

Pedagogy

The pedagogy followed here consists of classroom lectures, field visits, term papers, assignments, tutorials, role plays, a large number of guest lectures, seminars, and discussion forums. In particular, case studies on sustainability issues are used.

Eligibility

1. Bachelor's degree in any discipline with English at 10+2 level
2. The candidate will be shortlisted based on CAT/MAT/GMAT/CMAT/XAT scores. Candidates who have not appeared for the above exams can take the TERI SAS common entrance test.
3. Candidates with more than 2 years of relevant work experience may be exempted from requirement (2) above depending on the discretion of the selection committee.

Selection Process

Selection from shortlisted candidates will be on the basis of group discussions and interviews conducted by the Institute at New Delhi.

Sponsored Candidates

Candidates working in the industry/government/regulatory bodies/research/academic institutions/donor/consultant organizations are encouraged to apply for the full-time MBA. All those who satisfy the minimum qualifications may be admitted to the programme on the basis of an interview. These candidates are required to submit, at the time of interview, a sponsorship certificate from their employer on a proper letterhead, stating that for the period of his/her study at the Institute, the candidate will be treated as on duty and that he/she will be fully relieved for the period of study for pursuing his/her studies.

Placements

The institute has a dedicated placement cell, which is in constant touch with the industry and keeps students informed about the requirements and developments in different sectors regarding the available career opportunities. It facilitates that students are able to get appropriate career opportunities. Our students are already working in leading public sector and private sector organizations like:

- KPMG
- EY
- Schneider Electric
- HCL
- IPSOS
- GE Energy
- IMRB International

Department of Business and Sustainability

Sustainability issues are fast becoming the focal point of core business strategies worldwide driven by the demands of the stakeholders. The market has also started transforming and aligning to the concerns of sustainability. Recognizing this, the Department of Business and Sustainability was created in 2012 and committed itself to the cause of continued teaching, research and training in sustainability for business. The department is interdisciplinary in its approach with courses focused on three fulcrums of sustainability – social, economic and environmental.

About TERI School of Advanced Studies

The academic programmes at TERI SAS are focused on the challenges of providing the rising global population with a limited and degraded natural resource base. In moving towards sustainability, the implicit understanding is that there is no panacea or straight road, with recognized and established methodologies, tools or specializations leading to such development. The solutions therefore do not lie in a specific subject discipline but must be appropriate and relevant to the context or the practical problem being addressed. Developing such an understanding among its students is best achieved through exposure to a variety of subjects, tools, and methodologies offered in an interdisciplinary mode. This has been the guiding philosophy behind the programmes offered by the TERI SAS and is practised by building a theoretical understanding in courses covering a variety of traditional disciplines, such as ecology, natural and social sciences, governance, policy, law, and engineering.

Over a period of two years, students converge upon a few areas of focus based upon their

interest, having been exposed to a new way of thinking that looks at problems not from the lens of a subject specialist, but from the perspective of one who recognizes the complex linkages between man and his environment.

Apart from doctoral research, the TERI SAS offers M.Sc. degree programmes in Environmental Studies and Resource Management, Environmental and Resource Economics, Geoinformatics, Water Science and Governance, Climate Science and Policy, and Plant Biotechnology; MBA programmes in Infrastructure Management and in Sustainability Management; M.Tech. programmes in Renewable Energy Engineering and Management, Water Resources Engineering and Management and Urban Development Management; and LL.M. programmes in Environment & Natural Resources Law and in Infrastructure & Business Law.

The institute offers two M.A. programmes, one in Public Policy and Sustainable Development, and the other in Sustainable Development Practice. TERI SAS is one in a selected group of 22 institutions chosen worldwide by the MacArthur Foundation, USA, to run the Sustainable Development Practice programme. The institute uses modern pedagogical tools, richly supplemented by field visits, live industry projects, and hands-on applications. It provides the very best in equipment and instruments, which includes state-of-the-art computer facilities, well-equipped laboratories, video-conferencing facilities, and access to South Asia's most comprehensive library on energy and environment.

TERI SAS has established excellent partnerships and collaborative arrangements with a number of institutions overseas, including Yale University, USA; The Freie University of Germany; Utrecht University, The Netherlands; North Carolina State University, USA; and University of Technology, Australia.

