

## Program and Course Description

**ENTR 714:  
Social Entrepreneurship in India  
Mumbai, India  
January 2018**



### Introduction

The International Monetary Fund has projected that India's GDP will grow by 7.4 percent for 2016–17, making it the world's fastest-growing large economy. And yet, in this dynamic economy, an estimated 56% of Indians lack minimum acceptable living standards—spanning nutrition, water, sanitation, energy, housing, education, and healthcare. For this course, we will travel to Mumbai to work alongside social entrepreneurs and organizations seeking to tackle these issues and make a direct impact in the lives of people living in some of the world's largest slums.



Students will learn through direct experience about the challenges and opportunities faced by these social entrepreneurs, as they seek to develop and scale innovative solutions and sustainable business models to address seemingly intractable social problems around such issues as poverty alleviation, education, healthcare and environmental sustainability. Students will experience both classroom sessions and on-site project work. Classroom sessions will focus on the local conditions, key issues, business models and key strategic challenges of social entrepreneurship in India. On-site project work will require student teams to partner with specific social enterprises to address key strategic concerns and work together to design solutions.

### Program Highlights

- Become thoroughly immersed in Indian culture, and learn directly from leading social entrepreneurs in Mumbai, India
- Offered in conjunction with SP Jain, one of India's leading business schools
- Two options available for MBAs
  - January 2-10, 2018 – students will learn directly from leading experts and social entrepreneurs in morning classroom sessions and then head out into the field every afternoon to see social entrepreneurship in action.
  - January 2-19, 2018 Following the first week's classroom and field sessions, students will work in teams, side by side with social entrepreneurs in the field, delivering innovative solutions to pressing strategic problems faced by a particular social venture
- Students will participate in cultural events and outings.

### Course Requirements

- Prerequisites: none
- Fulfills: three-credit graduate elective
- Students should expect a workload similar to a regular graduate business course with readings, case discussions, written deliverables, etc.
- Students from other UST graduate programs may be eligible with the instructors' permission.

## Course Structure

### *Three On-campus Sessions - Fall 2017*

This course is divided into two parts. During the fall semester of 2017, there will be three on-campus sessions (three hours each- *two in November and one in December; dates TBD*). These sessions are intended to give students an exhaustive understanding of the Indian context (from historical, socio-cultural, economic, and political perspectives) and prepare them for their upcoming visit to India. Please note that the readings are front-loaded during the pre-travel portion of the class so that you are fully prepared for your visit.

### *Visiting India - An Immersion Experience*

The visit to India will be an immersive and interactive experience! We will be living in Mumbai and visiting and working within social impact organizations throughout the city. Students will spend mornings during the first week at S.P. Jain Institute of Management and Research, one of the country's leading business schools, getting an overview of social entrepreneurship in India, in order to understand the problems social entrepreneurs address, the business models they apply and the implementation and growth strategies they pursue. However, the bulk of the course will take place in the community, where students will spend time directly with the social ventures, and for those taking the longer option, will work in small teams with social entrepreneurs on a project to advance the mission of the social enterprise. Students will research and analyze a strategic problem, develop and test potential solutions, and write and present a report summarizing their analysis and final set of recommendations. Site visits will also include tours and opportunities for independent exploration.

On-site project work will require student teams to work with specific social enterprises to address a key strategic concern. Among these may be:

- [Save the Children India](#), an NGO working towards the empowerment of underprivileged women and children through health, vocational, and education programs
- [Committed Communities Development Trust \(CCDT\)](#), a voluntary, secular trust employing direct intervention, awareness-building and advocacy in health and education programs serving marginalized communities in the Mumbai slums and suburbs
- [Om Creations Trust](#), a non-profit training project for holistic and educational rehabilitation of mentally-challenged women
- [Women's India Trust \(WIT\)](#), a charitable organization focusing on helping women develop the skills needed to earn regular incomes
- [Shri Mahila Griha Udyog Lijjat Papad](#), a women's organization and food producer
- [Stree Mukti Sanghatana \(SMS\)](#), an autonomous voluntary organization dedicated to creating a gender-just world by improving the lives of women through awareness, education, healthcare and environmental programs
- [Hamara Foundation](#), a community-based NGO operating six contact centers offering healthcare, nutrition, education, skills training, recreation, counseling and referral services to street children
- [Assema Charitable Trust](#), an NGO partnering with local government to create centers of excellence in Mumbai's public education system
- [MelJol](#), an NGO focused on fostering healthy attitudes in children, creating awareness of different needs of children from varying backgrounds and building children's confidence and entrepreneurship
- [Yusuf Meherally Centre](#), a voluntary organization engaged in rural development, farming and vermiculture, employment generation, education, healthcare, empowerment of women and Adivasi, youth mobilization and relief and rehabilitation
- [Door Step School \(DSS\)](#), an organization addressing literacy among the marginalized sections of society
- [Swades Foundation](#), a foundation dedicated to empowering rural India with best practices, modern technology and values

