

Masters Program in Telecommunication Management



Developing Telecom
Leaders



Aegis School Of
Telecommunication

"Alexander Graham Bell Speaking on the Phone, 1892." 1892. Gilbert H. Grosvenor Collection, Prints and Photographs Division, Library of Congress.



AEGIS

The Aegis (also written egis) was the mantle and shield of Zeus, for even the king of the gods needed protection in his war with the Titans.

Zeus lent the aegis to his daughter Athena (Athene) when she fought on the side of the Greeks in the Trojan War. Homer describes it as a kind of cloak. Whether it was a cloak or a shield, it undoubtedly had protective powers, since on it were serpents and the head of a Gorgon, which turned those who looked at it into stone.

“Arthur Daley, Sports Columnist, The New York Times”

“There is huge growth in telecom in India and the future certainly belongs to telecom managers. We need telecom managers and unless we rise to this challenge. Either India develops and schools an adequate number of trained telecom managers or India has no future.”

V. P. Chandan

Former President, Qualcomm India From a panel discussion
entitled: “Future Belongs to Telecommunication Managers” at India
International Center, New Delhi

Welcome to Aegis School of Telecommunication	01
Key Programs offered by AST	02
The foundation for a great future	03
Masters Program in Telecommunication Management MPTM [Full Time]	04
Finance	06
Placement	07
Executive Masters Program in Telecommunication Management EMPTM [Part Time]	08
Who Should Apply	10
Students' Life at Aegis	13
Infrastructure Facilities	14
Aegis Councils	15
Faculty	16



"I am glad that Aegis faculty for advance studies is doing a great job in bringing international quality education to the state. I can see Aegis is going to be a truly international telecommunication learning center."

Shri Digvijay Singh

Hon'ble C.M. of Madhya Pradesh, India - Inaugurated the college on 17th April 02

"Aegis mission is to provide knowledge shield to Indian Telecom sector through offering world-class training, consultancy and research."

Brief History

Aegis School of Telecommunication (AST), was established in 2002 by Bhupesh Daheria with Bharti Televentures's support at Indore with the objective of contributing to building a strong base of the knowledge economy for India.

Our goal is to Develop Telecom Leaders who understand the telecom technologies from management, legal and regulatory perspectives and can cross perform the tasks of various functional areas in the telecom industry.

This very vision is being transformed into reality under the able leadership of Founder Bhupesh Daheria, V. K. Bhalla Director Executive Education Aegis, former CAO of Airtel & Touch Tel, Professor Thor Hendrickson Associate Dean Aegis and guidance of Dr. Ramesh Sharda (Conoco Chair and Regents Prof. of Management Science and Information Systems, Oklahoma State University), Chairperson International Curriculum Advisory Board of Aegis. In addition Dr. Rajan Saxena, former Director and Professor of Marketing IIM Indore, is one of the driving force at Aegis School of Telecommunication.

Aegis alumni are employed with companies like VSNL, GTL, Dishnet, Avaya, Hughes, HCL comnet, Reliance Infocom and ORG Telecom.

"What we don't require are just Managers
We require more than Managers
We require Renaissance Leaders".

The old models of producing either general managers or functional specialists are no longer adequate in today's environment. What is needed is truly a broad gauged leader who has the ability to cross perform tasks of different functional areas. The need of the hour is 'Renaissance Leaders'.

But the vital question remains the same i.e. "Where will you get the required skills and prerequisites to be Renaissance leader?"

The desire to provide you the answers to these questions paved a way to the foundation of Aegis

Bhupesh Daheria
Founder, Aegis School of Telecommunication
& Aegis School of Business
Director, G4 Solutions





"Telecom management program has helped me to accelerate my career growth. I can very well assess the kind of impact Aegis School of Telecommunication is going to create on Indian Telecom Sector and the world Telecom Industry as a whole."

As a corporate I have to recruit the managers and technical people separately. But when I have to depute people for the project, I have to depute two persons separately which is the biggest limitation for any technological company. If we have one person who can do both the things efficiently then this will be value addition to the person and that's where Aegis will fill in the gap."

Excerpts of an interview given by Mr. Kallol Kanungo to Sahara TV. View complete video at <http://www.aegisedu.org/streamingvideo.htm>

Mr. Kallol Kanungo

Vice Presidente -Customer Services Enterprise Networks GTL Limited



Masters Program in Telecom Management (MPTM) -Full Time

Aegis is the first to start a truly International, Interdisciplinary, full time one-year Telecom Management Program in India named as Masters Program in Telecom Management (MPTM).

Aegis School of Telecommunication MPTM Program is designed to develop future telecommunication managers who understand telecommunication operations from the management, legal and regulatory perspectives.

The Aegis MPTM was developed with inputs from telecom companies such as: Qualcomm, Bharti, GTL, Reliance Infocom, Dishnet, BSNL amongst others, to meet the needs of India's future telecom leaders and managers. MPTM is similar to Masters of Science in Telecom Management (MSTM) offered by few selected Universities worldwide like Oklahoma State University.

MPTM students develop broad knowledge in business, technical, and communication disciplines as well as a depth of knowledge in specific areas chosen to best fit their career aspirations. <http://www.aegisedu.org/mptmft.htm>

2. Executive Masters Program in Telecom Management (EMPTM)- Part Time

Under Corporate Degree Programs, Aegis is offering Part Time program in Telecom Management. This flexible program is designed for working executives, who aspire to move ahead in the fields of Telecom and Information Technology by upgrading their knowledge and acquiring the necessary skills.

Customized course curriculum is available to participating partner IT and Telecom organizations in accordance with their present and future requirements.

3. Short-term Training Programs

Short-term programs are designed for corporate and working professionals. These are fast track programs to upgrade knowledge and professional skills to avoid obsolescence in the current dynamic technology world. The program duration varies from one, to several days.

In universities and in corporate organization charts engineering, marketing and management are contained in neat and decidedly separate boxes. Winning products address all needs, the needs of users, technologists and firms alike. Industry highly prizes those individuals who can work beyond organizational barriers. Aegis alumni have the vision to tear down corporate walls to develop the elegant solution.

