0
Management of Financial Services	1.5
INFORMATION TECHNOLOGY	
Managing Business on Cloud	3.0
Machine Learning, Blockchains, Fintech	3.0
Social Media Analytics	3.0
Business Development In IT	3.0
Technology Strategies and Consulting	3.0
Data Summarization And Visualization	1.5
Digital Innovation	1.5
Cyber Security	1.5
INFORMATION TECHNOLOGY (BIG DATA ANALYTICS)	
Machine Learning with Python	3.0
Deep learning and NLP	3.0
Big Data And Data Analytics For Managers (Using Python)	3.0
Artificial Intelligence (AI) in Business	3.0
Streaming Data Analytics	3.0
Functional Analytics	3.0
Capstone Projects in AI	1.5
INTERNATIONAL BUSINESS	
Trade and Geopolitics	1.5
Export- Import Procedures & Documentation	1.5
International Management	3.0
International Economic Organizations	3.0
Business in Asia-Pacific	3.0
Export – Import Management: A Starter’s Toolkit	3.0
CIS in International Business	3.0
Trade, Technology, and Development	1.5

AREAS OF SPECIALIZATION AND COURSES	CREDIT
Commercial Geography	1.5
Cinema, Global Business, and Film Diplomacy	1.5
India-entry Processes for Foreign Business	1.5
MARKETING	
Advanced Marketing Research	3.0
International Marketing	3.0
Sales, Distribution and Retail Management	3.0
Marketing Strategy with MARKSTRAT	3.0
Advertising & Brand Management	3.0
Consumer Behavior	3.0
Digital Marketing & Analytics with Digital MediaPro	3.0
B2B Marketing	3.0
Rural Marketing	1.5
Services Marketing	1.5
Marketing Models & Analytics	1.5
Consumer Neuroscience and Neuromarketing (IIP course)	1.5
HUMAN RESOURCE MANAGEMENT	
Employee Relations: Legislations and Compliance	3.0
Learning & Development	3.0
Competency Mapping	3.0
Personal Growth Lab	3.0
Performance & Compensation Management	3.0
Digital Transformation of HR	3.0
CIS - Human Resource	3.0
Managing Talent and Careers in Organisations	1.5
Negotiation Skills	3.0
Employer Branding & Value Propositions	1.5
Global HRM (IIP Course)	1.5
OPERATIONS MANAGEMENT	
Advanced Optimization Techniques	3.0
Multivariate Data Analysis	3.0
Procurement Manufacturing Planning & Control	3.0

AREAS OF SPECIALIZATION AND COURSES	CREDIT
Advance Project Management	3.0
Service Operation Analytics	3.0
Supply Chain Management	3.0
Operations Strategy	3.0
Decision Modelling Using Spreadsheets	3.0
World Class Operations	3.0
Global Logistics Management	1.5
STRATEGY	
Strategists' Tool-kit and Competitive Intelligence	3.0
Strategy Business Simulations using CESIM	3.0
Mergers & Acquisitions	3.0
Strategic Design Thinking: Capstone Project	3.0
CIS - Strategy	3.0
Strategic Analysis and Globalization	3.0
Strategic Alliances & Joint Ventures	1.5
Current and Emerging trends in Strategic Management	1.5
Strategy Execution	1.5
Blue Ocean Strategy (IIP Course)	1.5



POST GRADUATE DIPLOMA IN MANAGEMENT (INTERNATIONAL BUSINESS) - PGDM(IB)

The Two-Year Full-Time Post Graduate Diploma in Management (International Business) is an AICTE approved Programme which aims at preparing students to build up careers in the corporate, especially in International Business operations. This programme helps in developing a comprehensive understanding of the international business environment, and train students for assuming positions of responsibility in organizations especially in the international business domain by equipping them with knowledge about trade and geopolitics, export-import, international financial management functions, commercial geography etc. It creates opportunities for integrating the theoretical knowledge of students with the practical aspects of business and their implications on strategic execution. This programme shall also help students in acquiring conceptual and analytical abilities required for effective decision-making, and their implementation.

Competency Goals (CGs) and Programme Objectives (POs)

The Programme aims to build the following Competency Goals through the associated Programme Objectives:

CG (1): Decision-making

PO (1): Students will be able to solve management problems.

CG (2): Global Mindset

PO (2): Students will be able to appraise global issues in business.

CG (3): Teamwork

PO (3): Students will be able to perform effectively in teams.

CG (4): Leadership

PO (4): Students will be able to effectively lead a team.

CG (5): Stakeholder Engagement

PO (5): Students will be able to combine the interests of diverse stakeholders.

CG (6): Professional Communication Skills

PO (6): Students will be able to communicate professionally.

CG (7): Diversity and Inclusivity

PO (7): Students will be sensitive to diversity and inclusivity.

CG (8): Ethics & Integrity

PO (8): Students will be able to demonstrate ethics and integrity in management decision-making.

CG (9): Sustainability Approach

PO (9): Students will be able to evaluate sustainability issues in management decision-making.

CG (10): Innovative Thinking

PO (10): Students will be able to experiment with innovative approaches to solve business problems.

CG (11): Technological Competence

PO (11): Students will be able to apply contemporary technologies to solve business problems.

Pedagogy

The instructional methodology comprises an optimum mix of lectures, classroom discussions, case studies, role-plays, group discussions, special sessions from professionals from industry and trade, management games, sensitivity training, management films, industrial visits, and industry interaction. Students are encouraged to present their cases through written case reports, individual or group presentations. Further opportunity is provided through participation of students in various seminars.

Curriculum

The curriculum of the PGDM(IB) at FORE School of Management is an outcome of benchmarking against the best in the world, and continuous review by the faculty in concert with practitioners from industry, alumni, and students. The content and design of courses are directed towards developing managers who (i) have holistic and deep knowledge of their functional specialization along with the appreciation of its role in the value proposition of the firm; (ii) are industry-ready due to understanding of concepts, frameworks and models steeped in the context of practice; (iii) and have sustainable employable competencies suffused with learning through cutting-edge courses that are contemporaneous as well as futuristic.

In the two years of the programme, students have to undergo both core and elective courses. These courses are an eclectic mix of foundational, perspective building, tools and techniques oriented, and functional courses. The core courses provide rigorous grounding in the discipline of management and the understanding of business in their proper relief. The core courses are taught in the First year, which is divided into three Terms (a Term is typically of 10 weeks of classes and at most 2 weeks of examinations). Elective courses begin from Term-3 onwards. Thus, while Term-1 and Term-2 have only core courses, Term-3 has both core and elective courses. The elective courses allow students to choose and develop proficiency in their Area of Specialization.

After the first year programme, students are required to undertake 8-10 weeks of Summer Internship in a public or private corporate organization. The successful completion of the Summer Internship Project (SIP) is a mandatory requirement for the completion of the Post Graduate Diploma in Management (International Business). Summer Internship is expected to provide students powerful managerial insights with regard to business problems, understanding of management concepts in the bedrock of industry practices, and refinement of knowledge acquired in the classroom.

The second year of the programme, from Term-4 to Term-6 consists only of elective courses. These electives comprise courses offered by different Areas, courses of independent study, exchange programmes, and complementary **International Immersion Programme (IIP)**.

The International Immersion Programme is a complementary part of the full time course curriculum that is held after Term-3 for students to have an exposure to international business scenario and global best practices in their respective area of specialization. The immersion involves 15 hours of in-class teaching of the elective course opted by the student along with industrial and corporate visits at any one of the international partner institutions abroad. The credits earned in the IIP accrue in Term-6.

Programme Structure and Credits

The institute uses the concept of credits to indicate the number of in-class contact hours in a course. One credit equals 10 in-class contact hours. The 3.0 credits course involves around 100 hours of work i.e. 30 hours in the classroom, and the rest for preparation and assignments.

A student is required to complete 103.5 credits (in total) for the award of Post Graduate Diploma in Management (International Business). Out of the required credits, 97.5 credits come from classroom teaching and the balance 6.0 credits from Summer Internship. The 97.5 credits of classroom teaching are obtained from 54.0 credits of core courses and 43.5 credits of elective courses. It must be noted that the credits earned from Summer Internship are not used for calculation of CGPA.

The Year and Term wise Course Credit distribution in the PGDM(IB) programme is as under:

Year and Term Wise Course Credit Distribution	
First year	
Term-1	21 credits (Core)
Term-2	21 credits (Core)
Term-3	18 credits (12 credits from Core courses + 6 credits from Electives)
1 week International Immersion Programme of 1.5 credits is reflected in Term-6	
8-10 weeks Summer Internship Project of 6.0 credits	
Second year	
Term-4	15 credits (Electives)
Term-5	12 credits (Electives)
Term-6	10.5 credits (Electives including 1.5 credits earned in IIP)
TOTAL	103.5 credits

Courses and Credits

A student is required to complete 60 credits of courses in the first year of the programme, out of these, 54 credits are earned from core courses and the rest 6 credits from electives. Following is the list of Courses, their Area, and the associated Credits offered to the students in the First Year.

Term-1			
S. No.	Name of the Course	Academic Area	Credits
1	Managerial Communication	Communication	3.0
2	Managerial Economics	Economics & Business Policy	3.0
3	Financial Accounting	Finance	3.0
4	Marketing Management-I	Marketing	3.0
5	Human Behaviour in Organizations	Human Resource	3.0
6	Business Statistics	Operations	3.0
7	Optimization Model for Decision Making	Operations	3.0
Total Credits			21.0
Term-2			
1	Written Analysis and Communication	Communication	3.0
2	Corporate Social Responsibility and Sustainability	Economics & Business Policy	1.5
3	Global Business Environment	International Business	1.5
4	Corporate Finance	Finance	3.0
5	Exponential Technologies in Business	Information Technology	3.0
6	Marketing Management-II	Marketing	1.5
7	Organisational Design and Change	Human Resource	1.5

8	Operations Management-I	Operations	1.5
9	Business Research Methods	Operations	1.5
10	Strategic Management	Strategy	3.0
Total Credits			21.0
Term-3			
1	Business Ethics and Governance	Economics & Business Policy	1.5
2	International Business Management	International Business	1.5
3	Digital Commerce	Information Technology	1.5
4	Operations Management-II	Operations	1.5
5	Project Management	Operations	1.5
6	Strategic Entrepreneurship and New Age Business Models	Strategy	1.5
7	Managerial Skills for Effectiveness	Human Resource and Communication	1.5
8	Human Resource Management	Human Resource	1.5
9	Elective course/s from Specialization-I	International Business	3.0
10	Elective course/s from Specialization-II		3.0
Total Credits			18.0

Electives

From Term-3 onwards in the First Year, students are required to undertake Elective courses. A student enrolled in the PGDM(IB) programme is required to complete 43.5 credits from the Elective courses spread over Term-3 in the First year and Term-4 to Term-6 in the Second year of the Two Year Programme. Out of the above, 1.5 credits will accrue in Term-6 from the IIP, which is usually held after Term-3.

In addition to the above, we offer a compulsory Non-Credit Foreign Language Course for the students enrolled in the PGDM(IB) programme. Usually we offer students a choice of three languages viz. French, Spanish, and Mandarin. However, its Grade will not be calculated in the CGPA but it is reflected in the marksheets.

FORE School of Management offers dual specialization to all the students enrolled in its programme. This means that a student may specialize in at most two Areas. For students enrolled in PGDM(IB), one of their specializations must be International Business. In order to specialize in any Area of specialization, a student needs to take 15 credits of electives in the chosen area of specialization. This requirement of 15 credits is both minimum and maximum. Students are not permitted to specialize in any third Area, they are not allowed to opt for more than 9 credits out of the balance credit of courses from any ONE particular Area.

In order to provide the students opportunities to specialize in their area of choice, each Sentient Area offers Elective courses. The Sentient Area may specify certain Elective courses as Specialization Area Pre-requisite (SAPR) courses that must be taken by those students who have chosen that Area as Specialization-I or Specialization-II.

The Elective courses are offered by the following Sentient Areas:

- Communication
- Economics & Business Policy
- Finance
- International Business

- Information Technology
- Marketing
- Human Resource
- Operations
- Strategy

Specialization wise List of Courses

Note: The list of elective courses, including those specified as SAPR, is indicative and tentative. Students may opt for these courses subject to specialization requirements, availability, eligibility, limitations on class size, etc.

AREAS OF SPECIALIZATION AND COURSES	CREDIT
COMMUNICATION	
Cross-cultural Communication	1.5
Communication on Digital Platforms	3.0
Strategic Leadership Communication through Theatre Techniques	3.0
Communication Audit	1.5
Corporate Communication	1.5
Effective Workplace Communication Behavior	1.5
CIS in Communication	3.0
ECONOMICS & BUSINESS POLICY	
Macroeconomics for Business Policy	3.0
Social Enterprise and Sustainable Development in Emerging Economies	3.0
Public Policy for NGO Management	3.0
Econometrics for Consultants	3.0
Foreign Trade and Exchange Market	3.0
Principles of Sustainable Business	1.5
FINANCE	
Business Valuations	1.5
Introduction to Financial Markets and Institutions	1.5
FINANCE (INVESTMENT MANAGEMENT)	
Security Analysis and Portfolio Management	3.0
Financial Derivatives	3.0
Investment Banking	3.0
Fixed Income Securities & Structured Products	3.0
Corporate Restructuring	3.0

AREAS OF SPECIALIZATION AND COURSES	CREDIT
Trading Strategies	1.5
Behavioral Finance	1.5
FINANCE (BANKING & FINANCIAL SERVICES)	
Bank Management	3.0
Foreign Exchange and Treasury Management	3.0
Applied Financial Risk Management	3.0
Project Appraisal & Financing	3.0
Wealth Management & Alternate Investments	3.0
Management of Financial Services	1.5
INFORMATION TECHNOLOGY	
Managing Business on Cloud	3.0
Machine Learning, Blockchains, Fintech	3.0
Social Media Analytics	3.0
Business Development In IT	3.0
Technology Strategies and Consulting	3.0
Data Summarization And Visualization	1.5
Digital Innovation	1.5
Cyber Security	1.5
INFORMATION TECHNOLOGY (BIG DATA ANALYTICS)	
Machine Learning with Python	3.0
Deep learning and NLP	3.0
Big Data And Data Analytics For Managers (Using Python)	3.0
Artificial Intelligence (AI) in Business	3.0
Streaming Data Analytics	3.0
Functional Analytics	3.0
Capstone Projects in AI	1.5
INTERNATIONAL BUSINESS	
Trade and Geopolitics	1.5
Export- Import Procedures & Documentation	1.5
International Management	3.0
International Economic Organizations	3.0
Business in Asia-Pacific	3.0

AREAS OF SPECIALIZATION AND COURSES	CREDIT
Export – Import Management: A Starter's Toolkit	3.0
CIS in International Business	3.0
Trade, Technology, and Development	1.5
Commercial Geography	1.5
Cinema, Global Business, and Film Diplomacy	1.5
India-entry Processes for Foreign Business	1.5
Planning and Negotiating Strategies for Global Business (IIP Course)	1.5
International Trade - A Global Perspective (IIP Course)	1.5
MARKETING	
Advanced Marketing Research	3.0
International Marketing	3.0
Sales, Distribution and Retail Management	3.0
Marketing Strategy with MARKSTRAT	3.0
Advertising & Brand Management	3.0
Consumer Behavior	3.0
Digital Marketing & Analytics with Digital MediaPro	3.0
B2B Marketing	3.0
Rural Marketing	1.5
Services Marketing	1.5
Marketing Models & Analytics	1.5
HUMAN RESOURCE MANAGEMENT	
Employee Relations: Legislations and Compliance	3.0
Learning & Development	3.0
Competency Mapping	3.0
Personal Growth Lab	3.0
Performance & Compensation Management	3.0
Digital Transformation of HR	3.0
CIS - Human Resource	3.0
Managing Talent and Careers in Organisations	1.5
Negotiation Skills	3.0
Employer Branding & Value Propositions	1.5

AREAS OF SPECIALIZATION AND COURSES	CREDIT
OPERATIONS MANAGEMENT	
Advanced Optimization Techniques	3.0
Multivariate Data Analysis	3.0
Procurement Manufacturing Planning & Control	3.0
Advance Project Management	3.0
Service Operation Analytics	3.0
Supply Chain Management	3.0
Operations Strategy	3.0
Decision Modelling Using Spreadsheets	3.0
World Class Operations	3.0
Global Logistics Management	1.5
STRATEGY	
Strategists' Tool-kit and Competitive Intelligence	3.0
Strategy Business Simulations using CESIM	3.0
Mergers & Acquisitions	3.0
Strategic Design Thinking: Capstone Project	3.0
CIS - Strategy	3.0
Strategic Analysis and Globalization	3.0
Strategic Alliances & Joint Ventures	1.5
Current and Emerging trends in Strategic Management	1.5
Strategy Execution	1.5



POST GRADUATE DIPLOMA IN MANAGEMENT (FINANCIAL MANAGEMENT) - PGDM(FM)

The Two-year Full-time Post Graduate Diploma in Management (Financial Management) is an AICTE approved Programme. It is designed on a unique curriculum structure to cater to the growing requirements for finance professionals in the field of investment management, banking and financial services with leading corporates, banks, and financial institutions.

This programme builds students' skills and knowledge in finance, and attempts to develop a holistic approach to management in all disciplines of Finance. The programme equips the students to gain a hands-on approach to business and financial information through the usage of technological platform, and attempts to bridge the gap between financial theory and practice. It helps the students in developing insight into equity research, financial services, investment banking services and regulatory environment with respect to financial markets and institutions. It also builds the analytical skills and knowledge base of students for risk management and operations and econometrics.

Competency Goals (CGs) and Programme Objectives (POs)

The Programme aims to build the following Competency Goals through the associated Programme Objectives:

CG (1): Decision-making

PO (1): Students will be able to solve management problems.

CG (2): Global Mindset

PO (2): Students will be able to appraise global issues in business.

CG (3): Teamwork

PO (3): Students will be able to perform effectively in teams.

CG (4): Leadership

PO (4): Students will be able to effectively lead a team.

CG (5): Stakeholder Engagement

PO (5): Students will be able to combine the interests of diverse stakeholders.

CG (6): Professional Communication Skills

PO (6): Students will be able to communicate professionally.

CG (7): Diversity and Inclusivity

PO (7): Students will be sensitive to diversity and inclusivity.

CG (8): Ethics & Integrity

PO (8): Students will be able to demonstrate ethics and integrity in financial decision-making.

CG (9): Sustainability Approach

PO (9): Students will be able to evaluate sustainability issues in financial decision-making.

CG (10): Innovative Thinking

PO (10): Students will be able to experiment with innovative approaches to solve business problems.

CG (11): Technological Competence

PO (11): Students will be able to apply contemporary technologies to solve business problems.

CG (12): Financial Accountability

PO (12): Students will be able to demonstrate financial accountability.

Pedagogy

The instructional methodology comprises an optimum mix of lectures, classroom discussions, case studies, role-plays, group discussions, special sessions from professionals from industry and trade, management games, sensitivity training, management films, industrial visits, and industry interaction. Students are encouraged to present their cases through written case reports, individual or group presentations. Further opportunity is provided through participation of students in various seminars.

Curriculum

The curriculum of the PGDM(FM) at FORE School of Management is an outcome of benchmarking against the best in the world, and continuous review by the faculty in concert with practitioners from industry, alumni and students. The content and design of courses are directed towards developing managers who (i) have holistic and deep knowledge of their functional specialization along with the appreciation of its role in the value proposition of the firm; (ii) are industry-ready due to understanding of concepts, frameworks and models steeped in the context of practice; (iii) and have sustainable employable competencies suffused with learning through cutting-edge courses that are contemporaneous as well as futuristic.

In the two years of the programme, students have to undergo both core and elective courses. These courses are an eclectic mix of foundational, perspective building, tools and techniques oriented, and functional courses. The core courses provide rigorous grounding in the discipline of management and the understanding of business in their proper relief. The core courses are taught in the First year, which is divided into three Terms (a Term is typically of 10 weeks of classes and at most 2 weeks of examinations).

Elective courses begin from Term-3 onwards. Thus, while Term-1 and Term-2 have only core courses, Term-3 has both core and elective courses. The elective courses allow students to choose and develop proficiency in their Area of Specialization.

Following the first year programme, students are required to undertake 8-10 weeks of Summer Internship in a public or private corporate organization. The successful completion of the Summer Internship programme is a mandatory requirement for the completion of the Post Graduate Diploma in Management (Financial Management). Summer Internship is expected to provide students powerful managerial insights with regard to business problems, understanding of management concepts in the bedrock of industry practices, and refinement of knowledge acquired in the classroom.

The second year of the programme, from Term-4 to Term-6 consists only of elective courses. These electives comprise courses offered by different Areas, courses of independent study, exchange programmes, and complementary **International Immersion Programme (IIP)**.

The International Immersion Programme is a complementary part of the full time course curriculum that is held after Term-3 for students to have an exposure to international business scenario and global best practices in their respective area of specialization. The immersion involves 15 hours of in-class teaching of the elective course opted by the student along with industrial and corporate visits at any one of the international partner institutions abroad. The credits earned in the IIP accrue in Term-6.