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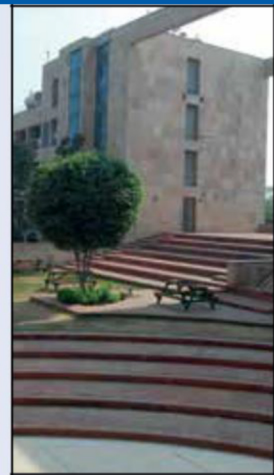
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MBA SUSTAINABILITY MANAGEMENT





Of late there has been a growing realization that India should emerge as an economy driven by knowledge. Given the rapid progress that intellectual enterprises are making worldwide, higher education must benefit from a continuous accretion of knowledge through research. This is what TERI SAS is attempting to do through all its programmes, for the benefit of not only Indian citizens but people from other countries as well who would pass through the portals of this institution. This Institute offers education supported by rigorous research.

MBA (Sustainability Management)

Businesses across the globe are realizing the importance of integrating sustainability into business practices. It is evident that the future lies with those companies that integrate sustainability into their business practices.

The MBA (Sustainability Management) intended for both, fresh graduates and mid-career professionals, is an effort to align leadership in both industry and the government to current contexts. In doing so, this programme seeks to enhance the scope and knowledge body of management education in India by imparting conventional management skills to students as also by helping them develop new perspectives related to the integration of sustainable and ethical practices into management education. This is not just an MBA programme; it's an MBA plus programme that combines conventional MBA curriculum with new sustainability challenges that have direct impact on a firm's future performance, financial and otherwise. The programme also leverages The Energy and Resources Institute's (TERI) knowledge capital in sustainable development to deepen the social and ethical consciousness of management education in India. The graduates of this programme will become competent business leaders with a holistic and long-term perspective for a world that demands new skills and attitude.



Programme

During the course, students get an experience of an industry competent curriculum which aims at helping businesses to bridge the gap. The courses, such as Principles and Concepts of Sustainability, Climate Change and Development, Sustainability Reporting and CSR, Sustainable Business Strategy, Business, and Society and Environmental Economics help students recognize the need, challenges, and ways to approach long-term viability of businesses through management and optimization of resources without compromising on profitability and competitiveness.

The programme extends to two years (spread over four semesters) including a minor and major research project. The first year of the programme builds a foundation in traditional areas like general management, marketing, finance, and organizational behaviour. The second year allows students to choose from a variety of electives to specialize in different management areas like finance, marketing and sustainability.

Programme Outline

Year	Courses	Credits	Duration*
First Year			
1 st Semester	9 Core Courses	23	15 Weeks
2 nd Semester	9 Core Courses	21	15 Weeks
Summer Semester	Minor Project	6	6 Weeks at Project Location
Second Year			
3 rd Semester	5 Core Courses + 3 Elective Courses	15	15 Weeks
4 th Semester	Major Project	14	15 Weeks at the Location of the Project

Year/ Semester	Course Title	Type	Credits
1 st Year			
1 st Semester	Total Credits		23
	Principles And Concepts of Sustainability	Core	2
	Business Ethics	Core	2
	Sustainability Reporting	Core	2
	Managerial Economics	Core	3
	Marketing Management	Core	3
	Fundamentals of Management	Core	2
	Business Communication	Core	3
	Statistical Methods for Management	Core	3
	Corporate Accounting and Reporting	Core	3

Year/ Semester	Course Title	Type	Credits
2 nd Semester	Total Credits		21
	Legal Aspects of Business	Core	2
	Qualitative Research Methods in Management	Core	2
	Strategies for Sustainable Business	Core	3
	Macroeconomic Environment	Core	3
	Corporate Finance	Core	3
	Management Information System	Core	2
	Advanced Statistical Methods for Management	Core	2
	Corporate Social Responsibility	Core	2
	Organisational Behavior and Leadership	Core	2
2 nd year			
3 rd Semester	Total Credits		21 (15+6)
	Accounting and Finance for Sustainability	Core	3
	Minor Project	Core	6
	Entrepreneurship	Core	2
	Supply Chain Management	Core	2
	Business, Natural Ecosystems and Community	Core	2
	Health Finance	Elective	3
	Corporate Governance	Elective	2
	Sustainable Consumption and Production	Elective	2
	Financial Intermediaries, Institutions And Regulations	Elective	2
	Integrated Impact Assessment	Elective	4
	Derivatives and Risk Management	Elective	2
	International Financial Management	Elective	2
	Business to Business Marketing	Elective	2
	Urban Governance	Elective	4
	Environmental Management System	Elective	4
	Brand Management	Elective	2
	Security Analysis and Portfolio Management	Elective	2
	Production and Operations Management	Elective	3
	Consumer Behaviour	Elective	2
	Project Design and Management for Sustainable Development Practice	Elective	4
	Social Entrepreneurship	Elective	2
	Design Thinking	Elective	2
4 th Semester	Major Project	Core	14

