

adani

Institute of
Infrastructure

Post-Graduate Diploma in Management (Law)

India's First-Ever PGDM Program
Focusing on Compliance, Regulations and
Contracts in Infrastructure Sector



AICTE-approved 2-year Full-time Program

Adani Institute of Infrastructure Management (AIIM)





Growth with Goodness

Adani Group

The Adani Group is one of India's largest integrated infrastructure conglomerates with interests in **Resources** (coal mining and trading), **Logistics** (ports, logistics, shipping and rail), **Energy** (renewable and thermal power generation, transmission and distribution), **Agro** (commodities, edible oil, food products, cold storage and grain silos), **Real Estate, Consumer Finance and Defence**.

Headquartered in Ahmedabad, India, the Group has operations across the world. Adani owes its success and leadership position to its core philosophy of 'Nation Building'.

The Adani Group takes its responsibility towards contributing to the improvement of the society very seriously. Through the **Adani Foundation**, it ensures that development and progress are sustainable and inclusive; not just for people, but also for the environment on the whole.



Adani Institute of Infrastructure Management (AIIM)

Pioneering Institute of Infrastructure in the Country

Adani Institute of Infrastructure Management (AIIM) was founded in 2009 by the promoters of the **Adani Group** with a vision to establish an institution of excellence that provides world-class education and training to young professionals to shoulder managerial responsibilities in the infrastructure sector.

AIIM is India's pioneering institute exclusively focused on research, education and training in the field of infrastructure management. It aims to create a pool of nation-builders and future business leaders.

AIIM is an institute of excellence offering specially-designed programs with a curriculum aligned to the needs and aspiration of the infrastructure industry.

At AIIM, students are groomed into becoming trained professionals who wish to take managerial and leadership positions in the infrastructure sector, with a unique blend of strong conceptual, analytical, and decision-making abilities.

The students are provided with a perfect learning environment for intellectual stimulation and professional growth through interactions with highly-acclaimed faculty and distinguished industry captains.

AIIM offers 2 flagship programs:

- **PGDM (Infrastructure Management)**
- **PGDM (Law)**

A host of customized short-term Management Development Programs (MDPs) and industry-specific Executive Programs in Management are also part of the AIIM offerings.

Post-Graduate Diploma in Management (Law)

(AICTE approved 2-year full-time program)

India's First-Ever PGDM Program exclusively focused on Compliance, Regulations and Contracts in Infrastructure Sector

Adani Institute of Infrastructure Management (AIIM) launches India's first ever Post-Graduate Diploma in Management (Law) – **PGDM (Law)** – program from academic year 2019-20. AICTE approved 2-year program has been designed to explore emerging opportunities in the rapidly evolving infrastructure field and equip the students with necessary knowledge and skills in Legal and Regulatory framework and Management. The program will be offered as interdisciplinary blend of business functions, infrastructure models and legal and regulatory aspects. We will, besides providing managerial skills in core subjects, equip the students with legal expertise required for management of different businesses.