Programme Structure and Credits

The institute uses the concept of credits to indicate the number of in-class contact hours in a course. One credit equals 10 in-class contact hours. The 3.0 credits course involves around 100 hours of work i.e. 30 hours in the classroom, and the rest for preparation and assignments.

A student is required to complete 103.5 credits (in total) for the award of Post Graduate Diploma in Management (Financial Management). Out of the required credits, 97.5 credits come from classroom teaching, and the balance 6.0 credits from summer internship. The 97.5 credits of classroom teaching are obtained from 54.0 credits of core courses and 43.5 credits of elective courses. It must be noted that the credits earned from Summer Internship are not used for calculation of CGPA.

The Year and Term wise Course Credit distribution in the PGDM(FM) programme is as under:

Year and Term Wise Course Credit Distribution	
First year	
Term-1	21 credits (Core)
Term-2	21 credits (Core)
Term-3	18 credits (12 credits from Core courses + 6 credits from Electives)
1 week International Immersion Programme of 1.5 credits is reflected in Term-6	
8-10 weeks Summer Internship Project of 6.0 credits	
Second year	
Term-4	15 credits (Electives)
Term-5	12 credits (Electives)
Term-6	10.5 credits (Electives including 1.5 credits earned in IIP)
TOTAL	103.5 credits

Courses and Credits

A student is required to complete 60 credits of courses in the first year of the programme, out of these, 54 credits are earned from core courses and the rest 6 credits from electives. Following is the list of Courses, their Area, and the associated Credits offered to the students in the First Year.

Term-1			
S. No.	Name of the Course	Academic Area	Credits
1	Managerial Communication	Communication	3.0
2	Managerial Economics	Economics & Business Policy	3.0
3	Financial Accounting	Finance	3.0
4	Marketing Management-I	Marketing	3.0
5	Human Behaviour in Organizations	Human Resource	3.0
6	Business Statistics	Operations	3.0
7	Optimization Model for Decision Making	Operations	3.0
Total Credits			21.0
Term-2			
1	Written Analysis and Communication	Communication	3.0
2	Legal Aspects of Business	Economics & Business Policy	1.5
3	Corporate Social Responsibility & Sustainability	Economics & Business Policy	1.5

4	Corporate Finance	Finance	3.0
5	Exponential Technologies in Business	Information Technology	3.0
6	Marketing Management-II	Marketing	1.5
7	Organisational Design and Change	Human Resource	1.5
8	Operations Management-I	Operations	1.5
9	Business Research Methods	Operations	1.5
10	Strategic Management	Strategy	3.0
Total Credits			21.0
Term-3			
1	Business Ethics and Governance	Economics & Business Policy	1.5
2	Financial Reporting and Analysis	Finance	3.0
3	Management Accounting	Finance	1.5
4	Operations Management-II	Operations	1.5
5	Strategic Entrepreneurship and New Age Business Models	Strategy	1.5
6	Managerial Skills for Effectiveness	Human Resource and Communication	1.5
7	Human Resource Management	Human Resource	1.5
8	Elective course/s from Specialization-I		3.0
9	Elective course/s from Specialization-II		3.0
Total Credits			18.0

Electives

From Term-3 onwards in the First Year, students are required to undertake Elective courses. A student enrolled in the PGDM(FM) programme is required to complete 43.5 credits from the Elective courses spread over Term-3 in the First year, and Term-4 to Term-6 in the Second year of the Two Year Programme. Out of the above, 1.5 credits will accrue in Term-6 from the IIP, which is usually held after Term-3.

FORE School of Management offers dual specialization to all the students enrolled in the Financial Management Programme. In order to specialize in Finance, a student must opt Finance-I or Finance-II as Specialization-I of 15 credits and for Specialization-II, a student can opt for Finance-I or Finance-II or other Academic Area of 15 credits. Students are not permitted to specialize in any third Area, they are not allowed to opt for more than 9 credits out of the balance credit of courses from any ONE particular Area.

In order to provide the students opportunities to specialize in their Area of choice, each Sentient Area will offer Elective courses. The Sentient Area may specify certain Elective courses as Specialization Area Pre-requisite (SAPR) courses that must be taken by those students who have chosen that Area to Specialize in.

The Elective courses are offered by the following Sentient Areas:

- Communication
- Economics & Business Policy
- Finance
- International Business
- Information Technology

- Marketing
- Human Resource
- Operations
- Strategy

Specialization wise List of Courses

Note: The list of elective courses, including those specified as SAPR, is indicative and tentative. Students may opt for these courses subject to specialization requirements, availability, eligibility, limitations on class size, etc.

AREAS OF SPECIALIZATION AND COURSES	CREDIT
COMMUNICATION	
Cross-cultural Communication	1.5
Communication on Digital Platforms	3.0
Strategic Leadership Communication through Theatre Techniques	3.0
Communication Audit	1.5
Corporate Communication	1.5
Effective Workplace Communication Behavior	1.5
CIS in Communication	3.0
ECONOMICS & BUSINESS POLICY	
Macroeconomics for Business Policy	3.0
Social Enterprise and Sustainable Development in Emerging Economies	3.0
Public Policy for NGO Management	3.0
Econometrics for Consultants	3.0
Foreign Trade and Exchange Market	3.0
Principles of Sustainable Business	1.5
FINANCE	
Business Valuations	1.5
Introduction to Financial Markets and Institutions	1.5
International Financial Management (IIP Course)	1.5
FINANCE (INVESTMENT MANAGEMENT)	
Security Analysis and Portfolio Management	3.0
Financial Derivatives	3.0
Investment Banking	3.0
Fixed Income Securities & Structured Products	3.0
Corporate Restructuring	3.0

AREAS OF SPECIALIZATION AND COURSES	CREDIT
Trading Strategies	1.5
Behavioral Finance	1.5
FINANCE (BANKING & FINANCIAL SERVICES)	
Bank Management	3.0
Foreign Exchange and Treasury Management	3.0
Applied Financial Risk Management	3.0
Project Appraisal & Financing	3.0
Wealth Management & Alternate Investments	3.0
Management of Financial Services	1.5
INFORMATION TECHNOLOGY	
Managing Business on Cloud	3.0
Machine Learning, Blockchains, Fintech	3.0
Social Media Analytics	3.0
Business Development In IT	3.0
Technology Strategies and Consulting	3.0
Data Summarization And Visualization	1.5
Digital Innovation	1.5
Cyber Security	1.5
INFORMATION TECHNOLOGY (BIG DATA ANALYTICS)	
Machine Learning with Python	3.0
Deep learning and NLP	3.0
Big Data And Data Analytics For Managers (Using Python)	3.0
Artificial Intelligence (AI) in Business	3.0
Streaming Data Analytics	3.0
Functional Analytics	3.0
Capstone Projects in AI	1.5
INTERNATIONAL BUSINESS	
Trade and Geopolitics	1.5
Export- Import Procedures & Documentation	1.5
International Management	3.0
International Economic Organizations	3.0
Business in Asia-Pacific	3.0

AREAS OF SPECIALIZATION AND COURSES	CREDIT
Export – Import Management: A Starter's Toolkit	3.0
CIS in International Business	3.0
Trade, Technology, and Development	1.5
Commercial Geography	1.5
Cinema, Global Business, and Film Diplomacy	1.5
India-entry Processes for Foreign Business	1.5
MARKETING	
Advanced Marketing Research	3.0
International Marketing	3.0
Sales, Distribution and Retail Management	3.0
Marketing Strategy with MARKSTRAT	3.0
Advertising & Brand Management	3.0
Consumer Behavior	3.0
Digital Marketing & Analytics with Digital MediaPro	3.0
B2B Marketing	3.0
Rural Marketing	1.5
Services Marketing	1.5
Marketing Models & Analytics	1.5
HUMAN RESOURCE MANAGEMENT	
Employee Relations: Legislations and Compliance	3.0
Learning & Development	3.0
Competency Mapping	3.0
Personal Growth Lab	3.0
Performance & Compensation Management	3.0
Digital Transformation of HR	3.0
CIS - Human Resource	3.0
Managing Talent and Careers in Organisations	1.5
Negotiation Skills	3.0
Employer Branding & Value Propositions	1.5
OPERATIONS MANAGEMENT	
Advanced Optimization Techniques	3.0
Multivariate Data Analysis	3.0
Procurement Manufacturing Planning & Control	3.0

AREAS OF SPECIALIZATION AND COURSES	CREDIT
Advance Project Management	3.0
Service Operation Analytics	3.0
Supply Chain Management	3.0
Operations Strategy	3.0
Decision Modelling Using Spreadsheets	3.0
World Class Operations	3.0
Global Logistics Management	1.5
STRATEGY	
Strategists' Tool-kit and Competitive Intelligence	3.0
Strategy Business Simulations using CESIM	3.0
Mergers & Acquisitions	3.0
Strategic Design Thinking: Capstone Project	3.0
CIS - Strategy	3.0
Strategic Analysis and Globalization	3.0
Strategic Alliances & Joint Ventures	1.5
Current and Emerging trends in Strategic Management	1.5
Strategy Execution	1.5



POST GRADUATE DIPLOMA IN MANAGEMENT (BIG DATA ANALYTICS) - PGDM(BDA)

The Post Graduate Diploma in Management (Big Data Analytics) is a Two-year Full-Time AICTE-approved program specially designed to cater to the skill deficit of BDA talent in the industry. The program is crafted for working professionals and prospective managers to learn and gain hands-on experience in solving real-time business problems using data.

The global big data and business analytics market size was valued at \$198.08 billion in 2020 and is projected to reach \$684.12 billion by 2030, growing at a CAGR of 13.5% from 2021 to 2030 (alliedmarketresearch.com). Big data analytics has marked a huge impact in diverse industries by culminating the new-age business models, presenting transparency, and offering solutions to almost any unsolvable problems. Considering the huge opportunities, the program will equip students on how to develop and deploy powerful data models and spawn actionable insights, necessary for strategic decision-making at various stages in a business.

Having multi-disciplinary expertise in business verticals and analytics, the FORE School of Management (FSM), is best equipped with its state-of-the-art infrastructure and outstanding faculty to take their students on the growth trajectory ensuring learning with confidence. The learning is supplemented with several tools such as faculty interaction, online learning platforms, capstone projects, case studies, software tools, live projects, internships, and data-backed stories to ensure industry-aligned wisdom.

Competency Goals (CGs) and Programme Objectives (POs)

The Programme aims to build the following Competency Goals through the associated Programme Objectives:

CG (1): Decision-making

PO (1): Students will be able to solve management problems.

CG (2): Global Mindset

PO (2): Students will be able to appraise global issues in business.

CG (3): Teamwork

PO (3): Students will be able to perform effectively in teams.

CG (4): Leadership

PO (4): Students will be able to effectively lead a team.

CG (5): Stakeholder Engagement

PO (5): Students will be able to combine the interests of diverse stakeholders.

CG (6): Professional Communication Skills

PO (6): Students will be able to communicate professionally.

CG (7): Diversity and Inclusivity

PO (7): Students will be sensitive to diversity and inclusivity.

CG (8): Ethics & Integrity

PO (8): Students will be able to demonstrate ethics and integrity in data management.

CG (9): Sustainability Approach

PO (9): Students will be able to evaluate sustainability issues in management decision-making.

CG (10): Innovative Thinking

PO (10): Students will be able to experiment with innovative approaches to solve business problems.

CG (11): Technological Competence

PO (11): Students will be able to apply contemporary technologies to solve business problems.

CG (12): Data analysis

PO (12): Students will be able to analyse data for management decisions.

Pedagogy

The instructional methodology comprises an optimum mix of lectures, classroom discussions, case studies, role-plays, group discussions, special sessions from professionals from industry and trade, management games, sensitivity training, management films, industrial visits, and industry interaction. Students are encouraged to present their cases through written case reports, individual or group presentations. Further opportunity is provided through participation of students in various seminars.

Curriculum

The curriculum of the PGDM(BDA) at FORE School of Management is an outcome of benchmarking against the best in the world, and continuous review by the faculty in concert with practitioners from industry, alumni and students. The curriculum is designed such that students acquire conceptual understanding of theoretical and abstract concepts, big data ecosystem, computing and programming environment and business problems and remain abreast with all developments and innovation in the industry. The content and design of courses are directed towards developing managers who (i) have holistic and deep knowledge of their functional specialization along with the appreciation of its role in the value proposition of the firm; (ii) are industry-ready due to understanding of concepts, frameworks and models steeped in the context of practice; (iii) and have sustainable employable competencies suffused with learning through cutting-edge courses that are contemporaneous as well as futuristic.

In the two years of the programme, students have to undergo both core and elective courses. These courses are an eclectic mix of foundational, perspective building, tools and techniques oriented, and functional courses. The core courses provide rigorous grounding in the discipline of management and the understanding of business in their proper relief. The core courses are taught in the First year, which is divided into three Terms (a Term is typically of 10 weeks of classes and at most 2 weeks of examinations). Elective courses begin from Term-3 onwards. Thus, while Term-1 and Term-2 have only core courses, Term-3 has both core and elective courses. The elective courses allow students to choose and develop proficiency in their Area of Specialization.

Following the first year programme, students are required to undertake 8-10 weeks of Summer Internship in a public or private corporate organization. The successful completion of the Summer Internship programme is a mandatory requirement for the completion of the Post Graduate Diploma in Management (Big Data Analytics). Summer Internship is expected to provide students powerful managerial insights with regard to business problems, understanding of management concepts in the bedrock of industry practices, and refinement of knowledge acquired in the classroom.

The second year of the programme, from Term-4 to Term-6 consists only of elective courses. These electives comprise courses offered by different Areas, courses of independent study, exchange programmes, and complimentary **International Immersion Programme (IIP)**.

The International Immersion Programme is a complementary part of the full time course curriculum that is held after Term-3 for students to have an exposure to international business scenario and global best practices in their respective area of specialization. The immersion involves 15 hours of in-class teaching of the elective course opted by the student along with industrial and corporate visits at any one of the international partner institutions abroad. The credits earned in the IIP accrue in Term-6.

International Certification

We may offer an opportunity to earn complimentary International or Industry endorsed Certification on Big Data Analytics to all the students joining PGDM(BDA) programme.

Programme Structure and Credits

The institute uses the concept of credits to indicate the number of in-class contact hours in a course. One credit equals 10 in-class contact hours. The 3.0 credits course involves around 100 hours of work i.e. 30 hours in the classroom, and the rest for preparation and assignments.

A student is required to complete 103.5 credits (in total) for the award of Post Graduate Diploma in Management (Big Data Analytics). Out of the required credits, 97.5 credits come from classroom teaching, and the balance 6.0 credits from summer internship. The 97.5 credits of classroom teaching are obtained from 54.0 credits of core courses and 43.5 credits of elective courses. It must be noted that the credits earned from Summer Internship are not used for calculation of CGPA.

The Year and Term wise Course Credit distribution in the PGDM(BDA) programme is as under:

Year and Term Wise Course Credit Distribution	
First year	
Term-1	21 credits (Core)
Term-2	21 credits (Core)
Term-3	18 credits (12 credits from Core courses + 6 credits from Electives)
1 week International Immersion Programme of 1.5 credits is reflected in Term-6	
8-10 weeks Summer Internship Project of 6.0 credits	
Second year	
Term-4	15 credits (Electives)
Term-5	12 credits (Electives)
Term-6	10.5 credits (Electives including 1.5 credits earned in IIP)
TOTAL	103.5 credits

Courses and Credits

A student is required to complete 60 credits of courses in the first year of the programme, out of these, 54 credits are earned from core courses and the rest 6 credits from electives. Following is the list of Courses, their Area, and the associated Credits offered to the students in the First Year.

Term-1			
S. No.	Name of the Course	Academic Area	Credits
1	Managerial Communication	Communication	3.0
2	Managerial Economics	Economics & Business Policy	3.0
3	Financial Accounting	Finance	3.0
4	Marketing Management-I	Marketing	3.0
5	Human Behaviour in Organizations	Human Resource	3.0
6	Business Statistics	Operations	3.0

7	Operations Management-I	Operations	1.5
8	Data Exploration and Visualisation using Python Part-I	Information Technology	1.5
Total Credits			21.0
Term-2			
1	Written Analysis and Communication	Communication	3.0
2	Corporate Social Responsibility and Sustainability	Economics & Business Policy	1.5
3	Data Exploration and Visualisation using Python Part-II	Information Technology	1.5
4	Corporate Finance	Finance	3.0
5	Exponential Technologies in Business	Information Technology	3.0
6	Marketing Management-II	Marketing	1.5
7	Organisational Design and Change	Human Resource	1.5
8	Optimization Model for Decision Making	Operations	3.0
9	Strategic Management	Strategy	3.0
Total Credits			21.0
Term-3			
1	Business Ethics and Governance	Economics & Business Policy	1.5
2	Digital Commerce	Information Technology	1.5
3	Project Management	Operations	1.5
4	Operations Management-II	Operations	1.5
5	Business Research Methods	Operations	1.5
6	Strategic Entrepreneurship and New Age Business Models	Strategy	1.5
7	Managerial Skills for Effectiveness	Human Resource and Communication	1.5
8	Human Resource Management	Human Resource	1.5
9	Elective course/s from Specialization-I		3.0
10	Elective course/s from Specialization-II		3.0
Total Credits			18.0

Electives

From Term-3 onwards in the First Year, students are required to undertake Elective courses. A student enrolled in the PGDM(BDA) program is required to complete 43.5 credits from the Elective courses spread over Term-3 in the First year, and Term-4 to Term-6 in the Second year of the Two Year Programme. Out of the above, 1.5 credits will accrue in Term-6 from the IIP, which are usually held after Term-3.

FORE School of Management offers dual specialization to all the students enrolled in its program. This means that a student may specialize in at most two Areas. For students enrolled in PGDM(BDA), the Specialization-I must be Big Data Analytics (BDA) of 15 credits and for Specialization-II, a

student can opt Information Technology or from the other Academic Area of 15 credits. Students are not permitted to specialize in any third Area, they are not allowed to opt for more than 9 credits out of the balance credit of courses from any ONE particular Area.

In order to provide the students opportunities to specialize in their Area of choice, each Sentient Area will offer Elective courses. The Sentient Area may specify certain Elective courses as Specialization Area Pre-requisite (SAPR) courses that must be taken by those students who have chosen that Area to Specialize in.

The Elective courses are offered by the following Sentient Areas:

- Communication
- Economics & Business Policy
- Finance
- International Business
- Information Technology
- Marketing
- Human Resource
- Operations
- Strategy

Specialization wise List of Courses

Note: The list of elective courses, including those specified as SAPR, is indicative and tentative. Students may opt for these courses subject to specialization requirements, availability, eligibility, limitations on class size, etc.