Thor Hendrickson

Associate Dean Aegis School of Telecommunication
Dean Aegis School of Business

The Foundation for a Great Future



"This program is similar to the highly successful MSTM program here at OSU that I had started a few years back"

Dr. Ramesh Sharda

Chairperson - Curriculum Advisory Board ConocoPhillips Chair and Regents, Prof. of Mgmt. Sc. and Info. Systems (Oklahoma State University), College of Business Admin. Director, Institute on Systems (IRIS)



"There is huge growth in telecom in India and the future certainly belongs to telecom managers.

We need telecom managers and unless we rise to this challenge. Either India develops and schools an adequate number of trained telecom managers or India has no future."

Mr. V. P. Chandan

Former President, Qualcomm India

Masters Program in Telecom Management

The purpose of this program is to develop future Telecom and IT leaders who can understand telecom technology from a management, regulatory and legal perspective.

Focusing on your needs

MPTM is designed to develop the managerial and technical skills of students that are needed to be successful in the telecom industry.

From the first day, students meet their career advisors and coaches to create a plan based on their specific personal and professional objectives. Designing this plan at the outset of their studies helps them make the most of their MPTM experience. All participants are required to sign up to take on entrepreneurship projects. Moreover, they can carry out field consulting projects and do corporate internships too.

Focusing on the needs of Telecom and IT companies

MPTM program at AST is unique in focusing on the complex nature of Telecom industry and covers all aspects related to it like Marketing, HR, Finance, Accounting, Operations, Telecom and IT Technologies, Legal and Regulatory issues, and Project Management, etc. This interdisciplinary program will give a wider horizon of telecom industry as a whole. Simultaneously students can specialize in the area of interest. Through our high profile "Curriculum Advisory Board" and "Corporate Council". We continually update our curriculum to keep pace with the changing dynamic requirements of the telecom world.

Corporate Advantage

Customized course curriculum is available to participating partner IT and Telecom organizations in accordance with their present and future requirements. Through the "Aegis Personal Learning and Training System", AST provides on-site classes at locations

convenient to the corporate employees. Leading edge corporations have intensified the value of employee professional development by linking program focus to business goals and strategies. In an era of increasing competition for hiring technology professionals, on-site and interactive video delivery of academic programs is seen as a major employee recruitment and retention edge/tool.

Innovation is the key

MPTM participants master the innovative ground rules for the new century, including techno-management in the new economy and the entrepreneurial spirit that will enable them to lead change.

Studies of the most innovative organizations and research on new business perspectives mean that the program continuously incorporates the new practices and skills required for Global Management, all with an independent, ethical and innovative outlook.

A global academic perspective

Aegis offers a clear advantage in terms of its teaching resources, teaching methodology and the truly international curriculum. This course is similar to Masters of Science in Telecom Management (MSTM) offered by OSU (Oklahoma State University), US.

Aegis has deployed lecture delivery technology which is being used by top universities across the world.

Masters Program in Telecommunication Management [Full Time]

MPTM Full Time

A fully time program spread over 12 months with 10 months intensive classroom training & two months industry training. There is Telecom Industry orientation, work shops and Guest lectures by the industry experts on weekend.

Who Should Apply

Candidates aspiring for admission in MPTM - FT should be BE/ B Tech/ M Tech/ MCA/ M Sc in Electronics, Electronics & Telecommunication, Electrical Engineering, Computer Science or B Sc/ BCA/ Diploma with three years experience in telecom/ IT industry.

MPTM - FT

A fully residential program spread over 12 months with 10 months intensive classroom training & two months industry training.

TERM ONE	TERM SECOND	TERM THIRD
1. Telecom Systems I 2. Computer Networks & Enterprise Solutions 3. Optical Fibre communication System and Networks 4. Marketing and Sales Management 5. Financial Accounting 6. Organizational Behavior and Human Resource Management	1. Telecom Systems II 2. Wireless Communication 3. Telecom Business Management & Regulatory Issues. 4. Business Communication 5. Operational Research 6. Finance	1. Economics and Business Environment 2. Project Management 3. Entrepreneurship & Venture Management 4. Advanced Telecom Topics

- » One Industry project
- » One Library Research Project
- » Workshop

Emotional Quotient (EQ) & Personality Quotient (PQ) Development spread over three terms.

Seminars, Workshops, Conferences, Various Students' Activities, and Leadership Forum - spread over three terms.



Aegis helped me to bridge the gap between what industry wants and what I have acquired during my BE.

Debasis Dash

MPTM 02-03, Currently working with VSNL

Masters Program in Telecommunication Management [Full Time]

Admissions Overview

To be considered for admission, you must demonstrate your excellence through the application process. To begin with, complete the application form. The form can be filled online or paper base application form may be sent in dully filled with the necessary documents. Online application is recommended.

The application requires a CV/Resume, two letters of recommendation, test results and copies of your Original Certificates/School Transcripts.

If you are amongst the successful applicants short-listed for an interview, the admissions team will contact you and arrange for an appointment for interview. Following best practice amongst leading business schools, the Aegis Full-Time MPTM admission application process is arranged on a rolling basis.

Application Process – Summary

Fill Application Forms

Aptitude Test

Short Listing for Interviews

Interviews

Offers Extended

Confirmation

Fee Structure

MPTM Full Time (Indore Campus)

Total Fee for one year MPTM Full time is Rs.1,25,000

Payment Mode: One Time Payment Mode : Rs. 125,000/- (At the time of Admission in advance)

Installment Mode: Rs.10, 000 will be charged extra, if fees is paid in Installment Breakdown Rs 35, 000/- at the time of admission + Rs. 10,000/- X 10 installments

Total: Rs.1, 35,000

Additional Expenditure : Additional expenditure would be incurred for Formals – Blazers & Ties for Gents and Saree for Ladies. Additional expenditure of 40,000 Rs. would be incurred for laptop as it is compulsory for every student