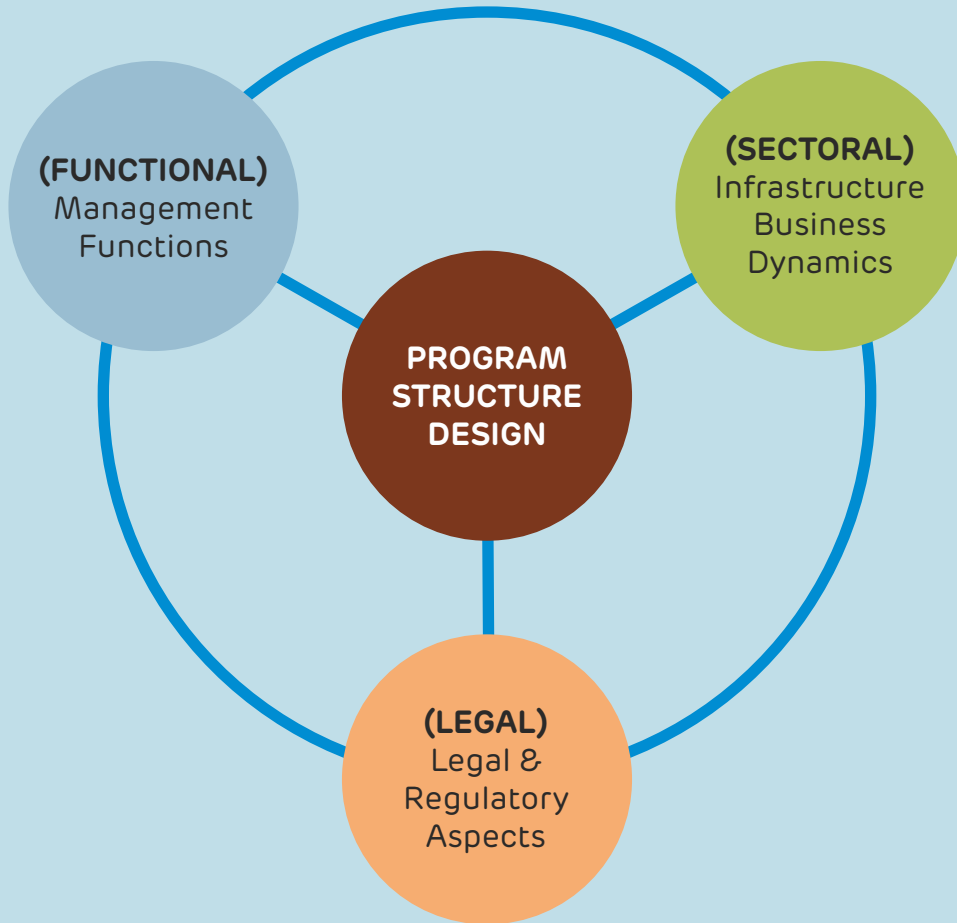
- India's First-Ever Interdisciplinary Program blending Management Functions, Infrastructure Business Dynamics and their 'Legal & Regulatory' Aspects
- In-depth exposure to Infrastructure Policy & Governance, Mergers & Acquisitions, Cyber Laws, Economic Offences, Taxation, and ADR Mechanisms and their Business Applications
- Infrastructure is one of the most regulated sectors in India: RERA, Airports Authority, TRAI, SEBI, PNGRB, IRDA, Port Regulators, Electricity Commissions, NHAI, Railways Board, Tax authorities, Compliance Authorities, et al
- Major complexities in PPP agreements, supply & service agreements, concession documents, tendering, contracts, land issues, arbitrations, taxations, dispute resolutions, etc.
- Three-layered skills and training required to succeed in this highly regulated environment: (a) Understanding management functions; (b) Understanding Infrastructure Business Dynamics and (c) Weaving Legal and Regulatory moat around management functions in infrastructure sector
- Industry Leaders need a Business Manager's Perspective for Growth as well as a Lawyer's Eye for Detail to understand: legal frameworks, interpretations, managerial evaluations, policy interventions and community impacts
- Excellent Career Prospects in Corporates, Consultancy and Law firms
- Rewarding job profiles in the areas such as Techno-Commercial, Tendering, Bidding, Regulatory and Corporate Governance and Securities & Capital Markets



Program Design

How do we teach this multi-disciplinary program?

The Legal and Regulatory aspects involving business operations in infrastructure sectors needs focus. The emphasis is to apply the art of management as infrastructure demands rational allocation of substantial resources to achieve public good through value creating initiatives.



Program Pedagogy:

Distinguished faculty from academia and law practitioners from industry will steer the program through lectures, presentations, and contemporary simulation based interactive case studies to facilitate application oriented practical implementation of theories and concepts.

Students will be engaged in discussions based on pre-circulated published papers, case studies, case laws and small case-lets with complex problems drawn from critical issues faced by industries. Students will also be exposed to management films and lectures from renowned professors and world class consultants / practitioners. Some of the classes will be conducted in workshop mode for bringing in application orientation. Students will also be benefitted by working on assigned projects and collective / shared learning from writing papers and short presentations on assigned projects covering the course content. Summer Internship Program and Apprenticeship Program are also integral part of the learning process.

Programme Curriculum

Course Structure PGDM (Law)

TRIMESTER 1

MANAGEMENT COURSE

- ◆ Micro Economics
- ◆ Managerial Communication
- ◆ Statistics for Managers
- ◆ Financial Reporting & Analysis
- ◆ HR & Organizational Behaviour

LAW

- ◆ Indian Legal system
- ◆ Principles of Contract Law
- ◆ Law of Business organisations

TRIMESTER 2

MANAGEMENT COURSE

- ◆ Macro Economics
- ◆ Corporate Finance
- ◆ Quantitative Methods
- ◆ Managerial Accounting
- ◆ Project Management (including PM Software)

LAW

- ◆ ADR
- ◆ Advanced Contracts
- ◆ Employment Laws and Regulations

TRIMESTER 3

MANAGEMENT COURSE

- ◆ Operations Management
- ◆ IPR & Infrastructure Development
- ◆ Strategic Management
- ◆ Public Private Partnership
- ◆ Marketing Management (BD)
- ◆ Persuasive Communication