AREAS OF SPECIALIZATION AND COURSES	CREDIT
COMMUNICATION	
Cross-cultural Communication	1.5
Communication on Digital Platforms	3.0
Strategic Leadership Communication through Theatre Techniques	3.0
Communication Audit	1.5
Corporate Communication	1.5
Effective Workplace Communication Behavior	1.5
CIS in Communication	3.0
ECONOMICS & BUSINESS POLICY	
Macroeconomics for Business Policy	3.0
Social Enterprise and Sustainable Development in Emerging Economies	3.0
Public Policy for NGO Management	3.0
Econometrics for Consultants	3.0
Foreign Trade and Exchange Market	3.0
Principles of Sustainable Business	1.5
FINANCE	
Business Valuations	1.5
Introduction to Financial Markets and Institutions	1.5

AREAS OF SPECIALIZATION AND COURSES	CREDIT
FINANCE (INVESTMENT MANAGEMENT)	
Security Analysis and Portfolio Management	3.0
Financial Derivatives	3.0
Investment Banking	3.0
Fixed Income Securities & Structured Products	3.0
Corporate Restructuring	3.0
Trading Strategies	1.5
Behavioral Finance	1.5
FINANCE (BANKING & FINANCIAL SERVICES)	
Bank Management	3.0
Foreign Exchange and Treasury Management	3.0
Applied Financial Risk Management	3.0
Project Appraisal & Financing	3.0
Wealth Management & Alternate Investments	3.0
Management of Financial Services	1.5
INFORMATION TECHNOLOGY	
Managing Business on Cloud	3.0
Machine Learning, Blockchains, Fintech	3.0
Social Media Analytics	3.0
Business Development In IT	3.0
Technology Strategies and Consulting	3.0
Data Summarization And Visualization	1.5
Digital Innovation	1.5
Cyber Security	1.5
INFORMATION TECHNOLOGY (BIG DATA ANALYTICS)	
Machine Learning with Python	3.0
Deep learning and NLP	3.0
Big Data And Data Analytics For Managers (Using Python)	3.0
Artificial Intelligence (AI) in Business	3.0
Streaming Data Analytics	3.0
Functional Analytics	3.0
Capstone Projects in AI	1.5
Analytics Project Management and Delivery (IIP Course)	1.5
INTERNATIONAL BUSINESS	
Trade and Geopolitics	1.5

AREAS OF SPECIALIZATION AND COURSES	CREDIT
Export- Import Procedures & Documentation	1.5
International Management	3.0
International Economic Organizations	3.0
Business in Asia-Pacific	3.0
Export – Import Management: A Starter's Toolkit	3.0
CIS in International Business	3.0
Trade, Technology, and Development	1.5
Commercial Geography	1.5
Cinema, Global Business, and Film Diplomacy	1.5
India-entry Processes for Foreign Business	1.5
MARKETING	
Advanced Marketing Research	3.0
International Marketing	3.0
Sales, Distribution and Retail Management	3.0
Marketing Strategy with MARKSTRAT	3.0
Advertising & Brand Management	3.0
Consumer Behavior	3.0
Digital Marketing & Analytics with Digital MediaPro	3.0
B2B Marketing	3.0
Rural Marketing	1.5
Services Marketing	1.5
Marketing Models & Analytics	1.5
HUMAN RESOURCE MANAGEMENT	
Employee Relations: Legislations and Compliance	3.0
Learning & Development	3.0
Competency Mapping	3.0
Personal Growth Lab	3.0
Performance & Compensation Management	3.0
Digital Transformation of HR	3.0
CIS - Human Resource	3.0
Managing Talent and Careers in Organisations	1.5
Negotiation Skills	3.0
Employer Branding & Value Propositions	1.5
OPERATIONS MANAGEMENT	
Advanced Optimization Techniques	3.0

AREAS OF SPECIALIZATION AND COURSES	CREDIT
Multivariate Data Analysis	3.0
Procurement Manufacturing Planning & Control	3.0
Advance Project Management	3.0
Service Operation Analytics	3.0
Supply Chain Management	3.0
Operations Strategy	3.0
Decision Modelling Using Spreadsheets	3.0
World Class Operations	3.0
Global Logistics Management	1.5
STRATEGY	
Strategists' Tool-kit and Competitive Intelligence	3.0
Strategy Business Simulations using CESIM	3.0
Mergers & Acquisitions	3.0
Strategic Design Thinking: Capstone Project	3.0
CIS - Strategy	3.0
Strategic Analysis and Globalization	3.0
Strategic Alliances & Joint Ventures	1.5
Current and Emerging trends in Strategic Management	1.5
Strategy Execution	1.5

Note: Big Data and Data Analytics students are expected to maintain a good and properly structured GitHub site.



CENTERS OF EXCELLENCE

Centers of Excellence have been established at FORE School of Management (FSM) in the various areas of expertise and knowledge accumulated by its faculty.

Centers of Excellence	Objectives	Head of the Center
Center for Entrepreneurship Development	<p>The 'Center for Entrepreneurship Development' (CED) at FORE School of Management has been launched since February 2010, to inculcate the spirit of entrepreneurship amongst the management students. The Center at FSM aims to encourage management students by creating a conducive ecosystem to develop their brilliant ideas into workable business plans, at the same time, propelling them to take the plunge by getting their business plans pitched to the Angel investors. To help the students in developing an entrepreneurial mindset, CED FSM organizes a calendar full of activities around the year. These activities provide students with opportunities to attend seminars and listen to 'Successful Entrepreneurs & Venture Capitalists'; participate in workshops right from 'Idea Generation to Opportunity Evaluation' followed by 'Business Model & Plan' and also prepare them for 'Intra & Inter Institute Business Plan' competitions. Since its inception, CED FSM has been fostering Entrepreneurship within and outside the FSM ecosystem.</p>	Prof. Anita Tripathy Lal
Center for Psychometric Testing and Research	<p>CPTR is an intellectual space in psychometric research and testing at FSM. In collaboration with other reputed institutes renowned in the area, CPTR promotes education, research, and training in psychometric research. Current/ ongoing research work being carried out by the Centre revolve around the important aspect of people management at work such as- Emerging workplace competencies, Intrinsic Motivational Potential Inventory (IMPI), HR technology; Workplace well-being, to mention a few. Research papers related to the same have also been published in international refereed journals of repute. Along with activities such as research and consulting, CPTR also conducts training programs in psychometric testing and allied areas, for students, researchers, faculty members and practitioners.</p>	Prof. Prachi Bhatt
Center for Sustainable Development	<p>Center for Sustainable Development (CSD) was founded in the year 2012 with a vision to carve out innovative solutions to address the challenges faced by business & society in the area of CSR, Business Ethics, Environmental, Social & Governance (ESG) and Sustainable Development across various dimensions. CSD partners with national and international organizations to document research, baseline studies, impact assessment, capacity building, and advocacy. At CSD, we aspire to generate awareness, action, collaboration & consulting with diverse stakeholders on various areas such as CSR, Business Ethics, Sustainability, Corporate Social Performance and ESG.</p>	Prof. Shallini Taneja

Centers of Excellence	Objectives	Head of the Center
Center for Customer Management and Analytics	Center for promoting research, consulting, and training in the critical areas of customer understanding, attraction, retention, and loyalty, etc. Focus on Big Data related technologies and AI.	Prof. Ashok Kumar Harnal
Center for Operations and Supply Chain Management	<p>Center for Operations and Supply Chain Management is leading initiatives on best practices for excellence in different sectors. The Center's focus is to support industry through Executive Education, Management Development Programs (MDPs) and cutting edge application-oriented research in Operations Management and Supply Chain Management that can be applied in the industry as per the unique needs of any organization.</p> <p>A comprehensive end-to-end view of operations is important for organizations to maintain a competitive edge in the dynamic global business environment. This is applicable across total Supply Chain from sourcing, manufacturing, distribution and delivery to end customer. Reverse logistics and after-sales service are also very important in managing end-to-end Supply Chain. There are several opportunities in the evolving global business environment where organizations can leverage their competitive advantage and be future-ready. Center of Excellence for Operations & Supply Chain Management is constantly engaging with global leaders to utilize their expertise for excellence in the areas of Operations and Supply Chain Management.</p>	Prof. Rajesh Sikka
Center for Digital Innovation	<p>"Technology is of no use, if it can't be adopted harmoniously by humans".</p> <p>Centre of Digital Innovation, at FORE School of Management is spearheading adoption of new generation digital technologies for various industrial sectors, education space, and various other sections of society.</p> <p>Digital technologies including Artificial Intelligence (AI) have disrupted workplaces like never before. These disruptions have induced "Digital Life Styles" in industry, in particular and society in general.</p> <p>Covid-19 has induced a massive wave of Digital Transformation and has enabled industry leaders to reimagine workplaces. Keeping in view these major disruptions, Centre for Digital Innovation collaborates with industry, academicians, researchers, and students in the following areas:</p> <ol style="list-style-type: none"> New Business models and strategies for Industry 5.0. Digital Transformation practices and success stories. Basic AI skills for managers. Adoption of AI in the industry: opportunities and challenges. AI driven HR Transformation. 	Prof. Antarpreet Singh

Centers of Excellence	Objectives	Head of the Center
<p>Center for Research & Innovation in Frugal Technology Management</p>	<ul style="list-style-type: none"> • To carry research, generate and disseminate knowledge on frugal innovation, thus contributing to the existing body of knowledge. • To evolve academic projects on frugal innovation to products and practices. • To facilitate the conversion of “ideas to action” and become a repository of “best practices”. • To act as an industry-academia interface on frugal innovation. • To integrate multiple perspectives, agglomerate approaches, and ideas on frugal innovation. • Develop skill sets to make an impact on society. 	<p>Prof. Anil Kumar Singh</p>

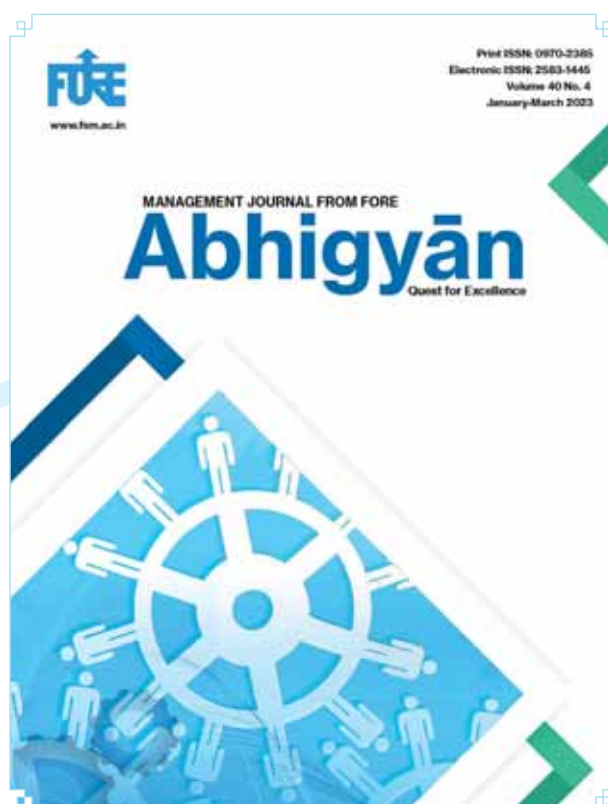


PUBLICATIONS

Foundation for Organisational Research and Education (FORE) is committed to the advancement of Management Education, Research, Training and Consultancy. Incorporated in 1981 in New Delhi, India as a non-profit institution, FORE has been working with industry and academia for developing new domains of managerial thought and education in the fields of General Management, Human Resource, Finance, Operations, Marketing, Information Technology, Economics and International Business.

Abhigyan Journal:

Abhigyan is the quarterly Management Journal of FORE. It was launched in January 1983 as a bi-annual issue. In celebration of its tenth anniversary, it switched to a quarterly publication mode. It has been in print for Forty years. It is a double-blind peer-reviewed journal and is multidisciplinary in its scope and coverage. It is devoted to disseminating findings from research and empirical work to explore original ideas concerning various aspects of functional areas of Management. Abhigyan invites contributions from academicians, researchers and practitioners from across the globe and brings special issues from time to time, focusing on themes reflecting contemporary aspects and emerging issues of business and management practices to contribute to existing knowledge in business and management. The journal has been a platform for academicians, practitioners and researchers to communicate new ideas. Abhigyan has an illustrious editorial board, comprising academicians from Cambridge University, IIM, IIT and the like. It is listed and indexed in the International Bibliography of Social Sciences (IBSS), ProQuest ABI/INFORM, ProQuest Central, ProQuest One Academic, ProQuest One Business, Cabell's Directory of publishing opportunities in the management of Cabell Publishing Inc. (Texas, USA), EBSCO Database (Massachusetts, USA), GALE – Cengage Learning (Farmington Hills, USA), Indian Citation Index, (Delhi, India), i-Scholar and J-Gate, (Bangalore, India), and Ulrich's International Periodicals Directory, ProQuest (Michigan, USA. For wider dissemination of content, and to align with contemporary and futuristic growth, Abhigyan is a hybrid publication: both in print and digital form.



FOREprints:

FOREprints is the Newsletter of the FORE School of Management (FSM). It is a bi-annual publication with an aim to disseminate information about various happenings at FSM to corporate, alumni, other B-Schools besides FSM students and faculty members. It keeps everyone abreast of the latest happenings at FSM like the Anubhuti, Genesis, Seminars and Conferences, achievements of students and faculty members, etc.

Working Papers:

In year 2011-12, FSM launched its Working Paper Series an initiative to publish the first outcome of research by the FSM faculty members. Two Hundred Fifteen (215) working papers have been published so far, and the list is available on FSM website.

Research Articles and Cases published by FSM Faculty Members:

The faculty members have been writing and publishing research articles in reputed national and international journals. They have published Three Hundred Sixty (360) research articles in highly ranked journals and Thirty Five (35) Cases with reputed Case Clearing Houses during last 10 years.

Books on Best of Abhigyan:

Compilation of Selected articles Abhigyan Journal:

- i. Gautam, V. (ed.). (2013). *Longitudinal Thinking: The Best of Abhigyan*. Macmillan Publishers India, Volume-1 (1983-1997), p256. ISBN: 9789350594032.
- ii. Gautam, V. (ed.). (2013). *Longitudinal Thinking: The Best of Abhigyan*. Macmillan Publishers India, Volume-II (1998-2012), p236. ISBN: 9789350594032.

Books Published by FSM:

- i. Das, J. K., & Buddhapriya, S. (eds.). (2022). *Adapting the Business during Covid-19 and other Issues*. Bloomsbury, p335. ISBN: 9789354355431.
- ii. Das, J. K., & Arora, H. (eds.). (2021). *Decoding the Indonesian Archipelago Views*. Bloomsbury, p161. ISBN: 9789389714166.
- iii. Das, J. K., Taneja, S. & Arora, H. (eds.). (2021). *Corporate Social Responsibility and Sustainable Development*. Routledge, p251. ISBN: 9781032189543.
- iv. Das, J. K., & Arora, H. (eds.). (2019). *Reinventing INDO-RUSSIA Relations*. Bloomsbury, p204. ISBN: 9789388002356.
- v. Das, J. K., & Arora, H. (eds.). (2017). *Vietnam: The Emerging Asian Star from a War-Stricken Nation*. Bloomsbury, p163. ISBN: 9789386349330.
- vi. Bhatt, P., Jaiswal, P., Majumdar, B. & Verma, S. (eds.). (2017). *Riding the New Tides*. Emerald, p253. ISBN: 9781786354174.
- vii. Das, J. K., Gangwar, M. G., Kaur, S., & Kumar, A. (eds.). (2016). *Competing Through Operations Excellence: Agility, Adaptability & Analytics*. Bloomsbury, p250. ISBN: 9789384052805.
- viii. Das, J. K. & Arora, H. (eds.). (2015). *Reviving Italy: Reflections*. Bloomsbury, p134. ISBN: 9789385436901.
- ix. Das, J. K., Bera, S., Taneja, S. & Raina, R. (eds.). (2015). *Business Sustainability: Challenges and Issues*. Bloomsbury, p283. ISBN: 9789384052102.
- x. Das, J. K., Zameer, A., Narula, A. & Tripathi, R. (eds.). (2014). *Reinventing Marketing for Emerging Markets*. Bloomsbury, p495. ISBN: 9789384052140.
- xi. Das, J. K. & Arora, H. (eds.). (2014). *Malaysia: Challenges and Perspectives*. Bloomsbury, p358. ISBN: 9789384052133.
- xii. Das, J. K., & Joseph, M. (eds.). (2013). *Reflections on Chinese Management Styles and Business Ethics*. Bloomsbury, p167. ISBN: 9789382563631.
- xiii. Das, J. K., & Swaminathan, F. (eds.). (2010). *B-School Conclave: Moving To The Next Orbit: Proceedings*. NHRDN & FORE School of Management, p51.

Books Published by FSM Faculty Members:

- i. Ahmed, F., Sharma, A. (eds.). (2022). *Geo-economic Perspectives in the Global Environment*. Routledge (Taylor & Francis), p220. ISBN: 9781032309026.
- ii. Ahmed, F. & Lambert, A. (2022). *The Belt and Road Initiative: Geopolitical and Geoeconomic Aspects*. Routledge (Taylor & Francis), p216. ISBN: 9781032154497.
- iii. Arora, H. & Vohra, N. D. (2022). *Quantitative Techniques in Management*. McGraw Hill, p832, ISBN: 9789354600838.

- iv. Verma, S., Singh, P. & Bhandarker, A. (2021). *Role of Boards : Building Competitive Edge*. Sage, p304. ISBN: 9789353887216.
- v. Gautam, S. (ed). (2019). *WTO Demystified: Fundamentals and the Indian Perspective*. Bloomsbury, p153. ISBN: 9789388134217.
- vi. Ahmed, F. & Faheem, M., (eds.). (2019). *India-ASEAN Engagements*. New Century Publication, p158. ISBN: 9788177084825.
- vii. Gupta, A. (2018). *Financial Accounting for Management*. Pearson, p777. ISBN: 9789352866700.
- viii. Gupta, A. (2017). *Project Appraisal And Financing*. PHI, p586. ISBN: 9788120352759.
- ix. Sharma, M. G., Slack, N. & Lewis, M. (2017). *Operations Strategy*. Pearson, p471, ISBN: 9789353060459.
- x. Arora, H. & Keller, G. (2016). *Business Statistics -BSTAT : A South-Asian Perspective*. Cengage, p410, ISBN: 9780538479820.
- xi. Ahmed, F. & Kumar, S. (2016). *Foreign Policy of India: West Asia and North Africa (WANA)*. New Century, p230. ISBN: 9788177084061.
- xii. Puri, A. K. & Singh, K. (2015). *Emerging Horizons in Finance*. Bloomsbury, p342. ISBN: 9789385436833.
- xiii. Singh, K. (2015). *Management Accounting -Concepts and Strategic Costing Decisions*. Wiley, p684. ISBN: 9788126556373.
- xiv. Ahmad, F. & Alam, M. A. (2014). *Business Environment: Indian and Global Perspectives*. PHI, p467. ISBN: 9788120350229.
- xv. Dutta, V. & Singh, K. (2013). *Commercial Bank Management*. McGraw Hill, p582. ISBN: 9781259004773.
- xvi. Gupta, A. (2000). *Inflation Accounting*. Kanishka Publication, p280. ISBN: 8173913536.

Chapter published in Books by FSM Faculty Members:

Apart from the books, the faculty members of FSM have been writing and publishing chapters in books. They have published One Hundred Fifty Seven (157) chapters with reputed national and international publishers during last 10 years.

Research Articles and Book Chapters published by FSM Students:

The students of FSM (PGDM Students and FPM Research Scholars) have been writing and publishing research articles in reputed national and international journals. Apart from the research articles, the students have been writing and publishing the chapters in books. They have published Twenty One (21) research articles in highly ranked journals, One (01) Case with reputed Case Clearing House, and Fifteen (15) chapters with reputed national and international publishers since year 2016 to till date.



THE FACULTY

COMMUNICATION



Prof. Anita Tripathy Lal

Ph.D. (IIT-Kanpur);
Certified Mentor (London Business School); PGDRD-Xavier Institute of Social Service, Ranchi; BA – English Honours with Distinction, Govt. College,

Rourkela

Experience: Over 27 Years

Dr. Anita Tripathy Lal is a Professor at FORE School of Management, New Delhi. Her expertise lies in the areas of Business Communication, Leadership & Entrepreneurship. She is a Ph.D. from IIT Kanpur and has over 27 years of work experience in the areas of teaching, training, research and consultancy. She also has the experience of teaching as a visiting faculty at IIT Delhi, IIT Kanpur, IIFT Delhi, IMT Ghaziabad, IIM Ranchi, IIM Rohtak and IIM Udaipur. She has been a part-time consultant for two years to NTPC's World Bank funded projects on Environmental impact assessment.

Connecting with the corporate is her forte. She has also conducted a number of Management Development Programs and Workshops in the areas of her expertise Business Communication and Entrepreneurship for corporate professionals from Private & Public Sectors, MNCs & NGOs along with numerous officials from State Trading Corporation, Indian Statistical Service, Indian Forest Service and Indian Administrative Service. She has a keen interest in personality development and research-related activities. She has national and international research papers to her credit.

In 2011-12, she received the prestigious "Certification with Honours" on "Mentor Development Program for Entrepreneurs" from London Business School organized by National Entrepreneurship Network. Being a certified Mentor, she has been successfully mentoring Entrepreneurs. She has mentored over three hundred Entrepreneurs. Her passion though, remains "Student Start-ups". Prof. Lal is a "Start-up Advisor" to NEN Wadhvani Programs and has been on the 'Mentoring Board' of IIT Kanpur Entrepreneurship Cell, Amity University, also been felicitated for mentoring the TiE Young

Entrepreneurs (2014-15). In April 2022, she was felicitated with the "Woman of Wonder Award" for mentoring WEE Women Entrepreneurs since the inception (i.e., 2016) of WEE Foundation@ IIT Delhi.

Besides teaching the MBA students at FSM, she has taken up various key administrative responsibilities such as - Program Director ABN AMRO Executive Education, Chair Library, Chair Placements, Area Chair Communications and since 2010, she has been heading the Centre for Entrepreneurship Development at FSM. Prof. Lal is able to create an ideal blend of Leadership, Entrepreneurship, and Communication in her training programs, a few of the most potential skills critical to creating success stories for organizations in today's uncertain times.

Research Interest Areas: Business Communication; Entrepreneurship; Leadership.

Consulting Interest Areas: Business Communication; Entrepreneurship; Leadership & Participatory Rural Appraisal.



Prof. Reeta Raina

Ph.D., Thapar University, Patiala; Post Graduation, M. Phil- Kashmir University; Graduation, Jammu University

Experience: Over 37 Years

Prof. Raina is a professor who has been teaching, training and doing research for the last 38 years. She has publications majorly in top International refereed journals and her work has been cited in various international journals. She has a research book to her credit titled "The Constitutive role of Communication in Building Effective Organizations" published by LAMBERT - an International publishing company. She has presented papers in various international conferences and has been the recipient of Best Paper Award and Outstanding Presentations. She is also the recipient of the Best Professor award in HRM by National Education Award sponsored by Headlines Today. Prior to joining FORE School of Management, she worked at MDI, Gurgaon and Thapar University, Patiala. She has conducted training programme both for

the leading public and private sector companies. She has been empaneled as the visiting faculty for SPJIMR, Mumbai.

