

MBA (International Business)



PROSPECTUS (2020-2022)



Indian Institute of Foreign Trade
New Delhi, INDIA

In alliance with



Institute of Finance Management
Dar-es-Salaam, TANZANIA



From Director's Desk

The Global economic scenario has witnessed considerable changes because of the vulnerability and uncertainty of the current economic environment. Indian Institute of Foreign Trade (IIFT) has been, in many ways, a pioneer in terms of addressing industrial needs through specialized executive training programmes for the working executives. Moreover, the Institute has been closely focusing on training executives who would explore new frontiers of knowledge in the field of International Business Management and help their organizations reach commanding heights. The strength of the Institute lies in the fact that it is well recognized for its academic excellence, and it is consistently ranked among top business schools in Asia and India. In Africa, the Institute has been operating successfully since the year 2000, in collaboration with Institute of Finance Management (IFM).

Since Africa has been emerging on the global trade map due to abundance of natural resources, enhanced economic expansion and diversification that have resulted into growing of foreign trade, the world is looking at Africa as a land of opportunities and that African countries are fast coming forward to take their due share in the global trade, commerce and investments. In this backdrop, it has been more than a decade that IIFT and IFM have been collaborating in fulfilling the vital skill gaps that exist in tapping these emerging opportunities for African countries in general and Tanzania in particular. It is our constant endeavor to understand contemporary geo-economic realities and offer updated courses in line with emerging requirements. MBA (IB) program of IIFT-IFM is unique as it is designed to fulfill the specialized needs in the area of international business. This course offers both procedural and technology-based solutions to improve the skills sets of aspiring candidates.

I welcome aspiring students of Africa to take full advantage of this opportunity. I look forward to seeing them at IFM Tanzania that provides supportive infrastructure along with intellectual inputs from renowned IIFT faculty. My Best Wishes to all aspirants who are seeking excellence.

(Prof. Manoj Pant)

About IIFT

The Indian Institute of Foreign Trade (IIFT) was established by the Ministry of Commerce and Industry, Government of India in 1963. It is an autonomous organization having the status of a deemed university with powers to award degrees. Today IIFT has become a centre for excellence in the area of International Business Management and Strategy, which is reflected in all the three major activities of Institutes: Research, Training and Education. The Institute has achieved high standards of excellence, occupying unique position today as India's only premier Institution that focuses on International Business.

The different divisions of IIFT: Graduate Studies Division, Executive Management Programmes Division, Management Development Programs, Research and International Collaborations and Capacity development division are consistently striving for excellence and occupy a position amongst the best business schools in India. The Africa footprint in collaboration with IFM Tanzania is now in the nineteenth year of successfully running the MBA Programme. It has been well received by the Business, Government, Entrepreneurs and other Stakeholders.





IIFT and IFM collaboration is unique in the sense where IIFT is ranked as World Class Institution in International Business; IFM has also scaled up as most aspired academic institution in East Africa. The Intellectual Capital of both IIFT and IFM together with a favorable academic infrastructure at IFM create win-win situation for African students.

--Prof. Tadeo Satta,
Rector, IFM

About IFM

Established in 1972, and stands as the oldest higher learning financial institution in Tanzania, the Institute of Finance Management (IFM) is dedicated to excellence in teaching, research, and consultancy. Currently, the Institute enrolls about 15,000 students in both undergraduate and graduate programmes. At IFM, students are inspired and challenged to investigate critical issues of the 21st century in areas of financial management, insurance, social protection, economics and finance, entrepreneurship, tax management, information technology and several other management sciences. The



Institute of Finance Management (IFM), Dar-es-Salaam

The Institute offers an unparalleled students' experience, both in and out of the classroom. The presently four faculties award certificate, diploma and bachelor degree, postgraduate diploma, and master's degree. From time to time, the Institute offers short courses to address certain needs in the market. Up to date, there are about 30,000 alumni. In an attempt to give our students the best, IFM partners with a number of universities around the world to offer joint-degree programmes;(For more details about IFM, Tanzania, visit: www.ifm.ac.tz)

Currently, the Institute offers 34 Programmes at both undergraduate and postgraduate levels. These include bachelor's degree in Actuarial Science, Accounting, Banking and Finance, Computing, Economics and Finance, Information Technology, Insurance, Tax Management, Social protection and Master's degree in Finance, IT and Management, Human Resources Management, Accounting and Finance, Finance and Investment and MBA (International Business) in collaboration with the Indian Institute of Foreign Trade, New Delhi (India).

IFM Locations

- In Dar-es-Salaam City, the IFM-Main Campus is located at the City Centre, Shaaban Robert Street. It is surrounded by major corporate offices, making it the most convenient place for the working executives and officers for their academic pursuit.
- In Mwanza City, the Centre (IFM-MTC) is housed in the Rock City Mall, third floor, Makongoro Road.
- In Dodoma City, the Centre (IFM-DTC) is located in Uhindini Street.

