



**INDIAN INSTITUTE OF FOREIGN
TRADE, (DEEMED TO BE
UNIVERSITY**

**DEPARTMENT OF COMMERCE,
GOVERNMENT OF INDIA, NEW
DELHI**

**DIRECTORATE GENERAL
RESETTLEMENT,**

**DEPARTMENT OF EX-
SERVICEMEN WELFARE
MINISTRY OF DEFENCE**

**24 Weeks Course in
INTERNATIONAL BUSINESS MANAGEMENT
For the Officers of Armed Forces**



IIFT BHAWAN

B-21, Qutab Institutional Area, New Delhi-110016

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Management Development Programs at IIFT

IIFT offers executive education through Management Development programs (MDP). MDPs has been one of the major activities of the Institute, at the time since its inception in 1963, it was envisaged that IIFT should become a Centre of excellence for Executive Development Program in International Business, and today, it has emerged as a knowledge resource division catering to the needs of managers and executives at all levels drawn from the corporate, government and public sectors both in India and abroad.

MDP Division offers programs for ISS, IFS, IAS, IRS, ITS, PSUs ETC for the corporate sector executives and Government officers. In addition to regular training program conducted throughout the year, MDP division also conducts various certificate and Executive Development program via hybrid and online mode. In the recent past, the division has conducted a series of online program under Nirayat Bandhu Scheme of DGFT, Government of India in which above 1200 exporters / entrepreneurs across country have been provided skill based training in Export Import Business. Series of capacity building program for ITI principals and Employment exchange officers spread across country have also been conducted in order to address the existing employment gap in the country.

INTERNATIONAL COLLABORATIONS

IIFT has been successfully strengthening its relationship with regional as well as international Institutes. IIFT has strong international collaborations with the following organizations:

- Academy of International Business (AIB).
- Global Compact Network of India.
- The European Foundation for Management Development (EFMD).

About IIFT

Indian Institute of Foreign Trade (IIFT) was established in 1963 by the Ministry of Commerce, Government of India with the objective of imparting Management Education in International Business, conducting research on issues related to global economic environment and trade policies. It is the pioneer Institute for Capacity Building Programs and has been shaping up a plethora of executives for more than 55 years. In its journey IIFT has constantly been the 'think tank' for the Government in various functional areas and specialized verticals and has been imparting well-structured academic knowledge on Foreign Trade and International Business Management. It has been accredited by NAAC as 'A grade' Institution and has also been accredited by AACSB (Association to Advance Collegiate School of Business), a U.S. based quality accreditation and has entered in the premier league of top 15 Indian educational institutions

IIFT RANKINGS & ACCREDITATIONS

The institute has achieved high rankings amongst B-Schools in India by various ranking agencies

- **The Association of Advance Collegiate Schools of Business (AACSB)**
- **National Assessment and Accreditation Council (NAAC)**
- **25th in National Institute Ranking Framework (NIRF)**
- **10th in Business Today – MDRA**
- **6th in Chronicles All India B-School Survey**
- **7th in Business World – B-School Ranking**
- **15th in Outlook – B-School Survey**
- **11th in MBA Universe B-School Ranking**
- **10th in Inside IIM MBA Rankings**

IIFT MEMBERSHIPS

IIFT is a Member of the following International / National organizations:

- **Academy of International Business (AIB)**
- **The European Foundation for Management Development (EFMD)**
- **The Association of Indian Universities (AIU)**
- **The Global Compact Network India (Life Membership)**
- **All India Management Association (AIMA)**
- **Association of Indian Management Schools (AIMS)**

INTERNATIONAL BUSINESS MANAGEMENT

Twenty Four Weeks Course in Business Management for Officers of Armed Forces



Program Objectives:

The course aims to:

- Provide in-depths understanding of International Business Management Concepts across different functional areas
- Equip Participants with the tools and skills required for Strategic Decision Making
- Provide an understanding into the operational aspects of International Business

Pedagogy

- Highly structured program with pre-defined course structure, session plans, evaluations and assignment schedules
- Total duration of the program is 24 weeks and 460 hours (Program includes - On Campus sessions + Port Visit/Industrial Visit + Tutorials + Experts Talk)
- Special focus on design and development of study material with a blend of theoretical and practical inputs
- The study material and study kit will be provided to the participants
- High level of interaction between faculty and participants and within the participants themselves
- Emphasis on facilitating learning and application to business context through pre-work/ post work/tutorials

Specific Features

- a) Port Visit
- b) Expert lectures from industry and academia for understanding on opportunities in
 - Food and Agri-business,
 - Commodity Trading Company
 - Logistics Company
 - Defense Production Firms
 - Leadership
 - Negotiation
- c) Participants will be equipped with corporate Interview readiness, CV preparation along with Industry Interactions

PROGRAM MODULES

Term I

- Marketing Management
- Business Ethics and Sustainability
- Business Economics
- Global Business Environment & Political Economy
- Accounting for Managers
- IT Applications in Management
- Business Communication
- Designing and Managing Organization
- International Trade Logistics
- International Trade Operations and Documentation
- Financial Management

Term II

- Supply Chain Management
- Strategic Management
- Legal and Regulatory Framework of International Business
- International Financial Management
- International Marketing
- Business Analytics
- Entrepreneurship Development
- Management of Global Sourcing
- International Trade Finance



**The armed forces officers of professional training program on International Business
Management Batch –I**

Venue of the Program: IIFT BHAWAN, B-21, Qutab Institutional Area, New Delhi – 110016

Timings: 09:30 AM to 03:30 PM

There will be two Tea/Coffee Breaks and lunch break during the day.

Note: The program is non-residential Program

Program Administration:

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