*(Please note that final determination regarding the ventures chosen to participate will be made by instructors based on venture needs, student interests and availability.)*

## Course Schedule

<b>Pre-Travel Course Meetings (Fall 2017; date and time TBD)</b>		
<b>November 2017</b>	St. Paul Campus	Introduction/Classroom Sessions
<b>December 2017</b>	St. Paul Campus	Classroom Session
<p><b>Travel to India (January 2018) Option 1</b></p> <p><i>Students are expected to leave MSP no later than January 2 so that they arrive in Mumbai on January 3 (late night).</i></p> <p>(Note: specific NGOs and social entrepreneurial sites are being finalized, and schedule is subject to change)</p>		
<b>Tue-Wed., January 2 - 3</b>	Depart Minneapolis <b>and Late night arrival</b> in Mumbai	Travel Day
<b>Wed-Fri., January 3 - 6</b>	Mumbai	Mornings spent at S.P. Jain Institute of Management and Research and afternoon fieldtrips to organizational sites
<b>Sat-Sun., January 7 - 8</b>	Mumbai	Cultural site seeing and open time
<b>Mon-Wed., January 8 - 10</b>	Mumbai	Mornings spent at S.P. Jain Institute of Management and Research and afternoon fieldtrips to organizational sites
<b>Wed., January 10</b>	Leave late night flight Arrive in Minneapolis	Overnight travel; early to mid-afternoon arrival
<p><b>Travel to India (January 2018) Option 2</b></p> <p><i>Students are expected to leave MSP no later than January 2 so that they arrive in Mumbai on January 3 (late night).</i></p> <p>(Note: specific NGOs and social entrepreneurial sites are being finalized, and schedule is subject to change)</p>		
<b>Tue-Wed., January 2 - 3</b>	Depart Minneapolis <b>and Late night arrival</b> in Mumbai	Travel Day
<b>Wed-Fri., January 3 - 6</b>	Mumbai	Mornings spent at S.P. Jain Institute of Management and Research and afternoon fieldtrips to organizational sites
<b>Sat-Sun., January 7 - 8</b>	Mumbai	Cultural site seeing and open time
<b>Mon-Wed., January 8 - 10</b>	Mumbai	Mornings spent at S.P. Jain Institute of Management and Research and afternoon fieldtrips to organizational sites
<b>Thu-Fri., January 11 - 19</b>		On-site work with social entrepreneurial organizations
<b>Fri., January 19</b>	Leave late night flight Arrive in Minneapolis	Overnight travel; early to mid-afternoon arrival

## Travel Companion Policy

The goal of OCB graduate-level study abroad programming is to immerse students in a set of shared academic, professional, and social experiences to deepen their understanding of the course topics and the cultural and business environments of other countries while building strong connections among the student participants.

This is a cross-listed course serving both undergraduate and graduate students, with extensive hands-on field activities. **Students are expected to be present at and fully participate in all planned program activities, and non-student guests are not allowed to travel with you during the program dates.** If you are hoping to combine your study travel with some work travel, or leisure travel with family or friends, please plan that before or after the program dates.

## Program Instructors

### **Mo Fahnestock, Ph.D.** **Adjunct Professor of Social Entrepreneurship**

Mo Fahnestock brings 27 years of consulting and work experience with for-profit, not-for-profit and government entities in service delivery, leadership and organizational change. His organizational development work in creating human service delivery systems has been recognized as best practice on state and national levels. And his clients have won awards at the state and national levels for innovative social impact and government services.