Stage 1	Stage 2	Stage 3
<p>Application Form</p> <p>(A) By mail – Send us a mail to receive the CD information brochure and Application Form.</p> <p>OR</p> <p>(B) Download Application Form –available in PDF format at http://www.aegisedu.org/application.pdf.</p> <p>OR</p> <p>(c) Fill in the online Application at http://www.aegisedu.org/application</p> <p>Important: Candidates aspiring for admission in Part Time MPTM course are required to send their CV at admission@aegisedu.org. Short listed candidates will be directly appearing for interview with out any test.</p>	<p>Selection Test – G4AegisATA G4 Aegis ATA is computer based test of 60 min. This test has multiple choice questions on various topics such as- Verbal Ability, General Knowledge, Mathematics, English, General Science, Logical and Analytical reasoning and some IT and Telecom related basic questions.</p> <p>*Candidates having 70% or above at bachelors level or GRE, GMAT, CAT, GATE, MAT, MPMJET, XAT and CET scores may be waved off by appearing the G4 Aegis Aptitude Test.</p>	<p>Interview</p> <p>Short-listed candidates will be called for an interview.</p> <p>On the basis of performance in Interview the student will be selected for the program.</p>



"Aegis's MPTM curriculum, I observe have been formulated and tailor made keeping in mind the present service industry needs the lectures / discussions arranged periodically from experts from concerned industries not only have helped in gaining knowledge besides class rooms but also have made them inquisitive and thought provoking. The application of summer trainees was found quite result oriented and focused"

Mr. G. Kumar

CTO Reliance InfoComm
(MP & Orrisa)

Financial Assistance

Aegis is committed to hunt the best brains and edify their career for the ever-challenging and booming Telecom world by providing them financial assistance. We believe that due to financial problem talent should not be deprived of opportunities. Aegis helps students financially in the form of:

1. Scholarships
2. Study Loan from Banks
3. Work Assistance 4. Aegis Financial Assistance

Scholarships

Following scholarships are offered at AST

- a) "Bharti Scholar" a prestigious scholarship award from Bharti Televentures for Outstanding full time Student of Aegis. b) Aegis Scholar for overall performance to outstanding student.
- D) Alexander Graham Bell Scholarship for outstanding student in the field of Telecommunication studies.
- e) G4 Scholarship for outstanding student in the field of distance education by G4Solutions.

Study Loan from Banks

Various banks have offered education loans to students of AST, which cover tuition fees as well as entire living expenses of one year without any security. The loan is subjected to the terms and condition of banks on case-to-case basis.

Aegis Financial Assistance

Aegis School of Telecommunication provides financial support to students. This covers the tuition fees in part or full to needy candidates. This financial support is subjected to condition that the candidate will repay the entire amount of Financial Assistance with interest, once he acquires a job. This support is purely on need base cases for students enrolled at Aegis and the committee will decide the amount of tuition fees funding on case-to-case basis

MPTM Part Time

Total Fee of Program Rs.90,000 (in case of Full payment)

Payment Mode:

One Time Payment Mode: Rs. 90,000/- (At The Time of Admission in Advance)

Installment Mode: Rs. 30,000/- at the time of admission. Rest of the amount to be paid in equal instalments of Rs. 5000

Additional Expenditure: Additional expenditure of Rs. 40,000 would be incurred for laptop as it is compulsory for every student

Refund Policy: There will be no refund under any circumstances if the candidate withdraws his admission. No correspondence will be entertained in this regard.

Mr. P. K. Shrivastva, Chief HR, Touch Tel presenting "Bharti Scholarship" to Mr. Bhaskar Banarjee MPTM 02-03



Scholarship Provider

bharti
building telecom
building partnerships
Bharti Tele-ventures

ASince inception, Aegis students have been successfully placed in best of the telecom organizations across India. Thanks to the close network of Aegis with corporate bodies. Some of the students got final placement with the organizations they did summer training with. The quality of the program drew leading Telecom companies like VSNL, Dishnet DSL ,Global Tele-System Ltd(GTL), Bharti Televenture, Idea cellular, Avaya, ORG-Informatics, Hughes etc for employment and industry training for the students

Career Management Center

The Aegis Career Center strives to assist students in their employment and internship search in all possible ways. Career Services has a variety of services designed to assist students with all aspects of their career development and job search in accordance with telecom companies requirements.

The aim is to maximise job opportunities and the placement of our full time graduates in roles that match their qualification and career aspirations.

The CMC provides facilities for the recruiters to hold presentations and to conduct interviews on campus.

The Cvs of self-sponsored full-time participants are available on-line, on CD-Rom, and in a CV book which is widely distributed to potential employers.

CMC arranges for recruiters to meet informally with small, targeted groups of students who meet their criteria.

Aegis Career Management Center provides support through campus interviews, resume critiques, practice interview sessions, career and employer information, workshops or individual sessions with career advisors.

Career Management Center (CMS) advises potential employers on how to identify and attract candidates who are the best match for their job opportunities.

The career management center also helps participants to develop effective career and job search strategies, gives one-to-one advice to individuals.

Career management center (CMS) is to help you to acquire the skills required for success on your chosen o your chosen programme and professional life. These skills involves Writing

English Language

Information Technology (word, excel, Power point, Access and MS Project)

Resume Guidelines

Interview Preparation

Business Correspondence

Salary Negotiation

Networking

Etiquette

This program is suitable for working executives, who aspire to move ahead in the fields of Telecommunication and Information Technology by upgrading their knowledge and acquiring the necessary skills. The Aegis MPTM was developed with the help of Indian managers and human resource directors of Qualcomm, Bharti, GTL, Reliance Infocom and others, to meet the needs of India's future telecom leaders. MPTM Part Time is a flexible program - you can complete the program in a minimum one year or a maximum of two years.

The program is available in three modes:

- 1) Classroom training on every Sunday for 18 months
- 2) Classroom training on every Saturday and Sunday for 12 months
- 3) Attend the Classroom training for 7 days in every two months for 12 Months.