Research Interest Areas: Her research interests span the domains of Communication and HR including Organizational Communication; Organizational Socialization; Crisis Comm.; Work Engagement/Employee Engagement; Organizational Effectiveness; Intercultural Communication; NVC & Listening skills etc.

Consulting Interest Areas: Workplace communication, Intra and Interpersonal Comm.; Intercultural Comm; Team Building and Leadership Comm.; Assertive Communication Behaviour etc.



Prof. Sriparna Basu

Ph.D. (Cultural Studies), University of Illinois, at Urbana-Champaign, USA; M.A. (Cultural Studies), University of Illinois, at Urbana-Champaign, USA; M.A. (Gold Medalist),

Jadavpur University, Kolkata

Experience: 23 Years

Dr. Basu has been involved in research, teaching and consulting work for over 23 years. She is an avid researcher and a case writer, and has research publications in A and A* journals in the management domain, and also award-winning cases. She has won international awards for her case publications at prestigious international forums such as at William Davidson Institute (WDI), University of Michigan, Ross School of Business, USA and honorable mention at the ISB-Ivey case competition. She has presented research papers in 18 national and international conferences.

Prof. Basu has been involved in training and consulting activities with organizations such as ONGC, NHPC, IFFCO, MCL, Indian Oil, Power Grid, Aviation Academy of India, Punjab National Bank, Tata Motors, Mitsui, Bayer India, Relaxo, Indian Institute of Public Administration, British Council, etc.

She has been invited as a distinguished speaker and panelist, multiple times, in various forums such as ASSOCHAM, KPMG, BRICS, Association of Independent Directors (AIDI) etc. She has also served as the external expert at faculty selection interviews at IIM Sambalpur, International Management Institute (IMI), Kolkata.

Presently, Dr. Basu is Dean (Research) at FORE

School of Management. She is also a visiting professor at IIM, Sambalpur (for the past 5 years), and at IIM Nagpur. She can be reached at sriparna@fsm.ac.in

Research Interest Areas: User Behavior Research, Interactive Technologies, Responsible AI, Digital Inclusivity, Human-Tech, Culture and Technology Behavior, Corporate engagement with start-ups in the context of open innovation.

Consulting Interest Areas: Cross-cultural management in international business; Building a culture of excellence; Change communication; Role of culture in service orientation; Design thinking in service excellence; Business leadership through design thinking.



Prof. Swati Sharma

Ph.D. (Management), IIIT Noida; PGDBM, IMT Ghaziabad; B.A. (Economics and English), Lucknow University; 3-year Diploma in Hotel Management (IHMCT &

N, Lucknow affiliated to NCHMT, Ministry of Tourism, India)

Experience: 24 Years

Prof. Swati Sharma, Ph.D. in Management is serving as Associate Professor in the Communication Area at the FORE School of Management, New Delhi. She started her career in service industry after completing her management degree and has served various service organizations of repute in the capacity of senior manager.

Prof. Sharma has industry experience of 5 years and 19 years of teaching experience. She has a keen interest in research and has authored several research papers in international journals indexed in SCOPUS, ABDC & SSCI. She is an avid researcher and has published in top-tier journals such as the Journal of Retailing and Consumer Services, Tourism Management and Tourism Recreation Research.

She has also published a Patent with the Government of India on System to establish communication between a bedridden paralyzed patient and caretaker: Application Number: 202211046300. She has 3 Ph.Ds awarded under her guidance and is a reviewer of several reputed journals. She has organized FDPs and an International conference and has served as a conference advisory board member, chaired conference sessions and has delivered several invited lectures.

Research Interest Areas: Consumer Behaviour, Digital Marketing, Digital Communication, Cross-Cultural Communication, Technology Adoption and Tourism.

Consulting Interest Areas: Marketing Communication, Organizational Communication, Cross-Cultural Communication, Public Speaking and Image Management and Professional Communication Pedagogy.

ECONOMICS & BUSINESS POLICY



Prof. Basant K. Potnuru

Ph.D., JNU; M.Phil., JNU; M.A. (Economics), Berhampur University; B.A. (Hons.), Berhampur University

Experience: 19 Years

Dr. Basant Potnuru had worked with the India Centre for Migration (ICM), a leading Think-tank of the Ministry of External Affairs (formerly, of the Ministry of Overseas Indian Affairs) on matters relating to International Migration, as a Research Officer and Head of Projects. Earlier, he had taught at IIM Rohtak and Invertis Institute of Management Studies, Invertis University, Bareilly, Uttar Pradesh. He had qualified University Grants Commission's National Eligibility Test (NET) for Lectureship (Economics) in 2000 and a recipient of "Best Researcher Award" from the Science Father International Academic Awards 2022. To his credit, he had presented papers in international conferences and published in the national and international journals.

Research Interest Areas: Economic growth, trade, international migration and health.

Consulting Interest Areas: Economic growth, trade, international migration and health.



Prof. Roopesh Kaushik

Ph.D., Indian Institute of Technology Kanpur; M.Phil. (Economics), School of Economics, Devi Ahilya University, Indore (M.P.); B.A. (Economics, Philosophy, English

Literature), Indore Christian College, Devi Ahilya University, Indore, (M.P.)

Experience: 10 Years

Dr. Roopesh Kaushik had been Assistant Professor of Economics in School of Rural Development at Tata Institute of Social Sciences, Tuljapur. He had supervised nine M. Phil Thesis and had been a member of the Doctoral Advisory Committee and Research Council at TISS, Tuljapur. He had been programme coordinator of Integrated M.Phil-Ph.D. programme and Social Innovation and Entrepreneurship programme at TISS, Tuljapur. He had also convened National Rural Youth Festival 2017 & 2018 and Confluence on Entrepreneurship on 27th & 28th of December 2019, at TISS, Tuljapur. He also worked at the post of Assistant Professor in the Department of Economics at Central University of Rajasthan and IMS Unison University, Dehradun. He delivered guest lecture on Development & Resource Economics at the Central University of Rajasthan (CURAJ). He obtained his Master of Philosophy and Master of Arts Degree in Economics from Devi Ahilya University and Ph.D. from Indian Institute of Technology, Kanpur. He qualified University Grants Commission's National Eligibility Test (NET) for Lectureship (Economics) in 2006. To his credit, he had published many research papers in national and international journals and presented papers in conferences. Dr. Kaushik is also a visiting professor at IIM Indore.

Research Interest Areas: Institutional Economics, Environment & Resources Economics, Development Studies, Social Entrepreneurship, Cost-Benefit Analysis, Project Evaluation, Industrial Organization.

Consulting Interest Areas: Environmental Impact Assessment, Livelihood, Project Evaluation, Corporate Social Responsibility.



Prof. Shallini Taneja

FPM, MDI-Gurgaon; M. Phil (Economics), MKU; MBA, VMU; M.A (Economics); B.Com, Panjab University

Experience: Over 19 years

Prof. Shallini Taneja has over 19 years of experience in teaching, research, and industry. She has worked as a senior research fellow with her professors for an AICTE-sponsored National Research Project on "CSR Reporting Practices in Indian Companies." She received sponsorships from ISDRS at Columbia University and The Wharton School, USA, for paper presentation and attending conferences. She has served

as an honorary advisor to BRICS Chamber of Commerce and Industry, New Delhi, in the CSR wing. She is a guest faculty at the Indian Institute of Corporate Affairs (IICA) under the aegis of the Ministry of Corporate Affairs, GOI. She has conducted joint programmes on Sustainable Development Goals—Agenda 2030 for the United Nations Information Centre for India and Bhutan, based in New Delhi, NISD under the aegis of the Ministry of Social Justice & Empowerment, GOI. She is a reviewer and guest editor for various national and international journals. She has many national and international publications. Her research paper published in the Journal of Business Ethics (Impact factor: 8.1) has had more than 480 citations since 2011. She has conducted the International Training Program for EMBA Batch from Sichuan University, China, on business environment and corporate governance. She has also conducted various in-house and online Management Development Programs (MDPs) for companies including NHPC, GAIL, IRCTC, and JK Cement. She is currently Area chair-Economics & Business Policy and Prof-in-charge, Center for Sustainable Development (CSD) at FORE School of Management, New Delhi.

Research Interest Areas Corporate Social Responsibility, Business Environment, Corporate Social Performance, Stakeholder Management and Business Ethics.

Consulting Interest Areas: Corporate Social Responsibility- Impact Assessment and Measurement, Stakeholder Management and Sustainability Reporting.



Prof. Tavishi Tewary

Ph.D., NITIE, Mumbai;
M.A., JNU; B.A. (Hons)
(Economics), Delhi
University

Experience: 10 Years

Prof. Tewary has been an academican in the area of Economics. She has to her credit many national and international publications. She has experience in policy research and trade impact assessment. She has also conducted FDPs on Data Analysis using SPSS. In academics, she had been associated with teaching at UDLAP, Mexico.

Research Interest Areas: International Economics, Sustainability, Renewable Energy, and Macro Economics Modelling.

Consulting Interest Areas: Climate Change, Renewable Energy, Business Sustainability, Public policy, SDG goals.

FINANCE



Prof. Aditya Banerjee

Ph.D., IIM Ranchi
(Accounting and Finance
Area); MBA (Finance)
Bengal Engineering and
Science University, Shibpur
(IEST); PGD in Securities
Markets, Indian Institute of
Capital Markets; B. Com, University of Calcutta

Experience: Over 8 Years

Prof. Aditya Banerjee is currently a faculty in the Finance Area at the FORE School of Management (FSM). Before joining FSM, he was a faculty in the Finance area for over seven years in various universities in India and abroad. He has several publications in peer-reviewed journals indexed in Scopus and listed in ABDC and ABS. His research focuses on understanding how information from different sources affects stock price movement differently.

Research Interest Areas: Corporate Finance, Asset Pricing, Information Efficiency of Stock Prices, and Banking.

Consulting Interest Areas: Corporate Finance, Investment Analysis and Valuation, Financial Analytics.



Prof. Bhaskar Chhimwal

Ph.D., IIT Bombay; MBA
(Finance), FMS, BHU; M.Sc.
(Applied Physics), G.B. Pant
University of Ag. & Tech.,
B.Sc. Kumaun University

Experience: 04 Years

Prof. Bhaskar Chhimwal has been a post-doctoral fellow at SJMSOM, IIT Bombay in the area of Finance. His research and teaching interests include Investment Analysis, Trading Strategies and Asset Pricing. Prior to joining SJMSOM as a post-doctoral fellow, Prof. Bhaskar completed Ph.D. in Finance area from SJMSOM, IIT Bombay. He presented research papers at many prestigious international and national finance conferences. His work received the "Best Paper Award" at the prestigious 8th ICBAI conference held at IISc. Bangalore. He has published

research work in peer-reviewed finance journals of international repute. He also assisted in various courses on online platforms like NPTEL and MOOC. He is also associated with various international journals as a reviewer and also associated with American Finance Association (AFA) as a member. He also actively follows the Indian stock market and deploys strategies on real-time data to transform research knowledge into practice.

Research Interest Areas: Trading Strategies, Asset Pricing, Portfolio Analysis.

Consulting Interest Areas: Corporate Finance, Portfolio Management, Trading Strategies, Asset Pricing, Empirical Issues in Capital Market.



Prof. Gaurav Gupta

Ph.D., IIT Kharagpur; CFA, ICFAI University, Tripura; M. Com, MJP Rohilkhand University, Bareilly

Experience: 4 Years 10 Months

Prof. Gaurav Gupta has completed his Ph.D. in Finance from Indian Institute of Technology Kharagpur, India. He has worked as an Assistant Professor of Finance and Accounting at VIT University, Vellore. He has also received financial assistance from IIT Kharagpur to travel abroad to present research papers at the International Conference. He has qualified National Eligibility Test (NET) and was rewarded a Junior Research Fellowship (JRF) from UGC. He is actively exploring the area of Finance and Accounting and has published several research papers in national and international journals.

Research Interest Areas: Corporate Finance, Financial Accounting, Financial Economics, Behavioural Finance.

Consulting Interest Areas: Corporate Investments, Corporate Finance, Financial market.



Prof. Himanshu Joshi

Ph.D.; MBA (Finance); B.Sc. (Mathematics), CCSU Meerut; FDP (IIM-Ahmedabad); Specialist Diploma in Credit Risk Management, NUS Singapore

Experience: Over 21 Years

Prof. Himanshu Joshi has an experience of over two decades in Teaching, Training, and Research at MBA/PGDM level. He is currently working as Professor in Finance with FORE School of Management, New Delhi. He is also associated with Indian Institute of Management – Rohtak and Indian Institute of Corporate Affairs – Manesar as a visiting faculty. Prof. Joshi developed and conducted various executive education programs for corporates and PSUs on the following topics- Spreadsheet Modelling for Valuation, Enterprise Risk Management, Foreign Exchange Risk Management, and Financial Strategies for Value Creation. He has published research papers in peer-reviewed journals indexed in Scopus, Web of Science, and has listed them in ABDC and ABS, and reviewed papers for publications like Sage, Wiley, and Emerald. He has also contributed in institution building activities by handling academic administration responsibilities such as – Dean- Academic Services, Professor in Charge - International Relations; Chair-Student Affairs; Chair-Computer Centre Advisory Committee; and Chair-Library Advisory Committee; Member-Staff Appraisal and Review Committee, Member-NIRF Committee.

Research Interest Areas: Corporate Finance – Valuation, Cash Holdings, Creditors’ Right and Firm Performance, IBC; Asset Pricing – Statistical Learning Applications in Asset Pricing; Interdisciplinary – Behavioral Finance, Stakeholder Theory and Firm Performance, Employee Satisfaction and the Firm.

Consulting Interest Areas: Valuation, Restructuring, Foreign Exchange Risk Management.



Prof. Pratibha Wasan

Ph.D., FMS, University of Delhi; UGC NET

Experience: 19 Years

Prof. Pratibha Wasan qualified the National Eligibility Test for lectureship in Management, conducted by the University Grants Commission of India, in 2004. She received her Ph.D. degree in Finance from FMS, Delhi University, Delhi, India, in 2010. Dr. Pratibha is the author of several business cases published by ISB-IVEY. She has successfully supervised doctoral students and has written numerous research papers in top international journals with high impact factor including

(Journal of Cleaner Production, International Journal of Bank Marketing, Journal of General Management, and IIMB Review). She has been teaching courses on Financial Accounting, Corporate Finance, Corporate Restructuring, Derivatives & Risk Management, Cost Accounting, and Advanced Corporate Finance. She has several 'Best Teaching Faculty' awards to her credit. Before her academic career, Dr. Pratibha worked as Business Consultant with HCL Infosystems, Noida. She received from HCL Infosystems, 'Excellence in Performance' award in the year 2003 for her exceptional work performance.

Research Interest Areas: Green Finance, Sustainability, Earnings Quality, Mergers & Acquisitions, and Corporate Governance.

Consulting Interest Areas: Costing, Corporate Restructuring, Capital Budgeting.



Prof. Samta Jain

Ph.D., IITD; M. Com,
Delhi University;
PGDM (Finance);
B. Com(H),
Delhi University

Experience: 04 Years

She has completed her Ph.D. in Finance from the Department of Management Studies, Indian Institute of Technology Delhi, India. Her thesis was nominated for Amit Garg Memorial Research Award 2019. During her Ph.D., she received Research Scholars' Travel Allowance for presenting a research paper at the International Conference from IIT Delhi. She is a dual Postgraduate (M. Com and PGDM) in the area of Finance. She qualified National Eligibility Test (NET) conducted by UGC in the first attempt. She was rewarded a Junior Research Fellowship (JRF) from UGC. She has presented research papers at various conferences of national as well as international repute. She also has a few book chapters to her credit. She has also contributed as a Quantitative Research Analyst in the public policy area of education.

Research Interest Areas: Corporate Finance, Financial Accounting, Mergers, and Acquisitions.

Consulting Interest Areas: Financial Analysis, Mergers, and Acquisitions, Post-acquisition integration.



Prof. Tarun K. Soni

FPM, Arun Jaitley National Institute of Financial Management (Finance), M.B.A. (Finance and Business Economics); M. A (Economics); UGC-NET, B. Com

Experience: 12 Years

Prof. Tarun K. Soni is currently an Assistant Professor in the area of Finance at FORE School of Management (FSM). Before joining FSM, he worked on public policy issues with prestigious Institutions and Think Tanks like the Ministry of Finance, the Prime Minister's Office, and Niti Aayog. He has taught Finance subjects and courses at the Postgraduate level to management students at Lal Bahadur Shastri Institute of Management, Banasthali University, IBS Gurgaon and Jaipuria Institute of Management. He is a keen researcher and has published research papers in high-impact Scopus and ABDC listed journals.

Research Interest Areas: Commodity Markets, Financial Markets, Panel/Time Series Modelling, CSR and Corporate Governance.

Consulting Interest Areas: Risk Management, Financial Markets, Wealth Management.



Prof. Vandana Bhama

Ph.D. (Finance) - IIT Delhi;
MBA (Finance) – RIMT-
IMCT, Mandi Gobindgarh,
Punjab, B. Com (Hons),
Mata Gajri College, Sirhind,
Punjab

Experience: 08 Years

Dr. Vandana Bhama is working as an Assistant Professor in the area of Finance. She has 8 years of teaching and research experience. Her teaching interests include - Financial Accounting, Corporate Finance, Financial Derivatives and Risk Management. She has published her research work in some leading journals like the International Journal of Managerial Finance (Emerald), IIMB Management Review (Elsevier), Journal of Emerging Market Finance (Sage). She has also presented her research work at international and national conferences. She has delivered sessions in various Management Development Programs (MDPs) and Faculty Development Programs (FDPs) at FORE School of Management. She has attended certified

online programs on Applied Financial Risk Management, Equity Valuation, and Financial Modelling. She has been awarded scholarships and certificates for securing high positions in her academic background.

Research Interests: Corporate Finance, Stock Market Performance, Firm Performance.

Consulting Interest Areas: Financial Risk Management.



Prof. Vandana Gupta

Ph.D., Finance; PGDM, IIM Ahmedabad

Experience: 32 Years

Prof. Vandana Gupta is a PGDM from the Indian Institute of Management, Ahmedabad and a Ph.D. Finance in Credit Risk. She has more than a decade of experience with the industry and has worked with some of the leading corporates such as ICRA Limited, Religare Securities Limited, Infosys, Bennett Coleman & Co Limited, and Modi Telstra. She has been associated with B-schools as MDI, IMI as a visiting faculty, and IMT-Ghaziabad. Her teaching areas are Financial Accounting, Corporate Finance, Business Valuations, Corporate Restructuring and M&A, Credit Risk Analysis and Management, Project Appraisal and Financing. She has attained certification for attending a course on Credit Risk Management from NSU, Singapore. She is the recipient of the award for *'20 Most Influential Women in Academics 2021'* in August 2021 from the Academy of Management Professionals and Education Ninja and also the recipient of the *ILDC-AMP Women's Excellence Award 2020* for contribution to management education in Finance. She has to her credit several publications in national and international journals and has presented research papers in national and international conferences. She has also undertaken Management Development Programs in Project Financing, Spreadsheet Modeling for M&A, and Credit Risk Modeling.

Research Interest Areas: Business Valuations, Mergers, and Acquisitions, Credit Risk, Bankruptcy Prediction.

Consulting Interest Areas: Credit Rating, Business Valuations, Insolvency, and Bankruptcy.



Prof. Vikas Pandey

FPM, Indian Institute of Management, Lucknow; MBA (Finance and Accounting), ICAI Business School Hyderabad; B. Tech (Textile Technology), Government

Central Textile Institute Kanpur

Experience: 12 Years

Prof. Vikas Pandey has worked for one and a half years at IIM Jammu as an Assistant Professor in Finance and Accounting. Earlier, he was associated with the School of Management & Entrepreneurship at Shiv Nadar University. He has also been associated with Shiv Nadar University as a guest faculty. He has several publications to his name in international journals and also presented research at international conferences. He has also conducted Management Development and Executive Management Programs in Corporate Finance, Financial Risk Management, and Portfolio Analysis.

He also has professional experience of more than seven years in accounting and financial reporting of hedge and private equity funds.

Research Interest Areas: Financial derivatives, Asset allocation, Commodity and Commodity derivatives, Volatility & Volatility spillover.

Consulting Interest Areas: Management Accounting, Financial Management, Financial Derivatives, Investment Management, Financial Econometrics.