LAW

- ◆ Securities and Investment laws
- ◆ Environmental Regulations for Infrastructure Projects
- ◆ Law of Civil Wrongs for Business Entities



Programme Curriculum

Sectoral Elective Courses

TRIMESTER 4

A. URBAN & REAL ESTATE MANAGEMENT COURSE

- ◆ Real Estate - Policy & Economics - I
- ◆ Urban Infrastructure Management
- ◆ Real Estate Business Development

LAW

- ◆ Property and Land Laws

B. TRANSPORT

MANAGEMENT COURSE

- ◆ Transport - Policy, Economics & Management - I
- ◆ Managing Airport Business - I
- ◆ Port & Shipping Management

LAW

- ◆ Maritime Laws

C. ENERGY

MANAGEMENT COURSE

- ◆ Energy - Policy & Economics
- ◆ Managing Energy Business
- ◆ Global Carbon Finance

LAW

- ◆ Energy Laws

TRIMESTER 5

A. URBAN & REAL ESTATE MANAGEMENT COURSE

- ◆ Real Estate - Policy & Economics - II
- ◆ Construction Management
- ◆ Real Estate Finance

LAW

- ◆ Real Estate Laws (Central / State)

B. TRANSPORT

MANAGEMENT COURSE

- ◆ Transport - Policy, Economics & Management - II
- ◆ Managing Airport Business - II
- ◆ Cargo and Multi-Modal Logistics Management

LAW

- ◆ Rail, Road and Air Law

C. ENERGY

MANAGEMENT COURSE

- ◆ Energy Management
- ◆ Fossil Fuels (Thermal, Coal, Oil, Gas)
- ◆ Sustainable Energy (Renewable, Nuclear, Hydro)

LAW

- ◆ Mining Laws

Functional Elective Courses

TRIMESTER 4

A. FINANCE

- ◆ Entrepreneurial Finance & Venture Capital
- ◆ Risk and Resource Management

B. POLICY

- ◆ Environment and Natural Resources Economics
- ◆ Public Policy & Program Evaluation

C. CORPORATE PRACTICES

- ◆ Strategy (Plan, Execution & Quality)
- ◆ Strategic Corporate Communication

D. CONTEMPORARY LAW COURSES

- ◆ Banking and Insurance Law
- ◆ Competition Law
- ◆ Economic Offences
- ◆ Insolvency and Bankruptcy Law
- ◆ IPR

TRIMESTER 5

A. FINANCE

- ◆ Management Control System
- ◆ Mergers & Acquisitions

B. POLICY

- ◆ Health & Education
- ◆ Developing World Practices

C. CORPORATE PRACTICES

- ◆ Business Consulting
- ◆ Service Management and CRM

D. CONTEMPORARY LAW COURSES

- ◆ Cyber Laws and AI
- ◆ Data Privacy and Protection
- ◆ Disaster Management Laws
- ◆ E-Commerce Laws
- ◆ International Trade Law

TRIMESTER 6

Internship / Field Work

Notes:

- 1) In Trimester 4 and 5 Students has to choose two buckets from sectoral elective courses to secure 26 credits
- 2) In the sectoral bucket law course is mandatory. From the rest of the courses students can choose any two course to achieve minimum 6.5 credits in each bucket.
- 3) In Trimester 4 and 5 Students has to choose two buckets from functional elective courses to secure 16 credits. (2 law courses from the Contemporary Law Courses bucket and one functional elective)
- 4) In Trimester 6 there are no compulsory or elective courses. Students have to go for Internship / Field work which carries 6 credits

Faculty Members

The Thought Leaders



Prof. Devang Desai
Dean, AIIM
Finance & Accounting
Chartered Accountant



Prof. Pankaj Singh
Strategy
Ph.D. Columbia University,
New York



Prof. R. K. Das
Finance and Risk
Management



Prof. Lakshmi P.
PGP Chair and Head - PGDM (Law)
Ph. D. (Law)



Prof. Jehirul Islam
Ph. D. (Law)



Prof. Amit Shrivastava
Finance & Accounting
Ph.D., Bundelkhand University



Prof. Diti Vyas
Communication
Ph.D., IIT Gandhinagar



Prof. Astha Agarwalla
Economics,
Urban Management & Public Policy FPM,
IIM Ahmedabad



Prof. Rachana Gangwar
Transport Policy & Logistics
PhD, CEPT University



Prof. Samudra Sen
Public Policy
Ph.D., IIM Ahmedabad



Prof. Mayur Shah
Finance & Accounting,
Chartered Accountant



Prof. Mukesh Parikh
Adjunct Professor,
Center for Transportation
MBA - XLRI, Jamshedpur
Professional Shipping -
Norwegian Shipping Academy,
Oslo