Courses

- | | |
|--|--|
| 1. Computer Networks and Enterprise Solution | 11. Advanced Telecom Topics |
| 2. Telecommunication Systems Part I | 12. Project Management |
| 3. Optical Fibre Communication System and Networks | 13. Operational Research |
| 4. Organizational Behavior and Human Resource Management | 14. Finance |
| 5. Marketing and Sales Management | 15. Economics and Business Environment |
| 6. Financial Accounting | 16. Strategy |
| 7. Business Communication | - One Library Research Project. |
| 8. Telecommunication Systems II | - One Industry Project |
| 9. Wireless Communication | |
| 10. Telecom Business Management and Regulatory Issues | |

As you consider AEGIS, we hope that you experience the many ways in which AEGIS can enhance your intellectual and professional development. At AEGIS our emphasis is on general Telecom Management, which offers ample opportunity for in-depth study of Telecom technologies, general management and the regulatory scenario. Aegis was started for the generation and development of innovative and principled telecom business leaders who aim to become resourced with a combination of teamwork and analytical skills.

What does this mean to you as an MPTM student?

Our commitment to the MPTM program has created a learning environment of singular focus. Here you will discover an extraordinary group of people working together towards the goal of educational excellence. Our students are intellectually curious and highly talented, with experience in telecom field. Our faculty members are devoted to teaching and providing strategic guidance in the field of telecom management. All this leads to your becoming an extraordinary and successful Telecom Leader.

If you would like to be a member of such a vibrant and personal community - during the program and for the rest of your life - we encourage you and I personally urge you seriously to consider AEGIS.

V. K. Bhalla

Director, Executive Education Aegis School of Telecommunication
Former CAO, Airtel and TouchTel



Under Corporate Degree Programs, Aegis is the first in the country to offer Part Time course in Telecom Management. This course suitable for working executives, who aspire to move ahead in the fields of Telecom / IT by upgrading their knowledge and acquiring the necessary skills.

Training methodology

This course will be delivered in combination of classroom training and through streaming audio, video lectures synchronized with PPT and web-based text study material for off campus learning at home or work place.

Aegis has developed the Aegis Personal Learning and Training System (APLTS).

Through this advanced web LMS/CMS (Learning Management System & Content Management System) candidates can access the AST digital library and lectures at desktop with learning tools such as streaming audio, video and web based text lectures.

Delivery Tools

- 1) Classroom training
- 2) Streaming Video/Audio lectures through Internet
- 3) ebooks
- 4) Lab
- 5) Telephonic discussion with faculty
- 6) Online seminars/ web cast

Apart from the compulsory subjects, students will choose one elective subject from the following groups:

Groups

- 1) Business Administration
- 2) Telecom Systems
- 3) Computer Science
- 4) Electrical Engineering
- 5) Telecommunication Management

School may consider some credit unit transfer for the courses candidate has completed during MBA/MTech/MS).

Schedule of the course

The course begins with a five day orientation program. This is scheduled to provide understanding of various learning tools. Mentor and peer groups will be formed to foster a group learning environment.

At AST we have designed this program so that it gives flexibility to working executives to ensure that the program can be completed between a minimum 12 months, to 18 months. You have the option to complete the course in different modes.

The program is available in three modes:

- 1) Classroom training on every Sunday or 18 months
- 2) Classroom training on every Saturday and Sunday for 12 months
- 3) Attend the Classroom training for 7 days in every two months for 12 months
- 4) Different possible combinations of classroom sessions can be arranged for completion of total credit hours for the total program for the participating corporate, when sponsoring an agreed minimum number of candidates through the program.

Remotely located students - away from the classroom - will be accessing the lecture through Aegis Personal Learning and Training System (APLTS), a web-based learning portal.

Panel Discussion on **'Future Belongs to IT and Telecom Management'**



Who Should Apply

Executives working in the field of Telecom / IT for minimum of two to three years are encouraged to apply. The admission process is arranged on a rolling basis. Send your resume by email to: admission@aegisedu.org stating 'Subject' as: AEGIS MPTM Part Time.

How can I schedule an interview or an information session/ campus visit?

All interviews are evaluative and are included as part of the admission process. Applicants are encouraged to request interviews through email.

What is required at the time of Admission?

1. Original and Xerox copy of mark sheets.
2. Two Reference forms from either your employer or professor.
3. One copy of your latest Resume.
4. DD of \$12 or INR 550/ for admission test and interview processing fee in the name of Aegis School of Telecom. (Option to pay this amount in cash is also available)
5. Any other certificates you feel will be of importance of Admission Committee



Masters Program in Telecommunication Management [Full Time]

Telecommunication Systems I

Course provides a practical introduction to the core concepts, techniques, and methodologies common to the design and operation of all forms of existing telecommunication networks. Technical survey of the ways and means that voice, data, and video traffic are moved long distance. Topics covered include Strategic Management The Strategic Management Area allows students to acquire the knowledge, skills, and attitudes required for a managerial approach to running a business in today's competitive environment. This course focuses on some of the important current issues in strategic management. It will concentrate on modern analytical approaches and on enduring successful strategic practices. It is consciously designed with a technological and global outlook since this orientation in many ways highlights the significant emerging trends in strategic management. The course is intended to provide the students with a pragmatic approach that will guide the formulation and implementation of corporate, business, and functional strategies. This course focuses on some of the important current issues in strategic management. Entrepreneurship and Venture Management Enterprise creation and problems faced by entrepreneurs in early growth stages of business ventures. An interdisciplinary problem-solving approach with emphasis on "live" case studies and plans for new business ventures. Emphasis is on entrepreneurship rather than problems faced by going concerns.

Marketing and Sales Management

Provides a structured approach to marketing and sales management together, guiding the student through market analysis, customer segmentation, product development, service development and marketing implementation. The objective of the course is to give the students an understanding of marketing as an inherent area of their responsibility. They will be exposed to core concepts of marketing that will be found useful in understanding markets, trends, customers, competition and other areas when working in any organization.

Takes account of recent developments in the theory and practice of selling. Selling and Sales Management is logically structured in five parts covering the sales perspective - the role of selling within the wider context of marketing; the sales techniques - the practice of selling; the sales environment - sales channels; sales management - recruitment, training, motivation and organisation; and sales control - budgets, sales force evaluation and sales forecasting.