INFORMATION TECHNOLOGY



Prof. Amarnath Mitra

Ph.D. (Management), IFHE Hyderabad; M.Sc (Mathematics), NIT Rourkela; UGC-NET (Management)

Experience: 12 Years

Dr. Amarnath Mitra is working as an Associate Professor in the area of Big Data Analytics (IT) at FORE School of Management, New Delhi. Dr. Mitra has over 12 years of experience in industry & academics. In the industry, he has worked as an Analyst and a Researcher with substantial exposure to working with big & high-frequency data and analytics. In academics, Dr. Mitra worked as a full-time faculty in management institutes such as BML

Munjal University Gurugram, IMI New Delhi, and IBS Hyderabad. As a guest/visiting faculty, he has taught in several reputed institutions like IIFT New Delhi, SIBM Pune, NMIMS Hyderabad, and IIIT Bhubaneswar among others. Dr. Mitra has over 15 research papers and cases in international peer-reviewed journals and has taught subjects such as Big Data Analytics, Machine & Deep Learning, Data Science, Predictive Analytics, Business Analytics, Quantitative Methods, Business Research Methods, Operations Research, Econometrics, among others.

Research Interest Areas: Asset Pricing, Energy Economics, Climate Finance, Financial Derivatives and Risk Management.

Consulting Interest Areas: Data Analytics, Financial Modeling and Analytics.



Prof. Ashok Kumar Harnal

B.Tech, IIT Delhi; M.Phil (Social Sciences), Punjab University, Chandigarh; MA (Economics); Diploma in Project Management, Punjabi University, Patiala

Experience: 31 Years

Prof. Ashok Kumar Harnal has worked extensively in multiple facets of Big Data Systems-Machine Learning, Deep Learning & NLP, Big-Data storage systems (Hadoop and NoSQL databases), Graph Databases, Streaming Analytics using Spark, Kafka and Confluent, Reinforcement Learning. He has been teaching Big Data technology for around last twelve years. Since last eight years, he has been collaborating closely with University of California, Riverside, in a program on taking sessions on Big Data for Executives from around the world. FORE School of Management has trained officers from RITES, NABARD, Tech Mahindra, Punjab National Bank, Central Bank of India, Union Bank of India and many other organizations in Data Analytics. Presently, FSM has been training officers of a bank. What is a matter of pride for FSM is that many of our students are at very high positions in Industry! Prof. Harnal regards himself as a person who can build teams, develop them gradually and guarantee the implementation of any country-wide information system project as per the targets set and within the cost estimates. Being an open-source expert, his systems generally are highly cost-competitive but at the same time robust, user-friendly, meeting all security

requirements and requiring normal hardware. FSM has successfully conducted three programs on Healthcare Analytics; two programs were of three months' duration and one was for a duration of 9 months. He has published two books (both by Tata McGraw-Hill); one on How to program games on computers and the other on Linux Administration and Applications. During his stay in the Min of Defence, he executed three country-wide projects on Information Systems.

Research Interest Areas: Big Data and Data Analytics.

Consulting Interest Areas: Big Data and Data Analytics, Knowledge Management Systems, Computerization of land records.



Prof. Rajneesh Chauhan
Professor (IT) and Dean (Corporate Relations)

Ph.D., National Law University Jodhpur; PGDBM, IMT Ghaziabad; B.Tech. Electrical Engineering (Honours),

National Institute of Technology, Hamirpur

Experience: 30 Years

With more than two decades in the area of IT, ERP, Consulting and Operations Management, he has worked extensively with Fortune 500 clients across Asia Pacific, Europe and America. Within India, he has worked with clients in Government as well as Private sector. He started his career in the R & D unit of a Fortune 500 organization. He has also worked with Infosys, where he was the "Operations & Strategy" Head for Enterprise Solutions, a business unit with annual revenues of 1,000 Million USD, 10,000 employees and CAGR of 33 %. He was a part of Infosys Senior Management, was a level below the Infosys Executive Board. At FSM, he is a Professor in the area of Information Technology who teaches courses like Machine Learning, Blockchains, FinTech, etc. He is also the Dean of Corporate Relations.

Research Interest Areas: Outsourcing, ERP, Machine Learning, Sustainability, Innovation.

Consulting Interest Areas: Technology Consulting, Operations Management, Outsourcing & Offshoring, ERP, Program Management.



Prof. Rakhi Tripathi

Ph.D. (IIT Delhi); MS (Computer Science) Bowie State University, Maryland

Experience: 13 Years

Prof. Rakhi Tripathi is an expert in Digital Innovation and Technologies. Several research papers have been published in national as well as international reputed journals, conferences and books. She has completed many research projects on Cloud Computing, Digital Technologies for higher education, Social Listening etc. Primary objective of her research is to use Digital technologies to serve society. Her latest project along with three other Professors from King's College London and London School of Economics is from British Academy, UK. She has been awarded the 'Best IT Professor' National Education award by Headlines Today in 2012 and Awarded 'Outstanding Women in Science' in the field of Information Technology in 2018 by Venus International Foundation, Chennai, India.

Research Interest Areas: Digital Technologies and Innovation, Web Analytics, Social Media Analytics and Social Listening.

Consulting Interest Areas: Digital Strategy and Innovation, Social Media, Web Analytics and Social Listening.

He received the Outstanding Author for being Editor of the book on CSR & Competitiveness (2012). He is also working as a consultant with Grant Thornton Academy in the Data Analytics domain. His research papers have won best paper awards in the international conferences.

Dr Mittal has traveled to many countries like Austria, Indonesia, Ethiopia, UAE, Malaysia and Thailand for academic and research purposes. He has chaired/ attended several corporate events organized by AAMAI (Indonesia Insurance Institute); Gunadarma University, Indonesia; UTAS, Ibri, Oman; Universiti Teknologi Mara, Malaysia, PHDCCI, ASSOCHAM, CII, INDIACSR, SERD, HR SuccessTalk, and other organizations.

Research Interest Areas: Knowledge Management, Mobile Marketing, Digital Marketing and Analytics, E-Commerce.

Consulting Interest Areas: Electronic Business, ERP Implementation, IT-based startups, Digital Marketing, Data Analytics, Data Visualisations, Dashboard development.



Prof. Saurabh Mittal

Ph.D., Sharda University; M. Phil, Alagappa University; MCA, M. D. University, Rohtak

Experience: Over 18 Years

Dr. Saurabh Mittal has a rich experience of 18+ years in academics and industry. Prior to FORE School of Management, New Delhi, he worked with reputed B-Schools like FIIB, New Delhi; GLBIMR Gr. Noida, Asia-Pacific Institute of Management, and JK Business School, Gurugram. He also worked with EPFO, Govt. of India for 2.3 years. He has 12 research papers published in SCOPUS, WoS and ABDC indexed/ listed journals. He has successfully organized 11 MDPs / FDPs, 16 International Conferences and 06 National Seminars. He is the recipient of the reputed *21st Dewang Mehta Award*, and was the Finalist in the *Pearson Teaching Awards 2014*.



Prof. Shilpi Jain

Fellow - MDI-Gurgaon; M.Tech (Information Systems), NSIT, Dwarka; MBA (Marketing) Institute of Management Science & Productivity Research, Delhi

Experience: 25 Years

Prof. Shilpi Jain is currently working as a Professor and Area Chair of IT and Big Data Analytics at FORE School of Management, New Delhi. She has served as a faculty of Information Technology & Systems at various B-Schools and Engineering Institutions. Prior to joining academia, she also worked in the IT industry such as Infosys Limited, Bangalore. She is a seasoned researcher and academician who has taught both international and national management curriculum at graduate and undergraduate levels. She has executed several industry focused courses such as managing business on cloud, cybersecurity, business analytics, communication on digital platforms, digital transformation and technology strategy. As a Program Director, she has delivered several executive programs in Business Analytics, Design Thinking, Data Visualization, HR Analytics, and Cloud Computing for businesses at organizations like Indian Oil Pipeline, NHPC, Relaxo, AAI, LIC, Mudra Multiplier, Power Grid Corporation of India Limited, Tata Power, and Makemytrip.

com. Prof. Jain has been consistently invited to deliver talks on various themes concerning digital technologies in public forums organized by CII, ASSOCHAM, UNGCI, ONGC, etc. She has published several case studies, and research articles in conference proceedings and journals of repute. Her research works have been recognized, among others globally in ISB-Ivey Global Case Competition (2018) and in the WDI 25th Anniversary Case Writing Competition, Ross School of Michigan USA – 2018.

Research Interest Areas: Multiexperience, User behavior on rapidly evolving technologies such as AI conversation agents, Chatgpt, and digital channels, Digital Inclusion at the Grassroots level, Virtual teams, and Diversity in Crowdsourcing Contests.

Consulting Interest Areas: Business Analytics, Enterprise Systems, Digital commerce, Digital Inclusion at the Grassroots level, Enhancing Digital Communication, and Digital Transformation.



Prof. Tarun Kumar Singhal

Ph.D. (Business Administration), Agra University; MS (Software Systems), BITS Pilani; M.Sc. (Mathematics), Meerut University;

Advanced Diploma in Business Studies; International Certifications (MOOC) on Blockchain, Artificial Intelligence, Analytics, etc.

Experience: 29 Years

Dr. Tarun Kumar Singhal is working as a Professor in the area of Information Technology at FORE School of Management, New Delhi, India. He is a seasoned academician with 29 years of experience in teaching, research, consulting, and training & development. He is actively involved in delivering courses on Blockchain, Artificial Intelligence, Business Analytics, and Information Technology. He is serving as an Assessor with the National Assessment and Accreditation Council (NAAC), India, as a Domain Expert with the School of Vocational Education (SVE), Tata Institute of Social Sciences (TISS), Mumbai, and as an External Member of the Departmental Research Committee (DRC) of Amity International Business School, Amity University, UP. He has conducted management programs and training programs for corporate executives within and outside India. He has

several publications in SCOPUS/WoS/ABDC/ABS indexed/listed journals to his credit. He has been recognized with various awards at national as well as international platforms for his contribution to teaching and research.

Research Interest Areas: Blockchain, Artificial Intelligence, Information Technology, Business Model Innovation, and Social Media Expressions.

Consulting Interest Areas: Blockchain, Artificial Intelligence for Productivity, Trustless Certification of Credentials, Prompt Engineering, Personal, and Professional Competency Assessments.

INTERNATIONAL BUSINESS



Prof. Arbuda Sharma

FPM, XLRI Jamshedpur

Experience: Over 12 Years

Dr. Arbuda Sharma is a Fellow in Management (FPM) from XLRI Jamshedpur, she is faculty at FORE School of Management, New Delhi. She has more than twelve years of experience in leading academic and research Institutions, in various domains like, Marketing, Foreign trade & International Business. In Marketing, she is exploring how multinational corporations enter multiple markets through Product launches and global brand adaptations across cultures. She also works on how international trade discussions influence international business across multiple areas and the role of Global policy and regulatory Institutions, viz WTO & International Business issues, especially in reference to India. Her research has been published in journals of repute. Her teaching interests are Global Branding, Global business environment, International Organizations, and international business.

She is passionate about teaching and uses mixed pedagogies of Lecture, Case Method, Story Telling and Role Playing, for learning. She can be reached at arbuda.sharma@fsm.ac.in

Research Interest Areas: International trade and business, International Trade institutions, International Marketing, Branding across cultures.

Consulting Interest Areas: Exploring new markets, international trade and business, how companies, culture and multilateral trade institutions effect product offering.

**Prof. Sudeep S.**

Ph.D., CUSAT, Cochin;
MIB, CUSAT, Cochin; B.Sc.
(Physics), MG University,
Kottayam; CISA, ISACA,
US; ISO 27001 LA, IQMS,
UK

Experience: 20 Years

Prof. Sudeep S. has over two decades of experience in information technology and management education. His teaching experience in management courses extends over twelve years and he spent eight years in the IT industry before joining academia. His IT industry experience includes software development, project management, information systems audit, and information security consulting. His credentials include Certified Information Systems Auditor (CISA) and ISO 27001 Lead Auditor. He has experience auditing/consulting for banking and financial institutions. Among the major financial institutions, he has worked with are Federal Bank, Dhanlaxmi Bank, Muthoot Finance, UAE Exchange, and National Finance Co. (Oman). His research interests include e-commerce, information security, and technology adoption in business. The courses he teaches include international management, international business management and trade, technology and development.

Research Interest Areas: International Trade and Technology, International Management, Information Security.

Consulting Interest Areas: International business, E-Business strategy development Information security audit and implementation.

**Prof. Faisal Ahmed**

Ph.D., MLSU, Udaipur;
Master of International
Business Management,
AMU, Aligarh; Executive
Certification in Geopolitical
Analysis, IEGG, Geneva

Experience: 18 Years

Prof. Ahmed has eighteen years of experience as an Academician, Researcher and Consultant. He held the position of a consultant to United Nations and other organizations. He is frequently invited as a Speaker, Panelist and a Resource person by institutions and Think Tanks in India and abroad. He has published several research papers, books, chapters, and monographs. His articles have appeared in newspapers like

The Hindu Business Line, South China Morning Post, The Economic Times, The Korea Times, and The Straits Times, among others. He is frequently interviewed as an expert by national and international media including Vietnam TV and the BBC.

Research Interest Areas: Indo-Pacific Trade and Geopolitics, Least Developed Countries, Global Value Chains, Sustainable Development Goals.

Consulting Interest Areas: Economic Integration, South-South Cooperation, Doing Business in Asia-Pacific.

**Prof. Surendar Singh**

Ph.D., Kumaun University,
Nainital, Uttarakhand;
Master in International
Business, IMS Ghaziabad;
Visiting Fellow, Korean
Institute of International
Economy

Experience: 16 Years

He has more than 16 years of experience in Research, Teaching and Consultancy. He has also worked as a Consultant for the World Bank Group, Washington D.C and Asian Development Bank, Manila and United Nations Economic and Social Commission for Asia and the Pacific (UNESCAP) Bangkok, Thailand. He has published several research papers, book chapters, and discussion papers. His articles have appeared in newspapers and online news portals the Hindu Business Line, The Wire and Business World. He is also a recipient of the Asia Pacific Trade Facilitation Forum 2017, Trade Facilitation Award Yogyakarta, Malaysia.

Research Interest Areas: International Trade Policy, Industrial Policy, Global Value Chains, Export-Import Procedures, WTO, Digitalisation, and Development.

Consulting Interest Areas: Export-Import Procedures, Foreign Trade Policy and Procedures, Global Value Chains, and International Trade Agreements.

MARKETING**Prof. Ajay Kumar Pandey**

Ph.D., Symbiosis
International University
Pune; EPGP, IIM Indore; M.
Tech. (Analysis & Design),
NIT Allahabad; B. Tech.
(Civil Engineering), NIT
Surat

Experience: 20 Years

An alumnus of IIM Indore, Dr. Ajay Kumar Pandey has been a marketing and business strategy professional with a position of top management leadership in industry. During his sterling industry career, he has been a part of premier government and corporate organizations in the areas of Renewable Energy, Power, Infrastructure and PPP Corporate Advisory, etc. He has been associated with the organizations like Inox Wind Limited, L&T and NHPC before moving to academics in management. He dealt with various government agencies in India and neighboring countries to promote Sustainable Development. In academics, he has been associated with teaching at BIM Trichy, IMT Ghaziabad and NIT Allahabad.

He had also represented Indian delegation twice on behalf of the Confederation of Indian Industry (CII) in 2012 and 2013 to the then Nepalese Prime Minister Dr. Baburam Bhattarai in Kathmandu for the development of strategic power projects.

He was also awarded with the best presenter award in NHPC vision series, 2008. Apart from various awards in literary and debating activities and essay writings; as a student he had also received various scholarships, viz. GATE Scholarship, National Scholarship, Akikrit Scholarship and Merit Scholarship to name a few.

A true mountaineer and trekker, theatre enthusiast and writer; Dr. Pandey's interests and hobbies are as diverse and exciting as his professional career has been. As a philanthropist and cofounder, he runs Change I Network (CIN), an NGO headquartered in New Delhi, with a mission to bring positive change in the lives of underprivileged communities.

Research Interest Areas: Business-to-Business Marketing, Marketing Research, Marketing Models & Analytics, Sustainability, Renewable Energy and Power Policy.

Consulting Interest Areas: Business-to-Business Marketing, Logistics Sales, Marketing of Business Solutions and Services in Renewable Energy / Power Sector, Techno-commercial Appraisal of Power Projects, SDG, CSR, and PPP Corporate Advisory.



Prof. Ashutosh Pandey
Ph.D., ABV-IIITM Gwalior; MMM (Marketing Management), University of Pune; M.Com. (Applied Economics), University of Lucknow; B.Com., University of Lucknow

Experience: 10 Years 07 Months

He earned his doctorate in marketing from ABV-Indian Institute of Information Technology and Management, Gwalior. He holds a UGC-NET Management qualification and has worked in industry and academics for over ten years. He has taught postgraduate and executive students about business research methods, advanced marketing research, services marketing, marketing management, consumer behavior, and structural equation modeling. His research has appeared in many prestigious journals, including Environment, Development, and Sustainability, Journal of Quality Assurance in Hospitality & Tourism, and the International Journal of Tourism Cities. He has worked as a visiting professor at IMT Ghaziabad and the Indian Institute of Travel and Tourism Management in Gwalior. Prof. Pandey has been a resource person for several qualitative and quantitative research workshops hosted at respected organizations such as NIT Allahabad, NIFTM Sonapat and an invited speaker at the AICTE-sponsored Faculty Development Program. Prof. Pandey is currently associated with FORE School of Management, New Delhi as an Assistant Professor in Marketing Area.

Research Interest Areas: Experience Quality, eWOM, Destination Management, Social Media Marketing, Responsible Tourism.

Consulting Interest Areas: Business Research Methods, Advance Marketing Research, Structural Equation Modeling (SEM), PLS-SEM, Service Encounter Management, Social Media Analytics, Tourist Engagement.



Prof. Asif Zameer

Ph.D., Hamdard University, New Delhi; MBA, Jamia Millia Islamia University, New Delhi; B.E. (Mechanical), Delhi College of Engineering (now DTU), Delhi

Experience: 35 Years

Prof. Asif Zameer is a Professor of Marketing at FORE School of Management (FSM). Earlier to that, he was Dean – Academics at IMT Centre for Distance Learning, Ghaziabad. He has also been the Dean (Corporate Relations) at FSM apart from holding many other academic administrative responsibilities. He is a B.E.(Mechanical) from Delhi College of Engineering, MBA from Jamia Millia Islamia and Ph.D. from Hamdard University. He has

more than 3 decades of experience in total, including 16.5 years of rich industry exposure and over 18 years of teaching experience in top institutions and universities in the country. He started his career as an Engineer at BHEL, and later on worked in responsible positions in Marketing and Business Development functions for diverse organizations like Gillette, Duracell, Heatly & Gresham, Geep Torches and Amkette Computer Peripherals.

Research Interest Areas: Sales and Distribution, Retailing, Marketing Management, B2B Marketing, Mall Management, and Consumer Behaviour.

Consulting Interest Areas: Sales Force Management, Distribution Planning and Management, Key Account Management, Retailing, Mall Management, Online and Distance Education.



Prof. Ayushi Sharma

Ph.D., IIFT Delhi; MBA (Communications), MICA, Ahmedabad; B.Tech. (Chemical Engg.), Aligarh Muslim University

Experience: 8 Years

Prof. (Dr.) Ayushi Sharma has worked at Ernst & Young and did several industry projects focusing on Increasing ROI in marketing and has an industry experience of 2.8 years. Her research interest lies in the domain of E-Commerce, services and promotional strategies in online scenario. She has got scholarship two times in a row from Michigan State University to present her research work at international forums. She has presented her papers in several international conferences, American Marketing Association (AMA), Academy of International Business (AIB), NASMEI (IIM Indore), IIT Delhi, IIM Lucknow to name a few.

Research Interest Areas: E-Commerce, Promotions Strategy, Digital Marketing, and Services Marketing.

Consulting Interest Areas: Digital Marketing, Marketing, and Advertising Spends, Evaluation of Promotional Strategies.



Prof. Nirmalya Bandyopadhyay

Ph.D. (Banasthali University); FPM (XLRI); MBA (Marketing) Calcutta University; M.Sc (Marine Sciences) Calcutta University; ITP (HEC, Paris); B.Sc (Zoology) Calcutta University

Experience: 22 Years

Prof. Nirmalya Bandyopadhyay joined academics after spending 6+ years in sales and marketing function in corporate sector. He has 16 years of experience in academics, major part of which was spent in Goa Institute of Management and IIM Rohtak. In 2012, he was awarded a full scholarship by HEC Paris to pursue International Teacher's Program in France. He has in his credit a number of publications in reputed National and International journals like Marketing Intelligence and Planning, International Journal of Bank Marketing etc. He attended and presented his research at reputed national and international conferences like AMA Summer Educators (Boston, USA), Harvard Business School (Boston, USA), ANZAM (Melbourne, Australia), International Marketing Trend Conference (Venice, Italy), MARCON (India), NASMEI (India) to name a few.

Research Interest Areas: Impulse Buying, Service Quality, Green Marketing.

Consulting Interest Areas: Pharmaceutical Sales Management, Marketing Research, Distribution Management.