Visiting Faculty Members

Mr. A. Balasubramaniam
Consultant

Dr. A N Rao
Gujarat National Law University

Mr. Aneesh Chinubhai
Consultant

Ms. Anukriti
IIM Ahmedabad

Prof. Archana Dholakia
IIM Ahmedabad

Prof. Ashwani Kumar
CEPT University

Prof. Debasis Sarkar
PDPU

Mr. Deepak Krishnan
Ahmedabad University, PDPU

Dr. Deepika Saluja
IIM Ahmedabad

Prof. Diljeetkaur Makhija
Nirma University

Prof. Diptiranjan Mahapatra
IIM Sambalpur

Dr. Divya Tyagi
Gujarat National Law University

Dr. G V Rao
Nirma University

Prof. Ganesh P
EDI, Gandhinagar

Prof. Hemant Trivedi
The NorthCap University, Gurgram

Dr. Jallavi Panchamia
IIPH, Gandhinagar

Prof. Kamal Kishore Sharma
Strategy, FPM, IIM-Ahmedabad

Mr. Manoj Gopal
Head – Insurance, Adani Group

Prof. Mayank Patel
EDI, Gandhinagar

Dr. Mitesh Thakkar
RESMA

Mr. Nimitt Karia
Consultant

Prof. Nityesh Bhatt
Nirma University

Prof. P. K. Chugan
Nirma University

Mr. Pavan Palle
Consultant

Dr. Rajesh Jain
Nirma University

Prof. Rasananda Panda
MICA

Prof. Ravindra Kumar Singh
Gujarat National Law University

Dr. Ritu Sharma
PDPU

Mr. Sai Chitranjan
IIM Ahmedabad

Prof. Saritha
IIM Ahmedabad

Mr. Satyendra Shrivastava
Partner, Khaitan Associates

Mr. Shaun Mathews
FPM, IIM Ahmedabad

Dr. Shuchi Srinivasan
IIM Ahmedabad

Prof. Somen Saha
IIPH, Gandhinagar

Ms. Sonali Jain
IIM Ahmedabad

Dr. Sreelekha Mishra
IIM Indore

Prof. V. V. Rao
IIM Ahmedabad, IIM Udaipur

Dr. Vidhee Avasia
IIM Ahmedabad

Dr. Vikas Gandhi
Gujarat National Law University



Holistic Development of Students

Clubs @ AIM

Students at AIM pick up student-driven academic/professional initiatives through various Clubs and Committees to complement their class room learnings with practical aspects of the business world. These initiatives range from organising special events focusing on current affairs to carefully planned symposia and lectures that enrich the participants' professional, academic and extra-curricular interests.

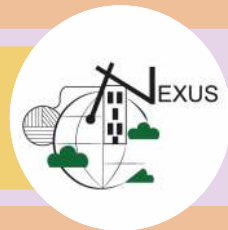
Academic Clubs:



Shashtra:

Finance, Economics and Policy Club

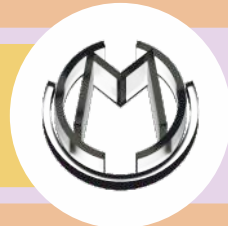
Nexus:
Project Management Club



Intensity:

Marketing & Operations Club

Metanoia:
Creativity & Communications Club



SEED:

Strategy, Entrepreneurship & Business Development Club

Non-Academic Committees:

- Sports & Cultural Committee
- Placement Committee
- Alumni Committee



Adani International Innovation Hub (AIIH)

- Innovation and entrepreneurship platform established by Adani Institute of Infrastructure in collaboration with Government of Gujarat, SSIP
- Backed by Adani Group, Ministry of HRD, Government of India, e-Yantra – IIT Bombay, Purdue Foundry of Purdue University, USA
- More than 45 Entrepreneurship Awareness Workshops, Boot Camps and Hackathons in last two years with around 3500 attendees
- End-to-end support extended for start-up ideas in different domains of Transport and Logistics, Water, Marine and Waste Management, Energy, Real Estate, Artificial Intelligence, Emerging Technologies, Augmented Reality and Social Infra: Agri-Tech & Edu-Tech Communication, etc.
- 12 start-up initiatives are currently in the process of incubation
- 3 start-up initiatives namely AcademiX, Pune Techno Care and PaintRobots have already been funded and rolled out their operations



Notable Speakers on Campus



Name : **Mr. Hasmukh Adhia**
Designation : Revenue Secretary, Government of India
Topic : Inauguration of PGDM (IM) 2019-21