Business Communication

Writing and speaking skills necessary for a career in management. Students polish communication strategies and methods through discussion of principles, examples, and cases. Several written and oral assignments, most based on material from other subjects and from career development activities. Corporate Communication is intended to help you think strategically about communication and to aid you in improving your writing, presentation, and interpersonal communication skills within a managerial setting. We will look at a range of successful practices and guidelines that have been derived from both research and experience, give you the opportunity to practice your skills, and provide you with feedback to help you strengthen them. Typically, we will use a workshop format that relies heavily on discussion and in-class exercises.

Telecommunications Management and regulatory issues

All levels of government regulate telecommunications, from the city that controls the placement of telephone wires up to the nation state which issues licenses to broadcast. Because of the nature of telecommunications and the importance of the information it carries, national and international politics are also heavily involved. The purpose of this course is to investigate the institutions that affect the use of telecommunications. Some time will be devoted to the various parts of the government that are involved in this endeavor, such as the Department of Telecommunication, TRAI and TDSAT. The major thrust of the course will be toward the role of international institutions, including the ITU, UNESCO, and the various satellite organizations such as INTELSAT This course also includes Telecom services market analysis Tariffs, Billings, Arbitration, cost/ benefit analysis, regulation, policy, Quality of Service performance of Basic and Cellular Mobile Telephone service, TRAI act, Interconnect Agreement, Universal service obligation.

Financial Accounting

The goal of Fundamental Financial Accounting Concepts is to enable students to understand how any given business event affects the financial statements. To that end, Edmonds' uses a horizontal financial statements model that allows students to see the simultaneous impact of a single business event on all of the key financial statements (the income statement, the balance sheet, and the statement of cash flows). This model also provides an effective means for comparing the effects of one transaction with the effects of another transaction. These are the big picture relationships that both accounting majors and general business students need to understand to function effectively in the business world.

Organizational Behavior and Human Recourse Management

The recent economic development has benefited the business units in terms of technology and availability of finance. However, in such situation deep understanding management and human resources have become the decisive factor in survival and growth of businesses. The organizational behaviour course helps individual in understanding himself as well as others. Successful execution of managerial job requires effective handling of people and the course outline covers study of human behaviour at individual, group and organization level.

This course also explores the central, strategic role that HR plays in making organizations more competitive. It examines personnel management concepts and practices including: recruitment and selection of employees; equal opportunity; training and development; performance appraisals; compensation and benefits; and labor relations. This course has a special focus on the increase of globalization and workforce diversity in the high-performance organization.

Project Management

The course focuses on project management as a core competency and the application of key project management tools and technologies across business units. In addition to learning this model, participants will gain an overview of project management methodology and their role as either a manager with project management responsibility or as a member of a project team. Key elements of this course include: How to solve complex environmental problems, How to plan projects, to establish realistic timelines, and to obtain commitment from your organization, How to manage project teams to produce real results with team member satisfaction, How to manage multiple projects and How to use contracts to achieve maximum performance

Optical Fiber Communication, systems and Networks

Telecommunication networks based on optical fiber technology have become a major information-transmission system, with high-capacity optical fiber links encircling the globe in both terrestrial and undersea installations. In the early days of optical fiber communications, the applications involved basically only the optical fiber, a light source, and a photodetector. Now there are numerous passive and active optical devices within a lightwave link that perform complex networking functions in the optical domain such as signal restoration, routing, and switching. Along with the need to understand the functions of these devices comes the necessity to measure both component and network performance, and to model and simulate the complex behavior of reliable high-capacity networks. This course covers fundamental principles for understanding and applying optical fiber technology to such sophisticated modern telecommunication systems. This text methodically examines the fundamental behavior of the individual optical components, describes their interactions with other devices in an optical fiber link, discusses the behavior of basic analog and digital optical links, and examines the performance characteristics of complex optical links and networks.

Telecommunications Systems II

High speed systems -Frame relay, ATM, ISDN & B-ISDN Digital Networks- T-carrier hierarchyPBXDSL, cableSS-7 SignalingBroadband Access Networks - Introduction and background, xDSL, Cable, Fiber Access technology, PPP, Layering and ArchitectureNew Framing methods (SDL, Gigabit Ethernet, Digital Wrapper)

Wireless Communication

This course teaches you the fundamentals of modern wireless communication systems. And provides you with a solid understanding of wireless networks, technologies, protocols, and comprehensive, vendor-neutral exposure to wireless solutions and supporting technologies, such as RF, microwave, HF/UHF, TDMA, GSM, GPRS, EDGE, UMTS, CDMA, CDMA2000, 4G, Wireless LANs and Wireless WANs. The course begins with an overview of the motivations and justifications for wireless, and a review of the key technical constraints inherent in wireless communications. We'll then proceed to an overview of how radio communications works, and a look at key RF challenges and new developments in fundamental wireless technologies. From there we will explore different technologies and protocols in the radio and core networks

Operations Research

The central objective of operations research is optimization, i.e., "to do things best under the given circumstances." This general concept has great many applications, for instance, telecommunications, biotechnology, data analysis, distribution of goods and resources, emergency and rescue operations, engineering systems design, financial planning, health care management, inventory control, manpower and resource allocation, manufacturing of goods, military operations, production process control, risk management, sequencing and scheduling of tasks and traffic control. Designed to meet the needs of beginning through advanced students, this text provides balanced coverage of the theory, applications, and computations of operations research techniques - with a focus on deterministic models, probabilistic models, and nonlinear models.

Finance

This course teaches the nature and workings of financial markets and their use by corporations, investors and others. They will acquire some skills in modern valuation techniques, including the pricing of fixed-income securities, equities, foreign exchange and derivatives. They will learn about the principles of finance, including arbitrage, market efficiency, and portfolio theory. In the context of corporate finance, the course will introduce the key principles of selecting real investments, financing them, and managing financial risk. From the point of view of investors, individual as well as institutional, we will consider the principles of portfolio selection and management. Finally, the course will look at how banks and other financial institutions make money by bringing issuers and investors together.

Advanced Topics in Telecommunications Management

This course covers advanced topics in the interdisciplinary field of telecommunications management such as Business Support Systems and Operational Support Systems, fraud management, churn management, electronic commerce, ERP, Billing, Provisioning, internet and intranet development among others.