Prof. Pramod Chandra

Post-Doctoral Fellow (PDF), IIT Kanpur; Ph.D. (Marketing), IIT Roorkee; MBA (Marketing) and B.Sc. (Bio-Group), HNB Garhwal University (A Central University), Uttarakhand

Experience: 15 Years

Prof. Pramod Chandra is an Assistant Professor of Marketing at FORE School of Management. He is currently teaching elective courses on Consumer Behavior, Advertising & Brand Management, Services Marketing, and a core course on Marketing Management. Prof. Chandra also teaches Introduction to Research Philosophy and The Ontology and Epistemology of Sustainable Marketing for FPM scholars.

Pramod Chandra was an Institute Post-Doctoral Fellow (PDF) at IIT-Kanpur after completing his doctorate (Ph.D.) from the Indian Institute of Technology, Roorkee. He has over 15 years of work experience in academia, research, and consultancy.

Chandra's current research focuses on applying sustainable marketing practices and value chain concepts to building a scholarly foundation for a sustainable society and planet. Specifically, Prof. Chandra genuinely considers his social obligations while choosing his research area and always emphasizes pursuing socially responsible research. His past work has successfully explored sustainable strategic marketing prospects for the medicinal and aromatic plants and tourism businesses of Uttarakhand and India.

Prof. Pramod Chandra also served as a jury member for the Indian Railways Public Competition - "Innovation Challenge for 'Identifying New Non-Fare Revenue Sources'" conducted by the Research Designs and Standards Organisation (RDSO), Ministry of Indian Railways. In addition, Prof. Pramod Chandra is also associated with international academic bodies like the American Educational Research Association, Academy of Management, and International Institute of Qualitative Methodology as a reviewer and advisor for their well-reputed conferences, workshops, research, and grants proposals. He is a member of the editorial board for Business Strategy and Development, an International Journal of ERP, and John Wiley & Sons Ltd.

Research Interest Areas: Strategic Marketing, Sustainable Marketing, Marketing for Sustainability, Sustainable Advertising, Sustainable tourism in the Indian Himalayan Region, Medicinal and aromatic plants Marketing and Sustainability, Conservation Marketing, & Value Chain Analysis.

Consulting Interest Areas: Strategy Development through SWOT and QSPM Analysis, Homestay Tourism, Sustainable Tourism, Value Chain Analysis, Branding of the natural resource business, and Consumer Behavior Analysis.



Prof. Rahul Pratap Singh Kaurav

Ph.D; MBA; MTM

Experience: 14 Years

Dr. Kaurav is into academics since 2008. He is responsible for Teaching,

Training, Research, and Consultancy at FSM. His teaching and research interests include Marketing Management, Services Marketing, Research Methodology, Marketing Research, Marketing Analytics, and Tourism Concepts-Economics-Marketing. He is a professionally acquired trainer for quantitative and qualitative research software and into training of SPSS, Jamovi, MAXQDA, NVIVO, and Bibliometric Analysis. He has published research papers in many journals of repute, starting from A in ABDC, Scopus, ABS and WOS. He has been associated with the University of Liverpool, UK, BITS-Pilani, and Taylor's University, Malaysia as an adjunct faculty. He served on various committees of Syllabus and course designing and Member of expert committees on teaching, training and research effectiveness.

Research Interest Areas: Travel Motivation, Destination, Internal Marketing, Intellectual Structure, Bibliometric Analysis, Technology Acceptance Model, Hospitality, Tourism and Hospitality, Religious Tourism.

Consulting Interest Areas: Visual Storytelling, Visualizing Market Reports, Advance Marketing Research, Social Media Analytics, Tourism-Destination Marketing.



Prof. Rajarshi Debnath

Ph.D. (Marketing), VGSOM, IIT Kharagpur; MBA (Marketing & Finance), NERIST; B.E. (Electronics & Telecommunication), Solapur University

Experience: 3 Years 06 Months

Dr. Rajarshi Debnath has been working as an Assistant Professor in the area of Marketing at FORE School of Management (FSM). He is also a Visiting Faculty at IMT Ghaziabad. Prior to joining FSM, he had been an Assistant Professor (Marketing) in Sarala Birla University, Ranchi; Brainware University, Kolkata and a visiting faculty at Techno Main Salt Lake, Kolkata. With a B.E., MBA and Ph.D. from Vinod Gupta School of Management, IIT Kharagpur, he has published papers in ABDC and Scopus-listed journals. He has presented his work in International Conferences of well repute organized by IIM Ahmedabad, IIM Calcutta, IIM Indore and IIM Trichy. He has also received financial assistance from IIT Kharagpur to travel abroad to present a research paper at the International Conference in USA. He has reviewed papers for Journal of Relationship Marketing (Taylor & Francis);

ANZMAC, AMA Conferences & International Journal of System Assurance Engineering and Management (Springer). He has actively conducted several Webinars, Workshops and Faculty Development Programs. He has also developed and delivered Value Added Courses in "Digital Advertising" and "Research".

Research Interest Areas: Service Element, Customer Satisfaction, Customer Loyalty, Rural Marketing and Digital & Social Media Marketing.

Consulting Interest Areas: Customer Loyalty, Rural Marketing and Digital & Social Media Marketing.



Prof. Surabhi Koul

Ph.D; MBA (Marketing),
SMVDU, Jammu

Experience: 08 Years

Dr. Surabhi Koul is an Assistant Professor in the area of Marketing at FORE School of Management. She has extensive teaching experience, covering core and elective courses such as Fundamentals of Marketing, Marketing Research, Services Marketing, Technology and Marketing, and Brand Management. She has published several research papers in ABDC, WOS and Scopus Journals. Her research not only delves deeper in the contemporary trends of Marketing but also diversity. She makes way to understand this Gen Z and the ultra-latest- Gen Alpha and their impact of various consumption models. She has presented her work in International Conferences of repute organized by IIM A, IIM B and IIM C. She was previously associated with NMIMS Navi Mumbai and BITS Pilani.

Research Interest Areas: Gen Z Consumption Patterns, Maladaptive Consumption, Consumer Wellbeing.

Consulting Interest Areas: Branding and Media Planning.



Prof. Varsha Khattri

Ph.D., Gautam Buddha University, Greater Noida; MAPRM (Master of Advertising and Public Relations Management), Devi Ahilya

Vishwavidyalaya, Indore; B. Com, Bundelkhand University, Jhansi

Experience: 17 Years

Dr. Varsha Khattri is an Associate Professor in the area of Marketing at FORE School of Management. She is a resourceful professional with more than 17 years of experience in teaching, training and research. Her subjects of interest are Brand Management, Advertising Management, Consumer Behavior and Integrated Marketing Communication. Many of her insightful papers have been published in reputed journals like Emerald Emerging Markets Case Studies, Global Business Review and European Case Clearing House. She also won laurels for best paper in several conferences. To her credentials, she has also been a part of Pacific Asia Travel Association (PATA) India Chapter, Tata Motors, Common Wealth Games and Directorate General Resettlement, Ministry of Defence Training Programmes and also recorded video lectures for Massive Open Online Course (MOOC) in her previous assignment at Amity Business School.

Research Interest Areas: Brand Management, Advertising, Marketing Communications, Consumer Behaviour.

Consulting Interest Areas: Brand Promotion.

HUMAN RESOURCE



Prof. Antarpreet Singh

B.E. (Electrical Engg.);
M.B.A. (University Gold Medalist); Ph.D. (Pursuing from IIM-Indore)

Experience: 37 Years

Prof. Antarpreet Singh is a Techno-Business Strategist cum Academician with 37 years of experience with global technology companies and premier B-Schools. He held top/senior leadership positions with Alcatel Lucent, Lucent AT&T, Fujitsu, Tellabs, Reliance Jio and Indian School of Business (ISB). In his role as a Director of R&D with Lucent AT&T and later Alcatel Lucent, he spearheaded technology transformation initiatives in CDMA network in USA. Later, he moved to Global Corporate Education within Alcatel Lucent and held the position of Asia Pacific head with Alcatel Lucent University (24 campuses in APAC). He later set up a countrywide Jio University as a Chief Learning Officer of Reliance Jio. He moved to

management education space in 2018 with ISB (Hyderabad) and spearheaded initiatives to set up ISB digital campus. He is also adjunct/guest faculty with IIM-Lucknow (Executive programs), MDI (Gurgaon), BIMTECH (G.Noida) and GIBS (Bangalore). He also conducts master classes & Management Development Programs for CEOs, CHROs and senior/mid-level professionals in the industry.

Research Interest Areas: Artificial Intelligence adoption in HR, Human-Machine Collaboration, Digital Leadership, Digital Transformation and Industry 5.0, AI driven Strategic HR, AI led HR transformation.

Consulting Interest Areas: AI adoption in HR, Digital transformation of HR, Designing & Building Corporate Academies, Industry 5.0, Strategic Human Capital.



Prof. Chiradip Bandyopadhyay

Ph.D., IIT Kharagpur; PGDPM, XISS Ranchi; B. Tech, (Fibre Technology), Calcutta University

Experience: 13 Years

Dr. Chiradip Bandyopadhyay is a Ph.D. in HR from IIT Kharagpur, a Postgraduate in HR from XISS Ranchi, and a Graduate in Fiber Technology from Calcutta University. Trained in managing Technology and Human Resources, he has been a practicing HR Manager in manufacturing as well as services sector firms. He had been with organizations such as the Aditya Birla Group, IBM, Jindal Stainless Ltd, IMRB and lastly as Head HR with Tata Metaliks Ltd. Exposure to diverse business and management contexts, enables him to weave experiences from practice into academic endeavors in terms of teaching and research. He has been associated with the International School of Business & Media, Pune as an Associate Professor in OB/HRM prior to joining FORE School of Management. He has published papers in national as well as international journals. He teaches courses such as Organizational Behavior, Organizational Structure Design and Theory, Human Resource Management, Recruitment & Selection and Competency-based HRM.

Research Interest Areas: Strategic HRM, Signalling perspective of HRM, Managing Risks through HRM, and Diversity and Inclusion.

Consulting Interest Areas: Diversity and Inclusion, HR Risk Management, HR Restructuring, and Deployment.



Prof. Chitra Khari

Ph.D., Indian Institute of Technology, Delhi; MBA (HR), GGSIPU Delhi; B.Tech (Computer Science) UPTU Lucknow

Experience: 5 Years 06 Months

Prof. Chitra Khari is an Assistant Professor in the area of Organizational Behavior & Human Resource Management at FORE School of Management. She completed her Ph.D. at the Department of Management Studies, Indian Institute of Technology (Delhi), in the area of Positive Organizational Scholarship. She has qualified UGC NET with JRF and has received research fellowship during her doctoral studies. Her work is published in the Journal of Human Values, Vision, Journal of Management, Spirituality & Religion, Global Journal of Flexible Systems Management, and as book chapters in Springer and Emerald books. She is the recipient of Fetzer Scholarship given by the MSR division of Academy of Management, US. She has presented her research work in national and international conferences such as the Academy of Management. She is a certified Emotional Intelligence facilitator from MHS Canada.

Research Interest Areas: Green HRM, Mindfulness at workplace, Green Leadership.

Consulting Interest Areas: Emotional Intelligence, Mindfulness at workplace, Well-being.



Prof. Neeraj Kumar

PGDM, (FORE School of Management); PGD (Social Welfare), Calcutta University; B.Sc. (Physics), University of Delhi

Experience: Over 42 Years

Prof. Neeraj Kumar has a total of 42+ years of experience in Industry, Consulting and Teaching. He worked in the HRM function of Steel Authority of India Ltd. for 23 years and

has been a member of faculty at FORE School of Management since 2008. Experience in industry includes all major functions of HR like Employee Relations Management, Performance Management, L & D and Organization Development. Was instrumental in design and implementation of many systemic changes in SAIL. As a part of an International Consultancy Assignment, he was a part of a core team that did a diagnostic study in the ailing Egyptian Iron & Steel Industry. He was also a part of a consulting team that recommended changes at Vishweswaraiyya Steel Company Limited (Bhadravati, Karnataka) and Iron and Steel Works (Kulti, WB). An experienced trainer, he has designed and delivered customized MDPs in a large number of public and private sector organizations including NTPC, BALCO, Airtel, Maruti Udyog, METSO Minerals, Motherson Sumi, Siemens, Punj Lloyd, Capgemini and many others. He has co-authored a text book on Employee Relations Management.

Research Interest Areas: Performance Management, Learning & Development.

Consulting Interest Areas: Performance Management, Learning & Development.



Prof. Prachi Bhatt

Ph.D. (HRM); MHRM;
B.Sc. (Env. Sciences),
M.L. Sukhadia University,
Udaipur; Certified in
Negotiation Research and
Teaching from the Kellogg
School of Management, IL,
USA

Experience: Over 14 Years

Prof. Prachi Bhatt is a Professor in Organizational Behaviour & Human Resource Area at FORE School of Management. She has a Ph.D. and Masters in Human Resource Management (Gold Medalist). She is Certified in Negotiation Research and Teaching from the Kellogg School of Management, Northwestern University, USA. She is also a Certified Expert in Competency-based Management from HRSG, Ontario Canada. She has over 14 years of research, teaching, and training experience. She is also a co-guide to Ph.D. Scholars of reputed Universities in India. She is an active participant in conferences & seminars and has papers to her credit and has published in reputed National and International peer-reviewed journals. She has also co-authored a book titled "Riding the New Tides: Navigating the Future Through

Effective People Management", published by Emerald Publishing (India) in 2017. She also has to her credit book chapters in the books published by Emerald Publishing, Taylor & Francis, Bloomsbury Publishing houses.

Her research experience and corporate association cover projects with Zydus Cadila Healthcare Ltd., Ahmedabad, Gujarat Co-operative Milk Marketing Federation Ltd, Anand, and Indraprastha Apollo Hospitals, New Delhi. She conducts FDPs and Workshops in the areas of interests mentioned below. She has designed and conducted Executive training programs, both customized and open programs, for corporate from public and private sector organizations.

She is currently the Head of the Centre for Psychometric Testing & Research (CPTR) at FSM.

Research Interest Areas: HR Technology, Negotiation Skills, Emerging Competencies and its importance, Psychometric Research, Intrinsic Motivation, Cross-cultural and Conflict Studies.

Consulting Interest Areas: Effectiveness in Negotiation, Conflict-handling, Team-building, HR Analytics, Competency-based Assessment and Management, Psychometric Testing and Applications.



Prof. Sanghamitra Buddhapriya

Ph.D., FMS, University
of Delhi; Post- Doctoral,
McMaster University,
Hamilton, Canada

Experience: Over 27 Years

Dr. Sanghamitra Buddhapriya has more than 25 years of experience in Research, Teaching, Training and Consulting. She received the prestigious Shastri Indo-Canadian Fellowship and did her Post-Doctoral Research from Michael DeGroot School of Business, McMaster University, Canada. She has authored two books and published many research articles in refereed national and international journals. Recipient of '50 Women Leaders in Education' Award, 2019 from World Education Congress and Distinguished Alumni Award, 2018 from Department of Personnel Management and Industrial Relations, Utkal University, Bhubaneswar.

She teaches courses at the Postgraduate level and conducts training programmes extensively.

for both public and private sector organizations in the areas of leadership, team building, interpersonal relationship, strategic HRM, coaching & mentoring, work life balance, gender issues at work, stress management, emotional intelligence, decision making, creativity and innovation etc. Presently, she is the Dean (Academics).

Research Interest Areas: Psychometric Testing, Intrinsic Motivation, Gender Issues at Work, Work life Balance, Diversity Management, Mentoring & Coaching.

Consulting Interest Areas: Strategic Human Resource Management, Competency Mapping, Training & Development.



Prof. Sunanda Nayak

FPM, MDI Gurgaon;
Master's in Personnel Management & Industrial Relations, Utkal University;
Master's in Sociology, Utkal University

Experience: 12 Years

Dr. Sunanda Nayak holds a Doctorate (Fellow Programme in Management), Master's degree in Personnel Management with having specialization in Human Resource Management and Master's degree in Sociology with having specialization in Industrial Sociology. She earned her FPM degree from the MDI Gurgaon, India. She is having 12 years of working experience in corporates and in academics. She has published multiple research papers in journals of repute (including FT 50 and ABDC journals) such as Harvard Business Review, International Journal of Manpower, Aslib Journal of Information Management Journal, Thunderbird International Business Review, and has attended several international conferences including AOM Annual meeting. Along with this, she acts as a reviewer for many leading journals including Human Resource Management Journal, Journal of Management & Organization, Evidence-Based Human Resource Management Journal, International Journal of Manpower and International Journal of Engineering Business Management.

Research Interest Areas: Human Resource Management, Expatriates, E-commerce, Technostress, Employee ethical behaviours, and HR Analytics.

Consulting Interest Areas: High-performance

work system, HR Analytics, Employee engagement, Employee deviant behaviours.

OPERATIONS



Prof. Aakansha Kishore

Ph.D. (Inventory Management), University of Delhi; M.Sc. (Operations Research), University of Delhi; B.Sc. (Honors) Mathematics, University of Delhi; CSIR-NET

(Mathematical Sciences); Actuarial Science Papers (Institute of Actuaries of India, Mumbai), CT1: Financial Mathematics; CT3: Probability and Mathematical Statistics; CT6: Statistical Methods

Experience: 2 Years 08 Months

Dr. Aakanksha Kishore is working as an Assistant Professor in the area of Operations at FORE School of Management, New Delhi. She is a graduate in Mathematics Honors from Sri Venkateswara College, University of Delhi and holds a Master's degree in Operational Research from Hindu College, University of Delhi. She is a doctorate in Inventory Management from Department of Operational Research, University of Delhi. She is also CSIR-NET qualified in Mathematical Sciences in the year 2013. She is an expert in devising inventory strategies / policies for Operations Managers through Mathematical Modelling. To her credit, she has various International Research Publications in ABDC/ SCI/ SCIE/ SCOPUS indexed journals viz. Journal of Cleaner Production, Expert Systems with Applications, Process Integration and Optimization for Sustainability, Scientia Iranica, RAIRO – Operations Research, Control & Cybernetics, Mathematics, International Journal of Industrial Engineering Computations, International Journal of Services Operations and Informatics, International Journal of Mathematical, Engineering and Management Sciences to name a few. She has also received Best Paper Awards for four of her publications. She is a recipient of "Award of Excellence in Research 2022", by International Journal for Modern Trends in Science and Technology in Oct' 2022. She was also awarded "Distinguished Faculty Award" for her academic contribution in the session 2021-22.

Research Interest Areas: Inventory Management, Imperfect items, Supply Chain Management, Production Management, Business Statistics.

Consulting Interest Areas: Inventory

Management for Retail and Production, Sustainability in Supply Chain, Circular Economy.



Prof. Alok Kumar

Ph.D. (Operational Research), University of Delhi; M.A (Operational Research), University of Delhi; B.A (Hons.) Mathematics, University of Delhi

Experience: 10 Years

Dr. Alok Kumar is working as an Associate Professor in the area of Operations at FORE School of Management, New Delhi. He is a graduate in Mathematics (Hons.) from University of Delhi and a Postgraduate in Operational Research from Department of Operational Research, University of Delhi. He has 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. He has taught several papers in the area of Business Management such as Business Statistics, Operations Research, Business Research Methods and Operations Management. There are more than 21 research papers that have been published (accepted for publication) in international journals of high repute out of which several research papers are published in conference proceedings, numerous are published as book chapters, and 11 are published as working papers. Dr. Kumar has also conducted MDP in the area of Decision-Making through Quantitative Techniques and FDP on Machine Learning & Data Analytics.

Research Interest Areas: Inventory Management, Data Analysis.

Consulting Interest Areas : Business Statistics, Business Research Methods, Quantitative Techniques, Operations Management.



Prof. Hitesh Arora

Ph.D. (University of Delhi); NET (JRF)

Experience: Over 25 Years

Dr. Hitesh Arora is a Professor in the area of Operations at FORE School of Management, New Delhi. A Graduate in Mathematics and a Postgraduate in Operational Research from University of Delhi. He has earned his Doctorate in Mathematical Programming from the Department of Operational Research, University of Delhi. He has qualified National Eligibility Test (NET) conducted jointly by CSIR & UGC for Lectureship with Junior Research Fellowship (JRF) in Mathematical Sciences.

Prof. Arora has over two and a half decades of experience in academics and industry. He started his teaching career from University of Delhi and he has also worked as an Actuarial Consultant with a UK-based MNC. Prof Arora has worked immensely in the area of Mathematical Programming and his present areas of research interest are Measurement of Productivity, Service Quality and effect of Information Technology in Indian banking sector. He has to his credit, a number of research papers in national and international journals of repute. Prof Arora is also a reviewer of many International Journals.

He has also conducted various Management Development Programmes (MDPs) in Decision Making Techniques for Managers and in Project Management. He has presented papers in various National and International Conferences.

Prof. Arora has to his credit five co-edited books namely *Malaysia - Challenges and Perspectives*; *Reviving Italy: Reflections*; *Vietnam The Emerging Asian Star from a War-Stricken Nation and Reinventing Indo-Russia Relations*, published by Bloomsbury Publishing India Private Limited and *CSR & Sustainable Development: Strategies, Practices & Business Models* published by Routledge -Taylor & Francis Group, U.K.

