

Year/Semester	Course Title	Type	Credits	
	Business Laws and Infrastructure projects	Core	2	
	Contract Laws	Core	2	
	Environmental and Social Laws	Core	1	
2 <sup>nd</sup> Semester	<b>Total Credits</b>		<b>20</b>	
	Module 1 Strategy and Risk			
	Business Ethics	Core	1	
	Strategic planning	Core	2	
	Risk analysis and Implementation Management	Core	3	
	Project Planning and management	Core	2	
	Bidding System Management	Core	1	
	Module 2 Operational aspects of Infrastructure			
	Quality Management	Core	2	
	Management information systems	Core	2	
2 <sup>nd</sup> Year	Infrastructure organization and HR	Core	3	
	Logistics and supply chain management	Core	2	
	Macroeconomic Environment	Core	3	
	3 <sup>rd</sup> Semester	<b>Total Credits</b>		<b>23 (17+6)</b>
		Minor Project	Core	6
		Integrated impact assessment	Core	3
		Public Private Partnership	Core	2
		Corporate governance	Core	2
		Innovation and change management for infrastructure projects	Core	2
		Strategic communication and stakeholder engagement	Core	2
Advanced Logistics and Supply Chain Management		Elective	2	
Accounting and finance for sustainability		Elective	3	
Financial intermediaries, institutions and markets		Elective	2	
4 <sup>th</sup> Semester	Sustainable Urban Transport	Elective	2	
	Entrepreneurship	Elective	2	
	Urban water supply and waste management	Elective	2	
	Business to business marketing	Elective	2	
	<b>Total credits</b>			
	Major Project	Core	14	

## 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. Currently, the department offers two MBA courses, with special focus on Business Sustainability and Infrastructure.

## About TERI School of Advanced Studies

Academic programmes at the TERI SAS are focused around 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 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 MSc degree programmes in Environmental Studies and Resource Management, Environmental and Resource Economics, Geoinformatics, Water Science and Governance, Climate Science and Policy, and Plant Biotechnology; MA programmes in Public Policy and Sustainable Development, and Sustainable Development Practice; MTech programmes in Renewable Energy Engineering and Management, Water Science and Governance and Urban Development and Management; and LL.M. programmes in Environment & Natural Resources Law and in Infrastructure & Business Law.

The University offers two MBA programmes in Infrastructure and in Business Sustainability. The TERI SAS is one of a select group of 22 institutions chosen worldwide by the MacArthur Foundation, USA, to run the Sustainable Development Practice programme. The University 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.

### For further information, please contact

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November 2018 (200)



# MBA INFRASTRUCTURE



The MBA (Infrastructure) program is designed to equip students with knowledge and skills to meet managerial challenges of the rapidly growing infrastructure sector in the country. There is a huge employment opportunity in planning and development, construction, operations and management and financing of infrastructure. The program has been designed considering current managerial needs of Construction industry, Smart cities and urban development, Transport including Metro Railways, Ports, Logistics and Supply Chain, Management of Container Terminals and Container Freight Stations, Energy and Renewable Energy etc.

## Programme Structure



The programme is based on a modular structure including a summer internship and a major project. In the first year, core courses on various aspects like strategy and risk, law and policy, finance and economics, and operations are taught. While the first two semesters comprise basic courses common for all the students, third semester is devoted to the specialized courses. In addition to these courses, students are required to complete a summer project of 6-8 weeks and a major project. These projects provide students an opportunity to put classroom learning into perspective by working in various companies in the Infrastructure sector.



## Paedagogical Tools

The choice of paedagogical tools is based on the principle of active learning contingent on strong conceptual understanding. These would comprise classroom lectures, case studies, field visits, term papers, assignments and tutorials, a large number of guest lectures by practitioners and experts, seminars and discussion forums, and role play. In particular, case studies, drawing from real-world management challenges, are designed and integrated into the curriculum. The faculty, along with professionals and development organizations are encouraged to collaborate in the preparation of case studies. These case studies, along with the field exposure planned and the Major Research Project, would provide relevant context to the curriculum in this programme.



## Eligibility criteria

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 TERI SAS at New Delhi.

## Prospects

- Focus on Developing Specific Skills in Strategy and Risk Management, Operational Aspects, Finance and Economics, Law and Policy etc.
- Training in understanding and managing multi-disciplinary challenges and sustainability impacts (social, economic,

## Sponsored candidates

Candidates working in the industry/ government/regulatory bodies/ research/ academic institutions/ donor/consultant organizations are encouraged to apply. All those who satisfy the eligibility criteria may be admitted to the programme based on 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 University, the candidate will be treated as on duty with usual salary and allowances and that he/she will be fully relieved for the period of study for pursuing his/her studies. For sponsored candidates, the possibility of evening and weekend classes can be explored.

- and environmental) of the infrastructure sector
- Placement opportunities in niche areas like transport and logistics, operations management, project planning and implementation, supply chain management, IT infrastructure management etc.

There will be an option for the candidates to apply for specific modules of the programme also.



## Placements

The TERI SAS has a dedicated placement cell, which keeps the students informed about different career opportunities. Our students are already working in leading public and private sector organizations, such as:

- Hindustan Petroleum
- ONGC
- India Energy Exchange
- TCS
- Bharat Petroleum
- Oil India Ltd
- Infosys
- IPSOS
- Indian Oil
- L&T
- Wipro
- CLAWS

## Programme outline

Year	Courses	Credits	Duration*
<b>First Year</b>			
1 <sup>st</sup> Semester	Module I - Basics of Infrastructure Business Module II - Law & Policy aspects of Infrastructure	20	8 Weeks
2 <sup>nd</sup> Semester	Module I - Strategy and Risk Module II - Operational aspects of Infrastructure	20	8 Weeks
Summer Semester	Minor Project	6	
<b>Second Year</b>			
3 <sup>rd</sup> Semester	17 Core Courses + 6 Electives	23	15 Weeks
4 <sup>th</sup> Semester	Major Project	14	15 Weeks

## Course Details

Year/ Semester	Course Title	Type	Credits
<b>1<sup>st</sup> Year</b>			
1 <sup>st</sup> Semester	Total Credits		20
	Module 1 Basics of Infrastructure Business		
	Introduction to Infrastructure Business	Core	2
	Economics of Infrastructure and Pricing Strategies	Core	2
	Infrastructure project finance	Core	2
	Corporate Accounting and Reporting	Core	2
	Corporate Finance	Core	2
	Statistical methods for management	Core	3
	Module 2 Law & Policy Framework for Infrastructure Business		
	Legal & Regulatory aspects of infrastructure	Core	2