Life at Aegis

Life at Aegis develops overall growth of managerial and leadership traits in youngsters, providing them a platform to prove their potential in varied walks of life. The student gets exposure to problems and difficulties countered in a professional world. Beyond imparting specialist knowledge in useful links, AST helps students to diagnose and discover themselves in terms of their personal values, strengths and weakness.

Leadership Forum

Under this forum we organize the Leadership Speaker Series, which is the best platform for leaders from various walks of life industry, academic, social & political world to share their experience and guide the students to be the future leaders.

Media Council

Internship Council

Academic / Faculty Council

Seminar/ Workshop Council

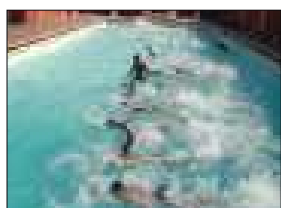
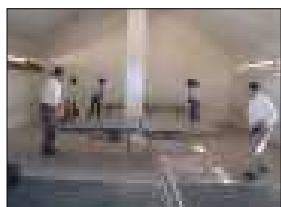
Cultural Council

Aegis Newsletter Council

Alumni Council

A typical Week at Aegis

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
9.00							
9.30							
10.00		CN & ES	TBM	CN & ES	TBM		CN & ES Lab
10.30							
11.00	Guest Lecture Session I						
11.30		FA	TS I	FA	TS I		Entrepreneurship
12.00							
12.30						Field Study	
01.00							
01.30							
02.00	Guest Lecture Session II	Entrepreneurship	Group Study	Case	Movie		Meeting
02.30							
03.00							
03.30							
04.00		MKM	CN & ES Lab	MKM	Presentation		Web Cast
04.30							
05.00							
05.30							
06.00							
06.30		Library	Library	Library	Library		Library
07.00							
07.30							
08.00	Diner						



Infrastructure Facilities

Learning Resources Centre (LRC)

Aegis is continually updating and developing our traditional library, e-resources and other resources within our technologically sophisticated learning Resources Centre. The centre provides the LRC to help students gain optimal benefit from the resources available. We have invested heavily in providing extensive learning support.

Digital Library - Full Access to Aegis Intranet and partial-access through Internet to digital library which consists of all the study materials in soft copy - HTML, word, E-books, audio books, Streaming Audio and Video Lectures.



Online subscriptions to major Telecom and Business magazines such as: Harvard Business Review, Voice & Data, Total Telecom, Fiber Systems, Light Waves and other specialist journals.



Printed subscription - International Telcom, IT and Business Magazines (Including: Total Telecom, Fiber Systems, Light Waves, etc.)

CBT (Computer Based Tutorials) from Hill, Agilent Technologies, Cisco, etc.

Linguistics Lab - This lab is equipped with pronunciation development and English learning software.

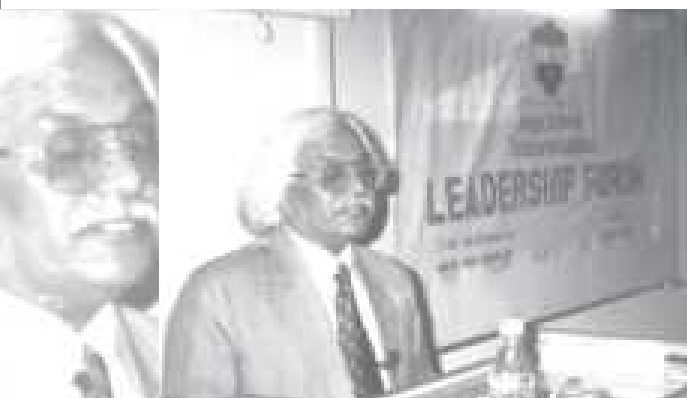
Cisco Network Academy lab - Network Simulation tools - Network Traffic Analyzer - LAN EXP2.8, BOSON Router and switch simulators, Matlab software 24 hours Internet facility.

Excellent computing environment with a WI-FI enabled laptop for every student.



In view of inevitable globalization of industries and services in India, the need of executives well versed with updated technical practice and managerial skills will be increasing in area of telecommunication and Information Technology. A bridge between academic courses in universities and managerial skill required in telecommunication business in India will therefore enhance suitability of techno-management graduates to be employed in growing industries. Aegis School of Telecommunication (AST) ventures to offer such interdisciplinary courses in form of Master Program in Telecom Management (MPTM) with three basic parts-fundamentals, current regulation and practices and managerial skills. I welcome and extend my best wishes to all who come forward to study in AST.

Dr. M.G. Sharma
PhD IIT Kharagpur
Dean, Telecom Studies, AST



"In the era of a globalised economy it is absolutely essential that strong synergetic partnership be established between the education providers and the industries. The establishment of the Aegis School of Telecommunication is an important milestone in this direction. I am sure the school will create the desired difference in preparing and shaping the human resource in the vital areas of communication technologies and information technology to create the vital advantage to the IT industries at home and abroad."

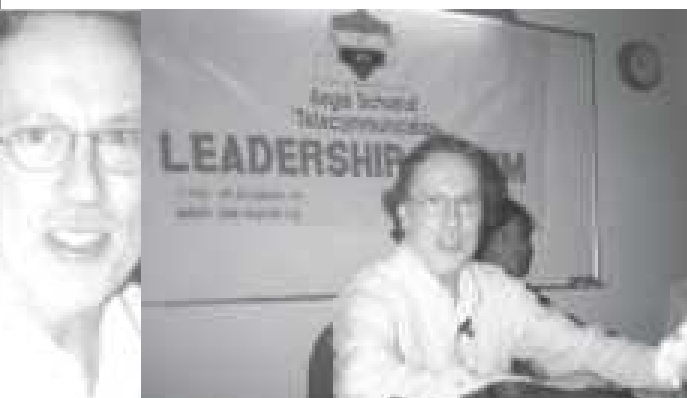
Prof. P. B. Sharma

Principal DCE, Former VC RGPV(Bhopal)



S.K. Seth

DDG, BSNL, Delhi



Andrew Brooker

Chairman Aegis School of Business
Director, Marketing Topcareers, London

Dr. Ramesh Sharda

Chairperson Curriculum Advisory Council Aegis, Conco Philips Chair and Regents Prof. of Mgmt. Sc. and Info. Systems Oklahoma State University, Director, Institute for Research in Information Systems (IRIS)

Dr. Rajan Saxena

Aegis Board Member, Consultant and distinguished visiting Professor for Marketing Former Director, Indian Institute of Management, Indore.