He has also authored an Indian adaptation book titled *Business Statistics - BSTAT: A South-Asian Perspective*, published by CENGAGE Learning India Private Limited. Recently, he has co-authored a book on '**Quantitative Techniques in Management**', 6th Edition published by McGraw Hill.

Former Dean (Academic Services), Prof. Arora has looked after the following activities: Research, Publications, Ranking, Regulations, Recruitment, Accreditation, Library, Centers of Excellence and Fellow Programmes in Management (FPM), etc.

Research Interest Areas: Measurement of Productivity, Service Quality and Information Technology in Indian Banking Sector.

Consulting Interest Areas: Business Statistics, Business Research Methods, Quantitative Techniques, Operations Management.



Prof. Rajesh Sikka

Ph.D. (Management) from Faculty of Management Studies, University of Delhi; Masters in International Business from Indian Institute of Foreign Trade, Delhi; B.E. from Delhi

College of Engineering; Fellow member of The Institute of Cost Accountants of India; Patent Agent (Registered under Patents Act)

Experience: Over 39 Years

Dr. Rajesh Sikka is Professor of Practice. He is a practitioner of Supply Chain Management, Operations Management, Strategy and Innovation across ICT, Hi-Tech, Offshoring and Automobile industries. He has successfully driven Digital Transformations, increased profitability and efficiency by optimizing Operations, Strategic Acquisitions and improving Supply Chain. Dr. Rajesh has led the establishment of Operations of Multinational IT services companies in India. He has successfully delivered value across organizations.

After his industry experience, Dr. Rajesh Sikka has been a visiting faculty with Management Institutes of repute, bringing his expertise and wealth of industry experience into academia. He has been teaching Operations Management, Supply Chain Management, Strategy and Innovation. He also conducts MDPs on these topics. Dr. Rajesh mentors and coaches Start-ups & budding Entrepreneurs, and provides advice on Intellectual Property related matters.

Research Interest Areas: Supply Chain Management, Operations Management, Strategic Sourcing, Digital Transformation, Sustainability, Innovation and Entrepreneurship.

Consulting Interest Areas: Digital Transformation, Optimization and Efficiency improvement in Supply Chain Management, Strategic Sourcing, Operations Management, Sustainability, Lean Strategies, Building Scalable Operations, Intellectual Property related matters, and Consulting Services for Startups.



Prof. Shirsendu Nandi

FPM (Ph.D.) (Operations Management and Quantitative Techniques), IIM Indore; M.Sc. (Mathematics), IIT Kharagpur; B.Sc. (Honours) (Mathematics), Presidency

College, Calcutta University

Experience: 11 Years

Prof. Shirsendu Nandi worked as a faculty member in the area of Operations in Indian Institute of Management, Rohtak. He was Chairperson of Operations area and Chairperson for Executive Education and Certificate programmes. He has also taught in various academic programmes at Greatlakes Institute of Management, Chennai. He is the recipient of the prestigious N.B.H.M (National Board for Higher Mathematics) Scholarship awarded by the Department of Atomic Energy, Govt. of India. He has worked for two years with Wipro Technologies in the area of Business Intelligence. He has guided Ph.D. students and published in various international journals of repute. He has conducted MDPs on Project Management, Data Analytics, Manufacturing Excellence, Quality Management. His teaching interests include subjects like Quantitative Methods, Business Statistics, Advanced Probability and Stochastic Process, Supply Chain Management, Operations Management, Advanced Optimization, Managerial Economics etc.

Research Interest Areas: Supply Chain Contracts, Supply Chain Coordination, Supply Chain Modelling and Network Design, Mathematical Model building for Supply Chain and Operations-related problems.

Consulting Interest Areas: Logistics and Supply Chain Management, Manufacturing excellence Design, offering solutions to Management Problems Requiring Optimization/ Statistical Modelling.



Prof. Shubhangini Rajput

Ph.D., IIT Delhi; MBA (Information Technology enabled Services), ABV-IITM, Gwalior; B.Tech (Bioinformatics), Dr. D.Y. Patil University, Pune

Experience: 3 Years 9 Months

Dr. Shubhangini Rajput has been working as

an Assistant Professor in the area Operations at FORE School of Management (FSM). Prior to joining FSM, she had been working with Jaypee Institute of Information Technology, Noida in the Operations area and also gained industrial experience. She has completed her Ph. D in Operations from IIT, Delhi. She is a visiting Research Fellow at Newcastle University Business School, UK. She has qualified for the National Eligibility Test (NET) in Management conducted by UGC in the first attempt. She has to her credit many publications in the reputed journals of Springer, Elsevier, Taylor & Francis, and Emerald. She has presented her work at international conferences organized by Global Conference on Flexible Systems Management (GLOGIFT) and Global Conference on Cyberspace (GCCS). Her research work on Circular Economy and Cleaner Production was also published in Press releases and TechAmbit, IITD, and recognized as India's vision of a self-reliant economy. She has been awarded a Certificate of Reviewing in recognition of the review contributed to the Resources, Conservation, and Recycling Journal, Elsevier. Additionally, she is also the reviewer of other reputed journals of Total Quality Management, Benchmarking: An International Journal, Operations Management Research, Global Business Review, Global Journal of Flexible Systems Management, and others.

Research Interest Areas: Industry 4.0, Sustainable and Resilient Supply Chain, Circular Economy, Reverse logistics, Port logistics, Optimization.

Consulting Interest Areas: Operations and Supply Chain Management, Industry 4.0, Circular Economy.



Prof. Sourabh Devidas Kulkarni

Fellow (Industrial Engg), (NITIE, Mumbai); M.Tech (Industrial Engg), VIT Pune, Pune University; B.E.(Production Engg), Shivaji University, Kolhapur

Experience: 4 Years 05 Months

Prof. Sourabh Devidas Kulkarni is working as an Assistant Professor in the Operations area. He holds his Masters (M. Tech) and Fellow (Doctoral) degree in Industrial Engineering and Manufacturing Systems. Prof. Kulkarni has published his research in international journals such as- International Journal of Production

Research (IJPR), Business Process Management Journal (BPMJ), OPSEARCH, Research in Transportation Business & Management, International Journal of Human Factors and Engineering (IJHFE), Journal of Global Strategy and Strategic Sourcing (JGOSS), International Journal of Management Concepts and Philosophy (IJMCP), International Journal of Global Business and Competitiveness (IJGBC). Prof. Kulkarni is serving as an Associate Editor for IJGBC, Springer Publications and Abhigyan-Management Journal from FSM. Apart from editorial commitments, Prof. Kulkarni is also serving as a reviewer for various international and national journals of repute.

Research Interest Areas: Manufacturing Strategy, Lean Manufacturing, Digital Manufacturing, Work system Design, Business Competitiveness, Industrial Ergonomics.

Consulting Interest Areas: Manufacturing Strategy, Manufacturing Competitiveness, Lean Manufacturing, Operational Excellence.



Prof. Sumeet Kaur

Ph.D., Saurashtra University; M.Phil (Statistics); M.Sc (Statistics); B.Sc (Statistics) - Gujarat University

Experience: Above 18 Years

Prof. Sumeet Kaur has organized workshops on Decision Sciences and its application in Business Research Methods, advanced excel workshops for public and private sector. She has been involved in case development with Maruti True Value, Blind People Association, Indraprastha Apollo Hospital etc. She has published many research papers in Scopus and ABDC journals. She is an editor and reviewer to many ABDC and Scopus journals. She has conducted many Faculty Development Programs in the area of Business Research Methods using SPSS, Structural Equation Modelling Using Smart PLS & AMOS. She teaches courses on Business Statistics, Quantitative Methods and Advanced Statistical Techniques.

Research Interest Areas: Reliability and Life Testing, Business Forecasting, Managerial Decision Making, Quantitative Techniques in Advanced Marketing Research.

Consulting Interest Areas: Reliability and Life Testing, Business Forecasting, Managerial Decision Making, Quantitative Techniques in Advanced Marketing Research.



Prof. Vipulesh Shardeo

Ph.D., IIT Delhi; M. Tech. (Industrial Engineering and Management), IIT(ISM) Dhanbad; B. E. (Industrial and Production Engineering), RGPV Bhopal

Experience: 1 Year 07 Months

Dr. Vipulesh Shardeo is an Assistant Professor in the area of Operations at FORE School of Management, Delhi, India. Prior to joining FSM, he worked with Lal Bahadur Shastri Institute of Management, Delhi. He has completed his Ph.D. in Operations from the Department of Management Studies, Indian Institute of Technology Delhi, India. He has done M. Tech. majoring in Industrial Engineering and Management from Indian Institute of Technology (Indian School of Mines) Dhanbad, India. His research has been published in various journals of international repute including Industrial Management & Data Systems, International Journal of Information Technology and Decision Making, International Journal of Logistics Management, Sustainable Production and Consumption, and so forth. He has also presented his research works at various international conferences of repute including POMS, INFORMS, IEOM and so on.

Research Interest Areas: Freight Transportation, Intermodal Transportation, Logistics Management, Supply Chain, Multi-Criteria Decision Making.

Consulting Interest Areas: Logistics Management, Performance Improvement, Process Optimization.

STRATEGY



Prof. Aarti Singh

Ph.D. (Strategy Management), Indian Institute of Technology Delhi; Master of Technology (Energy Management), SEES, DAVV Indore; B. Tech. (Biotechnology), BU Jhansi

Experience: 4 Years 02 Months

Dr. Aarti Singh is an Assistant Professor of Strategy and also an Area Chair Strategy at the FORE School of Management. She holds a Ph.D. from the Department of Management Studies, Indian Institute of Technology, Delhi, in the area of Strategy. She has participated in the Faculty

Development Program at IIM Ahmedabad. She has organized an international workshop in the System Dynamics area. She has also earned certificates in "Student Assessment and Evaluation; Communication Skills Modes & Knowledge Dissemination" from the NITTR. She has published her research work in leading international journals and books like Benchmarking, Management of Environmental Quality: An International Journal, Sustainability, Benchmarking: An International Journal; Operational Research in Engineering Sciences: Theory and Application; Taylor & Francis Group, CRC Press; The Palgrave Handbook of Global Sustainability in Springer Nature, U.S.A. She has presented her research work at reputed international conferences. She received a fellowship from the Research Promotional Fund at IIT Delhi. She qualified for GATE in 2009. She has been awarded scholarships and certificates for securing high positions in her academic background.

Research Interest Areas: Strategy, Business Resilience, Business Sustainability, Business System Dynamics, Strategic Waste Management.

Consulting Interest Areas: Business Resilience, Digital Transformation, Strategic Innovation Management, Sustainable Business, Organisational Waste Management.



Prof. Anil Kumar Singh

Ph.D., University of Lucknow; UGC-NET; PGDBM (Marketing); M.Phil (Labour Studies); MBA (Finance); LL.B. (General), Kanpur University

Experience: 24 Years

Professor Anil Kumar Singh is an accomplished academic and strategy expert who presently holds the position of Professor in the area of Strategy at FORE School of Management, New Delhi. Having spent more than 24 years in this field, he has been imparting his knowledge to future managers and has been actively engaged in conducting research on various aspects of Strategy, Competitive Advantage, Value Creation, Change Management, and Innovation. He has contributed significantly to the academic field with two edited books and 20+ publications in journals like Technological Forecasting and Social Change, International Journal of Strategic Change Management, International Journal of Management and Business Research, Human

Systems Management, and more. He is an accomplished researcher with expertise in the areas of Dynamic Capabilities, Sustainability Strategies, Organizational Adaptation, Agility, Strategic Change, Sustainability Practices, and Developing new Business Models. His diverse research and consulting interests share a common objective of empowering businesses to adapt and prosper in the ever-changing global economy. By providing the necessary tools, insights, and skills, he equips future leaders with the resources they need to succeed in the dynamic business landscape.

Research Interest Areas: Dynamic Capabilities; Strategies for Sustainability; Strategic Change; Business Models and Competitive Advantage; Economics of Strategy; Organizational Adaptation and Agility.

Consulting Interest Areas: Strategic Change; Competitiveness of SMEs; Sustainability practices for Competitive Advantage; ISO and Quality Standards; Business models for new business ventures.



Prof. Mukul Joshi

Ph.D. (IIT Kanpur); MBA (IIT Kanpur); B.Tech. - Mechanical Engg. (NIT Jalandhar)

Experience: 5 Years 04 Months

Dr. Mukul Joshi has a Ph.D. in Entrepreneurship and Innovation from IIT Kanpur. His research aims to develop insights into human-centric problem-solving approaches in the context of start-ups and innovative entrepreneurs. He is interested in unraveling Creativity, Design Thinking, and Strategic Innovation principles. He has taught Design Thinking, Entrepreneurship, and Strategy Business Simulation courses to Postgraduate students. He also teaches Doctoral-level courses on Qualitative Research Methodology and the Start-up ecosystem.

He has been a resource person for training and MDP programs for GAIL and Bayer. He has

presented his research at reputed international conferences organized by Strategic Management Society (SMS) and Australian Centre for Entrepreneurship Exchange (ACERE). He has been awarded Junior Research Fellowship (JRF) by the University Grants Commission (UGC). Before his Ph.D., he was an associate consultant with Infosys Limited.

Research Interest Areas: Frugal Innovations, Inquiry into Experiences, Design Thinking, Innovative New Ventures, Entrepreneurship.

Consulting Interest Areas: New Venture Creation, Frugal Innovation Management, Qualitative Research.



Prof. Sher Jahan Khan

Ph.D., University of Kashmir; MBA, BGSB University; UGC-JRF

Experience: 3 Years 08 Months

Dr. Sher Jahan Khan works as an Assistant Professor in the Strategy Area at FORE School of Management. His Ph.D. research work has focused on the effect of resource-munificent and environmentally uncertain contexts on Organizational Culture and Ambidexterity. His ongoing research focuses on Strategy, Sustainability, Innovation, and Entrepreneurship. Over the years, Dr. Khan has garnered recognition and appreciation for his significant contributions to the academic arena. He has published several ABDC-A* and A category papers and his research papers have appeared in journals like Industrial Marketing Management, Business Strategy and the Environment, Technological Forecasting and Social Change, International Journal of Emerging Markets. He is a frequent participant in international conferences and has presented his research work at numerous such events.

Research Interest Areas: Strategy, Sustainability, Innovation, Entrepreneurship.

Consulting Interest Areas: New Venture Creation, Green Innovation Management.

BEYOND THE CLASSROOM

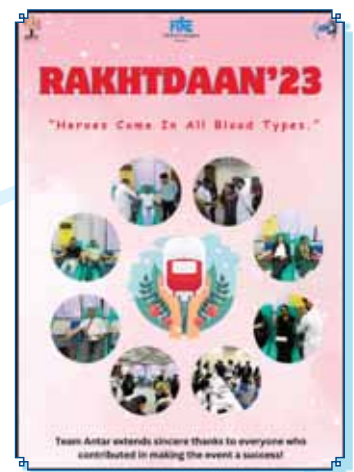
Student Council Activities

Student activities form an integral part of the curriculum at FORE School of Management (FSM). Students are encouraged to enhance their innovative managerial and leadership skills by organizing independently a series of events throughout the year. This gives them the real-time experience in interacting with corporates, working in teams, planning and coordinating budgets, managing time, making critical decisions, etc. Some of the diverse activities organized by different committees of the Student Council are:

Antar

ANTAR is a Social Committee of FORE School of Management. Team ANTAR was established in 2009 with a vision to bring smiles to thousands of faces. The mission of ANTAR is to be the catalyst to drive those who are socially unprivileged. At FSM, we value our contribution to society and try to imbibe in our students the concept of giving back to society through various activities. Over the last 10 years, ANTAR has established tie-ups and linkages with many reputed non-profit organizations in pursuant to its social objective.

The key events organized by team ANTAR are Rakhtdaan (Blood Donation) in association with blood banks; Abhiwadan - to honor and host senior citizens from old-age homes in Delhi for a day at FSM; Prerna - a case study competition based on a social issue prevalent in the society; Jagrukta - a nukkad naatak; Vastrasamman - for collecting clothes, articles/toys, etc. and handing over those to an NGO; Aashayein - to create awareness about education among inmate children and motivate them to go to schools and Sanrakshan - a tree plantation drive in which numbers of saplings are planted every year in a selected area of Delhi.



Corporate Interaction Division

The Corporate Interaction Division (CID) is intended to bridge the gap between the academia and the corporate world. The team organizes interactive sessions called "Anubhuti", wherein the senior corporate professionals and leaders are invited to share their practical business experiences with students so as to impart experiential learning to students.

The Marketing, Finance, HR, IB, and Operations Conclaves held throughout the academic calendar not only help students enhance their multi-disciplinary management domains but also give them an insight into the plethora of opportunities and challenges that the Corporate has to offer to them. "Kurukshetra -The Management Battlefield" is organized every year in the Annual Management and Cultural Fest, "Genesis". B-schools across the country are invited to participate in it.

FORE Sports Division (FSD)

The FORE Sports Division (FSD) aims at re-energizing students during their stressful academic life at campus by organizing various sports and cultural events throughout the year. Various intra-college events with regard to Cricket, LAN gaming, Chess, Carrom, Table tennis, Badminton, Section Wars, etc. are conducted for 'Energizing FOREians'. A wide array of inter and intra-college events are held at our annual B-Fest "Genesis" which brings participation from various reputed B-Schools nationwide. The team also keeps up with the various sports meets of other B-schools and participates actively. This year Team introduced an Annual Sports Fest "SAMAR" which was a big success.

FORE Division of Culture (FDC)

The FORE Division of Culture (FDC) aims to enhance the cultural spirit and share the cultural bond among the students by organizing different cultural shows. The team organizes Dandiya night, Independence Day celebration, Teachers Day celebration, etc. The team also organizes an Annual Cultural Event in collaboration with SPIC-MACAY, reflecting various facets of our rich Indian heritage. Step Up- a Western / Semi-Western inter-college group dance competition is organized during Genesis.

Nexus

NEXUS, as the name suggests, is the hub to which every student is bonded. The students get an opportunity to showcase their administrative ingenuity by managing a host of cultural events spread throughout the year. The committee hosts events like KYP/KYS (Know Your Peers/ Know Your Seniors), Fresher's welcome party, Farewell party, Independence Day eve celebration, Teacher's Day celebration, and the FSM Flagship cultural event – GENESIS. The celebration of all these cultural festivals is intended to provide a platform for students to understand and nurture their socializing skills needed in the business fraternity later.



Genesis

Genesis is the Annual Management and Cultural Fest of FORE School of Management. It is an endeavor to promote the true spirit of management through a plethora of brain-stimulating activities and competitions that attract the best of students from across the country. It serves as a platform for students by providing space for mental activity ranging from the expected to the eccentric. It provides a platform for the students of FSM to interact with other B-School students across the country who are invited to participate in various competitive events. Various eminent personalities from the corporate world are also invited to groom the upcoming managers and entrepreneurs, through various events in GENESIS. The events at Genesis include Step-Up, Concoct, Backflush, Vyamaham, Tasveer, and Poster making competition, Kurukshetra, Corporate Buddha, Jagrukta, Prerna, The Amazing Race, a Star Night, etc.



FORETech

The team FORE Technical Division (FORETech) provides a platform for interaction and networking among students in the execution of various events. Apart from this, the FORETech team organizes various online events such as, IT awareness seminars, movie making, Quizzomania, etc.

Think-Tank

Think Tank is one of the core student committees at FSM that enriches learning through its creative gamut of inter and intra-college events in all domains of management. It's a team of grey matter enthusiasts that brings together, by their passion, business problem solving, knowledge, experience, and fun. Think Tank aims to provide a platform for students to use classroom learning and seek innovative and practical solutions to solve today's business problems. The key events organized by Team Think Tank during the academic year are Addict- an event to welcome the new batch; Tathagat - a case-based event for identifying problems and giving solutions; Corporate Buddha -

another major event during Genesis; Finish Line - a competition to gauge the financial knowledge and Quizzark - a combination of Challenging Quizzes and fun activities. All students of the first year compete as Class Teams to win the prestigious Trophy of the Best Section of FSM.

Personality Enhancement Cell

Personality Enhancement Cell (PEC) at FSM, is a student-driven Committee that aims at grooming the students better for placement. The Committee organizes Group Discussions (GDs) every week and feedback is provided immediately after GDs. The topics for GD are selected based on the kind of topics allotted by companies during the placement process. The Committee also conducts mock interviews for the first-year students, wherein the placed second-year students provide a platform for them to work on their resumes and answers to frequently asked questions in interviews. PEC also organizes weekly Newsroom sessions, which are informal news-sharing and discussions. Team PEC acts as a facilitator to provide a platform for all the students to discuss the latest issues in business, politics, economy, world affairs, etc., and helps them develop a viewpoint on every topic through discussion and debate.

TEDx FORE School

TEDx is an annual event that brings together the world's leading thinkers and doers to share ideas in the areas of technology, entertainment, design, science, humanities, business development, etc. The goal is to share stories on a wide range of subjects that are idea-focused, foster learning, inspiring, and provoke conversations that matter. The talks at the conference, known as "TED Talks", are made available to watch online on the TEDx official channel. Prominent speakers from different fields share their ideas and experiences with an audience of more than 100 every year.