MBA (IB)-2020-2022

The Institute of Finance Management (IFM), Tanzania proudly announces launching of the thirteenth batch of MBA (International Business) in collaboration with the Indian Institute of Foreign Trade (IIFT), New Delhi, India.

IIFT, a premier Institute of India, has signed an MOU with IFM in 2000 to assist Tanzania in filling the gap of trained personnel for the external sector and to enable the country to emerge competitive in international markets. The enrollment rate in the MBA (International Business) program has been increasing over time. The first batch was enrolled in 2001 with a total of 18 students has now increased to 60.

In the year 2019, there has been a renewal of the MOU for a period of another 4 years under which IIFT will collaborate with IFM to build IFM institutional capacity in International Business and continue to offer high quality education in all aspects of International Business.

Objectives

The MBA (IB) aims at imparting professional education and training in modern management techniques for handling international business operations in a highly dynamic and competitive environment. The specific objectives of the Program are:

- To familiarize the participants on the basic fundamental concepts of management.
- To expose the participants to the challenges in the emerging competitive business environment, in an increasingly globalized world and to appreciate the trade related policy issues.
- To relate the management concepts to the business situations and help the participants to develop analytical and decision skills so as to evolve effective national and international business strategy.
- Prepare the participants for professional career and senior management responsibilities in strategic management of International Business.

Programme Faculty

For about 50% of the courses taught will be attended by faculty members from IIFT who will be visiting for a period of 2 weeks in each Trimester. For the remaining courses, faculty members drawn from IFM will teach. Guest faculty from Industry and trade will also be invited from time to time. AT IFM the program is managed and hosted by the dynamic, research focused and industry connected faculty of economics and management sciences (fems).

Course Structure

Trimester I (Nov 2020 – Jan 2021)

1. BS and Quantitative Techniques
2. Accounting for Managers
3. Principles of Management
4. Micro and Macro Economics
5. Business Communication

Trimester II (Feb 2021 – Apr 2021)

1. Business Research Methods
2. French
3. Financial Management
4. International Trade Logistics and operations
5. Marketing Management in International perspective

Trimester III (May 2021 – Jul 2021)

1. Perspectives on Entrepreneurship
2. International Economics
3. International Financial Management
4. MIS and IT Applications
5. Operations Management
6. Comprehensive Viva (1st Year)

Trimester IV (Aug 2021 – Oct 2021)

1. Tanzania Economy and Foreign Trade
2. Bus. Law with Tanzania Perspective
3. Global Business Environment
4. International Business Strategy
5. Global Sourcing
6. Small and Medium Enterprise

Trimester V (Nov 2021 – Feb 2022)

1. Research Project
2. Port Visit and Field Visit

Trimester VI (Mar 2022 – May 2022)

1. Project Appraisal
2. International Brand Management
3. Consumer Behavior
4. Cross Cultural Management
5. Marketing of Services
6. Comprehensive Viva (2nd Year)

Note:

The Port visit will be conducted in India. It is compulsory for the students to attend the port visit and submit a report based upon their experience.

Students have to submit their synopsis during the first month of Trimester-II. A provision of eight weeks will be made for Research project submission and Viva during Trimester-V.

Corporate and Port Visit

Students may undertake a one-week port visit in Dar-es-Salaam, Tanzania or New Delhi, India to acquire first-hand knowledge about the working of port administration, customs and VAT collectors (TRA). In addition, interactive session with members of Chamber of Commerce and Stock Exchange is also arranged during the visit.

Course Credits

Each course is of 4 credits, which is equivalent to 40 teaching hours. The faculty contact hours for each course will be of 30 hours (3 credits) and 10 hours will be separately assigned for chat session in each course, where participants will have to interact with their coordinators (comprising of 1 credit).

Research Project

During Trimester-V, students will be undertaking a detailed Research Project (carrying 4 credits) on the subjects assigned to them. The schedule for research project will be indicated at the end of Trimester-III.

Viva Voce

Comprehensive Viva 1 and 2 will be conducted in Trimester-III and Trimester-IV respectively.



Admission Process

Entry Qualifications

First Degree or Advanced Diploma (3-year duration) in any field.