Dr. P. B. Sharma

Chairman Academic Council Aegis, Principal DCE, Former Vice Chancellor RGPV (Bhopal)

Dr. Gopal Mhapatra

Corporate Advisory Council and distinguished guest speaker Director Training & Organization Development, Oracle India Former Managing Director, T.V. Rao Learning Systems Fellow, IIM Bangalore Associate Professor, XIMBMD

Dr. Upinder Dhar

Director Prestige Institute of Management and Research

Major General V. S. Karnik

Advisory Council Member and Leadership Forum

V. P. Chandan

Member Corporate Advisory Council and Leadership Forum Former President Qualcomm India

Andrew Brooker

Chairman Board Aegis School of Business, He has specialised in international business education as the marketing director of Topcareers. Topcareers is the publisher of global MBA/recruitment information resource, The MBA Career Guide, and the provider of the leading business schools recruitment facility, the World MBA Tour

Thor Hendrickson

Dean, Aegis School of Business and Associate Dean, Aegis School of Telecommunication Professor Technology Management, Director First Floor Design

V. K. Bhalla

Director, Executive Education Aegis School of Telecommunication Former Chief Operating Officer (COO) of Airtel and Touch TEL.

Dr. S. Chandra

Board Member, Director of Human Resources, Cap Gemini Ernst & Young Former President, Corporate HR, Reliance Infocomm

S.K. Seth

Corporate Advisory Council, Leadership Forum Deputy Director General (DDG) BSNL, Delhi

G. Kumar

Corporate Advisory Council, Leadership Forum Chief Technology Officer, Reliance Infocomm (MP)

Dr. V.D. Nagar

Dean, Management Studies Aegis school of Telecommunication
An economist of national repute, former Vice Chancellor of Devi Ahilya Vishwa Vidyalaya. He was economic adviser to Govt of MP.

Dr. M.G. Sharma

Dean, Telecommunication Studies Ph.D, IIT Kharagpur. He is an expert in wireless technology and has more than 35 yrs. of experience in academics.

Rakesh Sareen

Director Shyam Internet, Vice President Projects Shyam Telelink Distinguished Visiting Faculty

R. K. Minocha

Board Member, curriculum Advisor and Distinguished Visiting Faculty Director Finance BSNL

Kallol Kanungo

Corporate Advisory Council, Vice President Customer Services, Enterprise Networks, GTL Limited, Mumbai

Rajiv Varma

Sales Director Enterasys, India & SAARC

Aegis faculties embrace a wide range of technical and management disciplines. Aegis faculty is dedicated to both teaching and practicing- a dual excellence that creates a vibrant, intellectually challenging environment. Our small size means that the participants have exceptional access to their mentor.



Dr. V.D. Nagar -
Dean, Management
Studies

An economist of national repute, former Vice Chancellor of Devi Ahilya Vishwa Vidyalaya. Director IBMR (ranked 22nd B. School by AIMA in India) and School of Economics IPS Academy, Indore.



Dr. M.G. Sharma - Dean,
Telecommunication
Studies

Ph.D, IIT Kharagpur. He is an expert in wireless technology and has more than 35 yrs. of experience in academics. Former Director of Shri Vaishnav Engineering College Indore and GEC Ujjain, He is also Dir. Of IES Indore.



V. P. Chandan
Member Corporate
Advisory Council and
Leadership Forum
Former President
Qualcom India



V. K. Bhalla
Director, Executive Education
Former COO (Chief Operating
Officer) of Airtel and TouchTel.
He was also key person in
setting up Beetel and has also
worked with ISRO.



Prof. Thor Hendrickson
Dean, Aegis School of
Business, Associate Dean
Aegis School of
Telecommunication
Professor Technology
Management
MBA London Business School
(LBS)
BS Massachusetts Institute of
Technology (MIT)



Prof. Kailash Choudhary
Dean, Administration,
Aegis School of
Telecommunication



Major General V. S. Karnik (Retd.) MSc, MBA, M Phil, PhD(Management) Rich military experience with blend of academic and corporate training.



Dr. Vivek Kushawaha
PhD., MBA (Finance & Marketing)
7 years of experience
(including industry
experience of 2 yrs)



Dr. M.M. Kapoor
Professor Economics -
Managerial Economics
Ph.D, Professor - School of
Economics, IPS Academy,
Indore 40 yrs. of Teaching
experience



Dr. S.L. Kale
PhD (Economics)
16 years rich corporate
experience 10 years
academic experience

Prof. Thor Hendrickson

Dean, Aegis School of Business, Associate Dean Aegis School of Telecommunication

Professor Technology Management

MBA London Business School (LBS)

BS Massachusetts Institute of Technology (MIT)

V. K. Bhalla

Director, Executive Education Former COO (Chief Operating Officer) of Airtel and TouchTel. He was also key person in setting up Beetel and has also worked with ISRO.

Taught Course - Telecommunication Management

Dr. Rajan Saxena

Board Member and Visiting Professor Marketing

Former Director, IIM Indore

Former Professor of Marketing, IIM Indore

PhD, Delhi School of Economics, University of Delhi

Dr. Saxena has been actively involved in teaching marketing and management, consultancy, research, and training since 1972. Dr. Saxena's book Marketing Management is one of the most insightful books into the changing market and thought leadership for future developments in India.

[Http://www.tatamcgrawhill.com/digital_solutions/saxena/default1.htm](http://www.tatamcgrawhill.com/digital_solutions/saxena/default1.htm)

Bhupesh Daheria

Founder, CEO

Highly motivated entrepreneur. BS MANIT, founder Aegis School of Telecommunication and Aegis School of Business. Additionally, he is the founder and CEO of education systems provider G4 Solutions.