FORE Career Division (FCD)

FORE Career Division (FCD) coordinates and manages the placement drive at FORE School of Management (FSM). FCD entitles FORE Career Division (FCD) to coordinate and manages the placement drive at FSM. FCD entitles students to have corporate exposure. The committee aims to identify the employee needs of the Corporate and match them with the credentials of the students at FSM, through a series of planned processes, communications, and activities.

FORE Alumni Network (FAN)

FORE Alumni Network (FAN) acts as the linking bridge between the alumni and current students of FORE School of Management (FSM), endeavouring to build a better future. It helps in connecting a community of 7000+ strong FSM alumni who have earned a reputation for excellence in the field of management. 1500+ FSM Alumni are spread across the globe, 100+ are CXOs and 800+ are in senior positions across various sectors. FAN is responsible for facilitating alumni connectivity with the current batch of students so that they can learn, imbibe the qualities, and be inspired by distinguished alumni who have made a mark for themselves in the business world. Alumni have the opportunity to network with other alumni for professional and social purposes with a sense of well-being for their alma mater. FAN organizes a mega-event; Jubilate- the Annual Alumni meet. Chapter meets are also organized, both in India and abroad. Campus events include Alumni Speak, Panchtatva, and Rendezvous where Alumni are also invited to share their experiences with students and provide first-hand information on challenges in the corporate world.

FOREword

FOREword is the Editorial Committee of FORE School of Management. It comprises individuals from various backgrounds brought together through their passion for literature and creativity. It amplifies the voice of FSM by documenting and compiling the plethora of happenings in the college in the

form of newsletters and articles. FOREword conducts fun quizzes, debates, and writing competitions along with seminars. The goal of the committee is to bring out the hidden literati in everyone. The flagship events of FOREword are “The Argumentative Indian” and “Design It Out”, both of which are conducted during Genesis, the annual fest of the institute.

FORE Connect

FORE Connect is a forum that has been conceived with the aim of developing a mutually beneficial relationship with the students at FSM and also with others including the prospective students. With the core mission of connecting FSM with the outside world, FORE Connect utilizes important social media like Facebook, Twitter, YouTube and other online media/ communities.

Special Interest Groups (SIGs)

Special Interests Groups (SIGs) have been created to bridge the learning gap in the classroom. SIGs help students to explore the depth of a particular subject and provide a common knowledge-sharing platform where students at FSM can share, analyze & apply their valuable thoughts, and get updated on various current business happenings so that they become capable of effectively facing the competitive business world.

Besides organizing weekly discussion meetings, it also organizes various activities such as presentations, Online Games (FUN-DA-MENTAL), quizzes, Debates (D-BAIT), stream-specific events like Backflush for operations, Tradeathon for Finance, Sector/industry analysis and GDs. At present FSM has SIGs for Finance, Marketing, HR, Operations, International Business, Unstop Igniters, SIGanalytics, and Investment Portfolio.

Participation of FSM students in the co-curricular and extra-curricular activities outside FSM

FSM students are encouraged and incentivized to participate in the B - School competitions, and other co-curricular and extra-curricular activities organized by other reputed Indian B - schools. Many students participate in co-curricular and extra-curricular events organized by other institutes and colleges within the country. In the academic year 2022-23, many students enthusiastically participated in various inter-college events organized by Prestigious Business Schools across the country and nineteen students received twenty-two awards as first, second, or third positions. Some of the institutions where our students participated last year include Indian Institute of Management (IIM), Ahmedabad; Indian Institute of Management (IIM), Indore; Indian Institute of Management (IIM), Raipur; Indian Institute of Management (IIM), Rohtak; Xavier School of Management (XLRI), Jamshedpur; NITIE, Mumbai; ICFAI Business School(IBS), Hyderabad etc.

Anti-Ragging

FORE School of Management strictly adheres to the guidelines given by AICTE for the prevention and prohibition of ragging. Ragging is totally banned in FORE School of Management and anyone found guilty of ragging and/or abetting ragging is liable to be punished. For the purpose of monitoring any cases of ragging, FSM has constituted an Anti-Ragging Committee as well as an Anti-Ragging Squad. Kindly Know More: <https://www.fsm.ac.in/pdf/Anti-Ragging-Committee.pdf>, <https://www.fsm.ac.in/pdf/std/Anti-Ragging-Squad.pdf>.

EXECUTIVE EDUCATION/ MANAGEMENT DEVELOPMENT PROGRAMMES

FORE School of Management (FSM), New Delhi has been designing, developing and conducting innovative Executive Education and Short Duration Programmes/Management Development Programmes (MDPs) for working executives in India for over 40 years. The globalized business environment demands that managers leverage the most advanced approaches to perform better and contribute effectively to organizational objectives. Hence, it becomes essential for managers to continuously update themselves about changing business paradigms and innovative business practices to stay ahead of the competition. To meet this growing need for training and development for corporate executives, FSM has been consistently imparting training on topical issues in various functional areas of management for business managers at all levels through open Management Development Programmes, Online Executive Education Programmes and customized In-company Programmes. The programmes are designed to provide innovative and practical solutions to critical management challenges.

We specialize in delivering:

- Customised In-Company Training
- Online Executive Education Programmes
- Long Duration PGPM/EPGCP Online and Blended Programmes
- Corporate Webinars, Seminars & Workshops
- Outbound Training Programmes
- Open MDPs
- Consultancy Services
- Workshops for Students, NGOs, Corporate Executives
- Faculty Development Programmes

Customized In-Company Training Programmes:

FSM conducts customized In-Company training programmes for a large number of organizations for their executives at different levels and offers unique programmes to suit the business and developmental needs of client organizations. Standard Modules from regular MDPs are also combined and adapted, wherever necessary, to suit the requirements of the corporate. We focus on providing clients with solutions and developing our training programmes in such a way that organizations, as well as the workforce, meet their objectives beyond the model of conventional training. By identifying the skills, knowledge and behaviours needed for optimum performance, we assemble our training solutions completely around the expected outcomes.

Our proven framework for analyzing the business and training needs allows us to get to the core of organization development requirements. All of our training solutions have a profound impact when implemented in practice. We also provide a wide range of short-duration and long-duration Executive Education Programmes to help working professionals acquire the latest knowledge and skills and maximize their potential. Our team of highly skilled and experienced trainers and practitioners have all had distinguished careers in senior management roles and bring with them a wealth of practical experience to each course.

Online Executive Education Programmes:

We have successfully launched and conducted online Executive Education Programmes on Big Data and Data Analytics in collaboration with the University of California Riverside, USA. We

have conducted unique programmes on Business Storytelling, Deep Learning and Tableau & Data Visualization.

Long Duration Programmes (LDPs):

Along with the above, FSM does Long-Term Programmes like Executive Education Programmes and, General Management Programmes for corporates like Bayer Corp Science and Collabera Services Pvt Ltd. These are blended (Online and Offline) programmes of 3 months to 11 months. Specialised Programmes in Marketing, Finance, IT, etc. like Big Data and Data Analytics for the Central Bank of India, and Union Bank of India to name a few. We have also opened the application for the 3rd batch of PGPM in Artificial Intelligence in Healthcare and Applied Analytics and the 8th batch of "PGPM in Big Data Analytics" in Online mode spread up to 11 Months. Our programmes can be delivered whenever and wherever you need them. We are launching the first batch of the Power BI programme in 2023.

Open MDPs:

MDPs are organized for Corporate Executives, PSUs, NGOs, Students etc. for skill enhancement on trending skills to optimize current skills. The calendar is available on the website under the Executive Education section, <https://www.fsm.ac.in/open-mdp-calendar>.

Consultancy Services:

FSM offers consulting services to design and implement policies, systems, and processes in functional and cross-functional areas of business. Faculty members of FSM with a blend of corporate experience and academic expertise help to understand the challenges faced by the organisations and offer solutions.

Faculty Development Programmes:

FSM conducts FDPs with a focus on developing the professional skills of academicians with a view to improving practice in teaching, research, and institutional services and also to managing change by enhancing individual strengths and abilities as well as institutional capacities, for better teaching performance and better outcomes for students by using new teaching methods, evaluation, techniques and enhanced process for analysing, planning and implementing curricula.

We are reachable at exed@fsm.ac.in and 9166085159/ 9810875278/ 011-46485562/ 011-41242477



PLACEMENTS AT FORE SCHOOL OF MANAGEMENT (FSM)

Placements @ FORE School of Management (FSM) is perhaps one of the most important activities from the student's perspective. The Institute engages the Industry by inviting them to the campus for guest lectures, seminars, MDPs, live projects, mentoring sessions, etc. This provides opportunities for students to get first-hand information from professionals about their expectations and requirements. This also helps the students in showcasing their talents and sharpening their pitches to the Industry during the placement processes, thereby increasing their recruitment possibilities.

To drive placements, FSM has a very capable student placement committee called as FORE Career Division (FCD) and a full-time Placement Office. FORE Career Division has representatives from both first and second-year students.

This is the eighth consecutive year, FSM followed a mantra of *'The first offer need not be the best offer'*. Students who got an offer of less than Rs.7 Lacs per annum were allowed to sit for subsequent companies so that the students could improve their placements. Consequentially, both the average and median CTC this year are close to **Rs.14.5 Lacs per annum, and Rs.14 Lacs per annum respectively**.

BATCH 2021-2023

In terms of industry sectors, IT/ ITES made 34% of the total offers and BFSI made 27% of the offers. MR & Consulting hired 17% from the total batch whereas FMCG, FMCD, and Automobile made 12% of the offers. 10% of the total offers were made by Automobiles, Retail and Manufacturing sectors.

Batch 2021-2023 witnessed the participation of Leading companies like McKinsey & Company, PwC India Acceleration Center, GEP, Arcesium, IBM, United Bisuit's (Pladis Global), Adani Group, DBS, Nestle, EY GDS Tech Mahindra, Bank of America, Maruti Suzuki India Limited, HSBC India, Hero Motorcop Carrier Global, BMW, Tata Advanced Systems Ltd., Axis Bank, MTR Foods, IDBI Bank, JK Lakshmi Cement Ltd., Novartis Kroll, Hero MotorCorp Ltd., Maruti Suzuki, Hyundai Motor India Ltd., Adani Group, Addverb Technologies, Berger Paints India Ltd. etc.

In fact, encouraged by the performance in SIP, FSM students received multiple PPO offers from various organizations, to name a few Deloitte USI, ICICI Bank, HDFC Bank, ITC, Capgemini, Gartner, Havells India Ltd., Porter, Kyndryl (IBM), etc.

We witnessed participation from new recruiters, namely McKinsey & Company, PwC Analytic Insights, Godrej Capital, HSBC India, DBS, Tesco, ACT Fibernet, Adani Group, etc. that visited for the first time for hiring students.

The hiring traction from traditional recruiters also remains strong. IT/ ITES, FSI, Banking, MR& Consulting, FMCG, Automobiles, etc. have returned year after year to recruit from FSM.

KPMG Global Services, ICICI Bank, Deloitte USI, Cognizant, EY, HCL Technologies, ITC Ltd., and many others, like every year visited the campus and hired students.

This year Students were offered diversified roles ranging from Associate Consultant, Market Research Specialist, Domain Consultant, Business Analyst, Inside Sales - Account Manager, Business Analyst Consulting, Business Development Analyst, Senior Business Associate, Presales Consultant, Management Trainee, Deputy Manager, Relationship Manager, Business Analyst, Credit Manager, Operations Analyst, Credit Services, GTC Change Manager, Senior Analyst - Portfolio Management, Management Trainee - Institutional (Sales) etc.

The top 5 Recruiters in terms of Hiring Numbers are HCL Technologies with 42 students, HDFC Bank with 22 students, ICICI Bank hired 22 students, Wipro Limited being the fourth largest recruiter took 18 students and Deloitte USI selected 15 students.

In terms of sectors, IT/ ITES hired the maximum number of students with a total number of 110, being second highest Banking had recruited 82 students, followed by MR & Consulting with 61 students, Financial Services and Insurance with 25 students, and Manufacturing with 22 students.

SUMMER PLACEMENTS (BATCH 2022-2024)

The Summer Placement for the Batch 2022-24 witnessed participation from companies from diverse sectors and industries across all domains. Brand leaders like Gartner, Asian Paints, EY GDS, Adani Group, Dell Technologies, Vikram Solar, Nestlé India, Capgemini, United Biscuits, D.E. Shaw Group, ITC Ltd., Tata Motors, and many more recruited from the campus.

For the Batch 2022-24 Companies like Vikram Solar, Atomberg Technologies, Tech Mahindra, and Nexdigm Pvt. Ltd. visited for the first time and recruited students for Summer Internship.

This year, the Highest Stipend Offered was **Rs. 1 Lakh per annum** offered by Barclays, Vikram Solar, ACT Fibernet and D.E Shaw Group. Average Stipend was **Rs. 23,200 per month**.

Outlook became the top recruiter with hiring number of 28 students in Summer Internship and Reliance Retail followed the path with 13 students. Corizo, EYGDS and Havmor Ice Cream Pvt. Ltd. had hired with a count of 12,10 and 9 students, respectively.

In addition to the Domestic Summer Placements, in the Academic year 2022-23, FSM students were offered Summer Placements in Dubai location by Ureka Education Group.





TOP 20 DISTINGUISHED ALUMNI FOR ADMISSION BROCHURE

S. No.	Name of Alumni	Batch	Designation	Company	Profile of the Alumni
1.	Debabrata Mishra	FMG-1 (1992- 1994)	Global Head- Channel Partner Program, TCS, BaNCS	TATA Consultancy Services	<ul style="list-style-type: none"> Experienced Sales and Operations professional with strong domain expertise in Banking & Capital Markets and with 20+ years of varied experience that encompasses a wide range of expertise in Financial Technology & Solutions in BFSI industry.
2.	Sajith Sivanandan	FMG-2 (1993-1995)	President and Head	Disney+ Hotstar	<ul style="list-style-type: none"> 13 years' experience at Google. On the Board of Malaysian Global Innovation & Creativity Center. Worked earlier with Google, Affle UK Ltd., The Gallup Organization.
3.	Pallavi Shome	FMG-2 (1993-1995)	Chief Operating Officer, Global Ops and Tech, India	BNY Mellon	<ul style="list-style-type: none"> Over 25 years of work experience in managing teams across various functions such as service delivery, communications, relationship management, business enablement, and project and program management. Worked previously with British Telecom, Fidelity Investments and Standard Chartered Bank.
4.	Nikhil Nanda	FMG-3 (1994-1996)	Founder and Managing Director	JHS Svendgaard Laboratories Limited	<ul style="list-style-type: none"> A first generation Entrepreneur with a demonstrated history of working in the Fast Moving Consumer Goods Industry, leading India's largest Oral Care Products Manufacturing Company. Has received a 'Top Exporter Award' in Toothbrush category from the Plastics Export Promotion Council Ministry of Commerce and Industry Government of India, for 5 years in a row from the year 2003-04 onwards.
5.	Samik Roy	FMG-4 (1995-1997)	Executive Director (Corporate Medium Small Businesses)	Microsoft	<ul style="list-style-type: none"> Has 9 years of experience with Microsoft Country Head for Corporate Segment. Over 25 years of experience in Sales, Pre-Sales, Channels, Industry & International market.
6.	Sonia Serrao	FMG-4 (1995- 1997)	Head of Marketing	Tarkett	<ul style="list-style-type: none"> Senior professional with vast experience in marketing and media planning. Received the "Woman of Worth" 2021 award by CMO Global and World Women Leadership Congress. Over 22 years of experience in various product categories (IT hardware, consumer durables, FMCG, etc.) and organizations including Tata Global Beverages, Wipro and Lenovo.
7.	Abhijit Kishore	WMG-4 (1996-1998)	Chief Operating Officer	Vodafone Idea Limited	<ul style="list-style-type: none"> He is a telecom professional with 27 years of experience in Managing the P & L across the country in both Large circle operations as well as corporate roles. He has worked with companies like TATA Teleservices, Reliance Communications, etc.
8.	Shravan Govil	FMG-5 (1996- 1998)	President	Central Park	<ul style="list-style-type: none"> Over 25 years of experience as Operations / Business Head, with expertise in Project Management, Business Development, Sales and Marketing, in Service and Real Estate Industries. He has previously worked with Kotak Life Insurance, Omaxe Limited, Adani Realty etc.
9.	Niharika Yadav	FMG-5 (1996- 1998)	President Director	AXA Financial Indonesia	<ul style="list-style-type: none"> With over 25+ years of experience, she specializes in Distribution transformation, Business Planning and Analysis. She has previously worked in companies like Bharti Airtel Ltd., AXA Asia etc.

S. No.	Name of Alumni	Batch	Designation	Company	Profile of the Alumni
10.	Kapil Grover	FMG-7 (1998-2000)	Chief Marketing & Digital Officer	Burger King India	<ul style="list-style-type: none"> Senior marketing professional with 20 years of experience across diverse categories such as food retail (Domino's, Burger King, YUM! Restaurants - KFC), FMCG (Luxor - Parker) and Alcobev (Radico - Magic Moments Vodka).
11.	Kavita Mehra	FMG-7 (1998-2000)	General Manager, India, COE	Dell Technologies	<ul style="list-style-type: none"> She has more than 20 + years of experience in Sales, Contact Centre Operations and Sales Support & Operations. She has previously worked with Taj Hotels Resorts and Palaces, Naukri.com etc.
12.	Madhuri Mehta	FMG-8 (1999-2001)	Chief Human Resources Officer	Emaar India	<ul style="list-style-type: none"> 22+ years of experience in leading organizations across the HR domain and verticals. Previously worked with Bharti Airtel Ltd, and Dalmia Bharat Group.
13.	Smitha Satyanarayanan	FMG-9 (2000-2002)	Talent and Communications Head	Marks and Spencer Reliance India Ltd.	<ul style="list-style-type: none"> 18+ years of experience across key facets of HR including talent management, organization capability and leadership development, diversity and engagement across Hospitality, BFSI and Retail industry verticals with leading global organizations. Worked earlier with Walmart, Standard Chartered Bank and Kotak Life Insurance.
14.	Akshat Ghildial	FMG-10 (2001-2003)	Indian Feature Film Script and Dialogue Writer.	Bollywood Artist	<ul style="list-style-type: none"> Has written Bollywood movies like Badhai Do and Badhai Ho. Filmfare Awards-2023 winner for Best Screenplay and Best Story for his outstanding work on the movie "Badhaai Do".
15.	Sujit Bawa	FMG-10 (2001-2003)	Head of Transformation and Growth	LIPTON Teas and Infusions, a portfolio company of CVC Capital Partners	<ul style="list-style-type: none"> 20+ years of experience in running large-scale businesses and teams. Expertise: Post Merger Integration Planning and Execution. Conceptualizing and implementing go to Market Plans. Expertise in Commercial Leadership, Category Management, Growth Strategy, Enterprise Performance Improvement and Corporate M&A.
16.	Anand Prasanna	FMG-10 (2001-2003)	Managing Partner	Iron Pillar	<ul style="list-style-type: none"> With more than 20 years of experience, he has worked with McKinsey & Company, Curefoods, Morgan Creek Capital Management etc.
17.	Kush Mehra	FMG-11 (2002-2004)	Chief Business Officer	Pine Labs	<ul style="list-style-type: none"> 15+ years of experience in the Payments industry- merchant services, transaction processing, POS acquiring, acceptance development in new segments and markets backed with an extensive understanding of the payments ecosystem (issuers, acquirers, processors, regulators, integrated POS, Mobile POS products & ecommerce acceptance through aggregator linked models). ET 40 under 40, 2022. Worked previously with Citibank, American Express and Visa.
18.	Neha Kant	FMG-11 (2002-2004)	Founder & Director	Clovia Lingerie	<ul style="list-style-type: none"> Before founding Clovia, she has worked with India Today, FCB Ulka etc. Won 'Best Woman Entrepreneur' Award by RBL Bank at its SME Business Excellence Awards 2017; and also as the D2C Icon of India 2022.
19.	Rohit Sodha	FMG-12 (2003-2005)	Chief Commercial Officer	merXu	<ul style="list-style-type: none"> Senior professional with rich expertise in Sales, P&L Management, Business Development, Operations Management and Strategy. Worked earlier with Bunzl plc, Amazon, McKinsey and DHL.
20.	Navrisham Grewal	FMG-14 (2005-2007)	Co-Founder	ChangeBhai	<ul style="list-style-type: none"> ChangeBhai, touted by The Economic Times as an innovator that could change your future, is a product of Change22 Infotech Private Limited. ChangeBhai is the proud winner of the LEAP Innovation Award at the hands of Ramon Magsaysay Awardee Kulandei Francis.

ADMISSIONS CALENDAR 2024

PGDM, PGDM(IB), PGDM(FM) & PGDM(BDA) (Full-Time Programmes)

ACTIVITY	PERIOD
Sale of Application Forms	October - December 2023
Shortlisting for Selection Process	February 2024
Personal Interview Session	February - March 2024
Declaration of Result	April 2024
Commencement of Programme	July 2024





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