Course Fee Structure

| <i>(All figures in USD)</i> | Locals | Foreigners |
|------------------------------------|---------------|-------------------|
| Registration Fee* | 1,600 | 1,600 |
| Trimester II | 900 | 1,600 |
| Trimester III | 900 | 1,600 |
| Total Fee (Year 1) | 3,400 | 4,800 |
| Trimester IV | 1,100 | 1,600 |
| Trimester V | 1,100 | 1,600 |
| Trimester VI | 1,100 | 1,600 |
| Total Fee (Year 2) | 3,300 | 4,800 |
| <i>*includes Alumni Fee of 100</i> | | |

Course Duration

The Program will be offered over 6 trimesters spanning around two years. In each trimester about 5-6 courses will be offered.

Course Schedule

Classes are scheduled from 17:00 Hrs. (EAT) to 20:00 Hrs. (EAT) from Monday to Friday. This also includes partial online classes from IIFT Delhi Campus, India.

Course Degree

MBA (International Business) degree will be awarded by the Indian Institute of Foreign Trade, New Delhi (India).

Admission Schedule

| | |
|---|-----------------|
| Availability of Program Prospectus and Forms | Jul 16, 2020 |
| Last date of Receipt of the Application Forms | Oct 10, 2020 |
| Admission Interviews (Tentative) | Oct 11-15, 2020 |
| Commencement of Programme | Nov 16, 2020 |

Selection Process

Eligibility Qualification for MBA (IB) is First degree in any discipline and / or Advanced Diploma (3 years' duration) in any field. Selection will be done on the basis of personal interviews scheduled (tentatively) in October, 2020.

Note:

Meritorious student whose minimum GPA of 3.0 to be maintained in Trimester II and III of 1st Year will get a discount of 500 USD in the 2nd Year Course fee.

IFM Infrastructure

The IFM-Dar es Salaam Campus has well-furnished class-rooms, hostels, seven modern computer laboratories equipped with more than 200 computers on a Local Area Network, a modern Audio-Visual Aid Unit besides a well-equipped Library with volumes of books and a range of journals, government and World Bank publications.

Hostel

The convenient hostel located within the Campus accommodates about 700 students.

Library

The IFM Library is located on the second and third floors of the main building, Block A. The activities of IFM library are geared towards supporting the teaching and research activities of the Institute through the provision of textbooks, periodicals, newspapers and other reading materials to lecturers, administrative staff, students and other needy members of the public such as researchers, government and non-government officials. Some of the available resources at the Library are:

- The African Journal of Finance and Management
- Integrated Library Management System
- Digital Repository

It is one of the premium libraries in the nation. Most of the titles in the area of Trade and International Business are available.



Students in the Institute's Library

Directorate of Computer Services

Located at 4th Floor, Block A, the Directorate of Computer Services (DCS) is responsible for designing, developing and maintaining Information and Communication (ICT) services at IFM. Currently, the directorate provides and supports various services including:

- Modern computers, printing, and photocopying facilities
- Free access to the internet through wired and wireless connectivity
- Access to various generic and specific software packages
- Development and management of IFM information systems
- Development and management of the IFM digital service portal (website)
- Management and development of IFM communication infrastructure including LAN and telephone system
- Management of data storage facilities and backup services
- Troubleshooting and repairing of ICT equipment
- User support and help desk services

The directorate also organizes and conducts general and tailor-made training on various specialties including, planning, development and managing computer networks, identifying and developing electronic government services (e-Government), utilization of computer applications, programming etc.



Students in the Institute's Computer Centre

Prominent Alumni



"It was a great opportunity to study MBA-IB from IIFT, it had brought me to another level where I can think and do things differently."

**--Mr. Semvua Kissenge (National Manager, Millicom Tanzania)
Gold Medalist, MBA-IB, 2006-08**



"I am so glad to be part of this executive group. It changed my way of thinking and therefore how I handle problems. I have confidence in myself."

**--Ms. Deborah Masalu
Alumni, MBA-IB 2006-08**



"My association with MBA-IB and the grand faculty changed my outlook and thinking process to make me a change maker to make an impact at Organization level, Industry level and Society with a deep insight into the entire spectrum of business globally."

**--Manoj Sahu (CEO, Saini Food Products Limited)
Alumni Coordinator, Dar Es Salaam,
Bronze Medalist, MBA-IB 2006-08**



"The MBA-IB Programme has helped me in decision making especially in the methods for identification and understanding market risks, including interest rate risks, foreign exchange risk, equity position risk and commodity risk inherent in the banking business which I am working. Also, it supports me on market and management decision on daily basis."

**--Mr. Juma Yamlinga
Manager, Amana Bank
Silver Medalist, MBA-IB 2007-09**



For further information, please contact at
Dean, Faculty of Economics and Management Sciences
Institute of Finance Management
Shaaban Robert Street, P.O. Box 3918
Dar-es-Salaam-Tanzania
E-Mail : rector@ifm.ac.tz
Website: <http://www.ifm.ac.tz/>
Phone: +255 22 211 2931-4
Fax: +255 22 212935/2122045