Dr. V.D. Nagar

Dean, Management Studies

MA, PhD An economist of national repute, former Vice Chancellor of Devi Ahilya Vishwa Vidyalaya. He is regular writes column for various news papers. He was economic adviser to Govt of MP. He is currently Director IBMR (ranked 22nd B. School by AIMA in India) and School of Economics IPS Academy, Indore.

Dr. M.G. Sharma

Dean, Telecommunication Studies

Ph.D, IIT Kharagpur. He is an expert in wireless technology and has more than 35 yrs. of experience in academics. Former Director of Shri Vaishnav Engineering College Indore and GEC Ujjain, He is also Dir. Of IES Indore.

Taught Courses - Telecom System I & II, Mobile communication.

Prof. Kailash Choudhary

Dean, administration

MS University of Misssori Rolla, MBA IMS, BE

More than 30 years teaching experience

Taught Courses HRM and Principles Management & Organizational Behavior

Rakesh Sareen

Corporate advisory Council and Visiting Faculty

Vice President Projects Shyam Telecom, 30 years

experience in Technical, commercial, legal and regulatory, project management, network planning areas.

Taught Courses - Telecommunication Management, legal regulatory issues, advance topics in telecommunication, network planning and design

Hitesh Mehta

CTO, Eagle Photonics

M. Tech IIT Delhi (Optical Communication) Visiting Faculty IISC Bangalore

Expert in Optical communication systems and network

Dr. S. L. Kale

PhD (Economics)

16 years rich corporate experience 10 years academic experience

Taught Courses- Brand Management, Advertising, Business Environment

Prof. M.M. Kapoor

Professor Economics - Managerial Economics

Ph.D, Professor - School of Economics

IPS Academy, Indore 40 yrs. of Teaching experience

Taught Courses-Principals of Management, Managerial and industrial Economics

Major General V. S. Karnik (Retd.)

MSc, MBA, M Phil, PhD(Management) Rich military experience with blend of academic and corporate training. Taught Courses- Corporate communication, Leadership, Strategy, NLP and EQ

Col A. C. Tiwari

Head OFC Training

M. Tech IIT Delhi (Optical Communication), MBA Pune University, BE

Rich Experience in Communication area in Army. He was Deputy GM at GTL Ltd. Taught Courses - Fundamentals of Optical Communication, Optical Systems and Networks and OR

Prof. Vivek Kushawaha

PhD, MBA (Finance & Marketing)

7 years of experience (including industry experience of 2 yrs) Taught Courses- Financial and Management Accounting

Anurag Khajanchee

Dir.Qcon Consultancy QLA from Intec UK Ltd -rich experience of 11 years of Quality management systems implementation and ISO in Optel Telecommunication.

Taught Course- Quality Management in Telecom

Vishwas Jain

Lead Mentor-Enterprise Networking

B-Tech IIT-BHU

Worked with Tata Indicom

R. K. Minocha

Board Member, curriculum Advisor and Distinguished Visiting Faculty

Director Finance BSNL He is a CA and an IAS officer, Visiting Faculty at IIM Indore

Prof. K.K. Bhargava

M tech. IIT Mumbai, BE, NIT Tiruchirappalli, 15 years experience with Optel telecom in Optical Systems and 5 years academic experience. Worked with ISRO and received distinguished award.

Taught Courses - Telecom Networks Analysis Planning & Design, Telecom Systems and OFC systems.

Faculty Excellence



Aegis School of Telecommunication has Academic alliance with Aegis School of Business. Aegis School of Business is one of only five top one year MBA programmes in India as per the Economics Times along with ISB, IIM Ahmdebad and SP Jain and has international academic alliance with Instituto de Empresa (IE), ranked 8th in the world according to the Economist. Aegis School of Telecommunication shares some of the following distinguished western faculty from Aegis School of Business Mumbai

Alexander Filatov

Visiting Professor Marketing
Associate Director, Procter & Gamble (P&G)
MBA HEC Lausanne (Switzerland)
BS Moscow State University

Prof. Eric Glatt

Professor Strategy
University of California Riverside
MIM Thunderbird, The American Graduate School of International Management
MBA Case Western Reserve University, Weatherhead School of Management
BA Wesleyan University

Dr. Kay Ullmann

Visiting Professor Strategy
Head of Mergers and Acquisitions, Deutsche Annington
Phd London Business School (LBS)

Dr. Alexander Badenoch

Visiting Professor Research Management Technical University
Eindhoven PhD University of Southampton (England)
MA University of Chicago BA University of the South (USA)

Dr. Rajiv Guha

Visiting Professor Finance
Phd London Business School (LBS)
BS Massachusetts Institute of Technology (MIT)

David Hale

Visiting Professor Operations Management
Manager, Collaborative Consulting
MBA University of New Hampshire
MS Massachusetts Institute of Technology (MIT)
BS Rensselaer Polytechnic Institute (RPI)

Gwilym Lewis

Professor Business Development Managing Partner, dconsulting
MBA London Business School (LBS)

Kailaschandra Firke

Assistant Professor Finance
MBA Loyola University of Chicago (USA)
MBA Symbiosis Institute of Business Management
BS Fergusson College



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building telecom building partnerships
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TONEX
TONEX Technology Inc, US
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Study Partner


Eagle Photonics
www.eaglephotonics.com

Study Partner


IPS ACADEMY

Edu. Solutions Provider


G4Solutions
www.g4careermapping.com

Academic Partner

Aegis
SCHOOL OF TELECOMMUNICATION

Indore Campus
Aegis School of Telecommunication
IPS Academy, Rajendra Nagar
A.B.Road, Indore 452 012 MP India
Ph : +91(0) 731 3097149, Fax : +91 (0) 731 5041627
Email: admission@aegisedu.org
Website: www.aegisedu.org

Mumbai Campus:
Aegis School of Telecommunication
Mahesh, Block B, Plot No.37
Sector 15 CBD Belapur
Navi Mumbai 400614 MH, India
Ph.: +91 022, 30988871 Fax: 91-22-27561299
Email: admission@aegisedu.org
Website: www.aegisedu.org