Name : **Mr. Vinay Khanduri**
Designation : Commander, Indian Navy
Topic : Importance of Goals & Discipline in Student's Life



Name : **Mr. Rashmin Shah**
Designation : Country Head - Cadila
Topic : Leadership & Communication



Name : **Mr. Ketan Doshi**
Designation : VP, HR - ATRECO
Topic : Real Estate Business



Name : **Mr. Pankaj Doshi**
Designation : Head (Health Care) - Adani Group
Topic : Workshop - Occupational Health & Safety Hazards in India



Name : **Mr. Fakhruddin Dohadwala**
Designation : Chief Safety Officer - Gujarat Rail Metro Corporation
Topic : Workshop - Occupational Health & Safety Hazards in India



Name : **Mr. Murtuza Shabbir Painter**
Designation : Project Manager - J.P Research
Topic : Workshop - Occupational Health & Safety Hazards in India



Name : **Mr. Nikhilesh Jha**
Designation : IAS Retired Officer
Topic : Workshop - Water Resources Management

Name : **Mr. Viren Mehta**
Designation : City M.D, - JLL
Topic : Real Estate Market and Overview of JLL



Name : **Mr. Akshat Surana**
Designation : Lead, HR Shared Services & Technology - AEL
Topic : Are you Campus Ready ?



Name : **Mr. Abhi Shah**
Designation : Vice chairman of the board - Morae Global Corporation firm
Topic : Innovative Entrepreneurship



Name : **Mr. Srinivas Jayarala Muni**
Designation : HR - AEL
Topic : Pre-placement Preparation



Name : **Mr. Nilesh Shah**
Designation : MD - Kotak Mahindra
Topic : Indian Economy



Name : **Mr. Saurabh Mittal**
Designation : Sr. Director, Client Relations - Kotak Wealth Management
Topic : Wealth Management



Name : **Ms. Pooja Shah**
Designation : Energy Storage Engineer, Emerging Markets - Kiewit
Topic : Business Development



Name : **Mr. Sanjeev Chauhan**
Designation : Head of Sales and CRM - Adani Realty
Topic : Real Estate Business Development



Career Prospects for PGDM (Law) Participants

The PGDM (Law) graduates are required and employable in this multi-faceted infrastructure industry for a variety of exciting and rewarding job profiles. Some of them are:

A) Corporates

- Legal Department
- Techno-Commercial
- Business Development (Tendering, Bidding)
- Regulatory & Corporate Governance
- Securities & Capital Markets
- Mergers & Acquisitions

B) Consultancy Services

C) Law Firms



Some of the Prominent Recruitment Partners:





Admission Process for Batch 2021-23

Application process:

- Apply online at www.aii.ac.in/aiim by paying application form fees Rs. 1000.
- Write to us at admissions@aiim.ac.in | Hiren.Mandaliya@aiim.ac.in
- Call/WhatsApp: **9099900436 / 8980805306**

Eligibility:

- Graduates in any discipline (incl. BCom, BBA, LLB, B.Tech, etc.) with valid national-level entrance test score (CAT / XAT / CMAT / GMAT / MAT / ATMA)

Selection process:

The selection of candidates would be based on academic credentials, professional achievements and performances in the qualifying examination; through personal interviews to be conducted by the Admission Committee at AIIM Campus and other notified centers.

Program Fees:

Rs. 760,000 (Rupees Seven Lakh Sixty Thousand Only) for the entire duration of two years of the program

PGDM (Law) Program Edge

- Offered by AIIM – India's pioneering institute of Infrastructure with a decade of excellence in infrastructure management education
- AICTE approved 2-year full-time program
- Strongly backed by Adani Group – India's largest integrated infrastructure conglomerate
- One-of-its-kind interdisciplinary program blending management functions, infrastructure business dynamics and their 'legal & regulatory' aspects
- Exposure to Infrastructure Policy & Governance, Mergers & Acquisitions, Cyber Laws, Economic Offences, International Taxation, ADR Mechanisms, Legal Drafting and Contract, Labour, Industrial & Commercial Laws, etc. – and their business applications
- Program delivered by eminent faculty and experienced practitioners
- State-of-the-art campus with best in-class amenities
- Excellent career prospects in Corporates, Consultancy and Law Firms



Adani Institute of Infrastructure Management (AIIM)

Shantigram Township, Nr. Vaishnodevi Circle,
S.G. Highway, Ahmedabad 382421, Gujarat, India

Email: admissions@aiim.ac.in | **Office:** 079-25556592 | **Website:** www.aii.ac.in/aiim

Mobile: 9099900436, 8980805306

  @AIIAhmedabad