Dr. Fahnestock has held adjunct faculty appointments at the University of Minnesota and the University of St. Mary's in Winona, MN, and currently teaches Social Entrepreneurship at the University of St. Thomas. Finally, he has led the Institute on Executive Director Leadership at the University of St. Thomas for the past 14 years.

### **Prem Chandrani** **Professor of Strategy, Finance and Accounting** **SP Jain Institute of Management and Research**

Professor Chandrani is an experienced professor of business strategy who has worked extensively with organizations in the social sector in Mumbai, coordinating and mentoring student projects focused on entrepreneurial strategies for social ventures. In addition, he has over 30 years work experience in industry and management consulting, most of it at the C level. Work experience spans Australia, Canada, India, Japan, Middle East, UK and USA. As Director in the Strategy Consulting practice of Pricewaterhouse Coopers, he handled many consulting engagements.

### **Laura Dunham, Ph.D.** **Associate Professor of Entrepreneurship**

Laura Dunham is an associate professor and chair of the Entrepreneurship Department within the Schulze School of Entrepreneurship. She joined St. Thomas in 2003 from the University of Virginia, where she earned her Ph.D. and M.B.A. from the Darden Graduate School of Business.



She teaches undergraduate, graduate and executive programs on innovation and entrepreneurial strategy. Her research focuses on the managerial and ethical challenges involved in innovation and new business start-up and development. Before her doctoral studies, she worked as a management consultant in the strategy division of Renaissance Worldwide, helping clients such as Oracle, IBM, Lucent and GTE identify, evaluate and develop new growth initiatives. Dr. Dunham has also worked as a social entrepreneur, co-founding a non-profit theater company in her hometown of Richmond, VA, that was focused on the development of new plays for the American theater.

## Program Costs

In addition to your standard tuition for three credits (rate varies per program), the following fees are billed to your UST student account in December 2017:

- **Option 1: Estimated Graduate Program Fee\*:**

Double Occupancy	<b>\$2,000</b>
Single Occupancy	<i>add \$440</i>

The program fee includes all accommodations, daily breakfasts, 5 lunches and 1 group dinner; group transportation by bus for initial venture visits and group cultural activities; group airport transfers to and from Mumbai airport (if participants travel with group – those travelling on their own itinerary will be responsible for their own airport transfers); city tours and cultural activities.

*\*NOTE: The estimated program fee is based on current exchange rates, however, it may differ at the time of billing due to currency fluctuations. Any significant changes will be communicated to students ASAP.*

- **Option 2: Estimated Graduate Program Fee\*:**

Double Occupancy	<b>\$3,000</b>
Single Occupancy	<i>add \$440</i>

The program fee includes all accommodations, daily breakfasts, 5 lunches and 2 group dinner; group transportation by bus for initial venture visits and group cultural activities; group airport transfers to and from Mumbai airport (if participants travel with group – those travelling on their own itinerary will be responsible for their own airport transfers); city tours and cultural activities.

*\*NOTE: The estimated program fee is based on current exchange rates, however, it may differ at the time of billing due to currency fluctuations. Any significant changes will be communicated to students ASAP*

### **Additional costs, NOT included in the program fees above:**

- **Airfare.** Students can participate in group air travel, in which case travel arrangements will be made through UST vendor, or can arrange their own airfare from the U.S. to Mumbai, and from Mumbai back to U.S. Airfare is estimated at \$1,400-1,900 round trip, and like any air travel, rates can vary greatly depending on the timing of purchase.
- **Other transportation.** Group airport transfers and transportation for initial social venture visits and cultural activities are included in the program fee, but students may choose to use taxis for dinners or excursions during open days/evenings. Students will also be responsible for their own travel to social ventures after first visit, as the teams begin working on their projects.
- **Meals & incidental/personal expenses.** Students are responsible for their own personal expenses, incidental hotel charges, and some of their meals during the program. SP Jain advises planning \$10 for non-covered lunches; \$20 for non-covered dinners.
- **Passport/visa fees:** Students are responsible for obtaining/renewing their own passport. Please note that U.S. citizens (and citizens of most other countries) are required to obtain a tourist visa to enter India, and you are responsible for obtaining the visa and paying the visa fee (depending on the processing option or service selected, can vary from \$150-200). More information regarding visa processing options will be provided to approved students.

