



**Masters in Business Administration
(International Business)
Weekend Programme
New Delhi**



Prospectus (2022-25)



**INDIAN INSTITUTE OF FOREIGN TRADE
Deemed to be University**

Vision

To be an Academic Centre of Excellence in International Business research, training and Education.

Mission

To create and foster a learning environment that enable participants to be leaders in international business with sensitivity towards society

IMPORTANT INFORMATION

Important Dates	
Last date of Receipt of Application	15th June 2022
Essay Writing, GD & Interview*	Fourth Week of June, 2022
Commencement of Course	July 2022

***With the current ongoing Covid-19 Pandemic scenario, the Institute may change Mode of Admission.**



MESSAGE FROM VICE CHANCELLOR

Since its start in 1963, the institute has come a long way. The Government of India established the Indian Institute of Foreign Trade to address the country's foreign trade-related training and research needs. Since then, the Institute has grown and changed dramatically, and it is now highly renowned for its excellent knowledge and resource base, as well as being continuously listed among the top business schools in the Asia Pacific region. Over the years, the Institute has broadened the scope and dimensions of its academic subject, which today includes the entire spectrum of international business. The Institute has closely tracked the changes in international business, particularly the impact of COVID-19 which has caused short-term disruptions and long-term changes in how people live and conduct business around the world. The invasion of Ukraine by Russia is now doing the same thing. The Institute has witnessed tremendous movements and transformations in the world's political and economic environment, as well as the ideologies that drive it, over the years. National economies that were formerly isolated are now more intertwined and linked into the global economic system. Our country's economic policies likewise shifted from an inward-looking mindset to an outward-looking one. The once all-encompassing governmental sector has given way to a corporate environment that increasingly fosters private sector involvement in nation-building. After witnessing the services sector's dominance in the economy, there is now a serious and concerted effort to clean house. Our country is on the verge of a manufacturing revolution, and our economy is on the verge of transitioning to a high-speed growth path. Despite all of these changes and upheavals, international trade and global business remain important drivers of development and progress. The global scenario is evolving, and the word "global trade" is taking on new meanings and definitions as the geopolitical landscape shifts. With the 'Atmanirbhar Bharat Abhiyan and the 'Make in India' campaign at home, India has been able to achieve its ambitious target of \$400 billion of goods exports for the first time ever. The International Business MBA programme at IIFT is designed for working executives and focuses on the abilities that a global manager requires today. The time has come to become proficient in international business. The curriculum is revised on a regular basis to reflect the changing business environment and teaching pedagogy has been re-orientated due to COVID-19. The programme has a lot of information, is flexible for public and private sector participants, and is delivered effectively by a world-class faculty. I extend an open invitation to you to join IIFT's dynamic learning process to hone your abilities in engaging and succeeding in the ever-changing world of global trade.

A handwritten signature in black ink, appearing to read 'Manoj Pant', written in a cursive style.

PROF. MANOJ PANT

About the Institute

The Indian Institute of Foreign Trade (IIFT) was established in 1963 as an autonomous body under the Ministry of Commerce & Industry to contribute in the skill building for the external trade sector of India. It has come a long way to successfully develop into a unique institution involved in imparting knowledge through research and training in international business and trade. The Institute was granted “Deemed to be University” status in 2002. **The National Assessment and Accreditation Council (NAAC) has recognized IIFT as Grade “A” institution in 2005 as well as in 2015.** Over the years, IIFT has emerged as the national university with focus on International Business Management and Strategy, and such focus is reflected in all three major activities of the Institute: Research, Training and Education.

Objectives & Activities

IIFT was set up with the following objectives:

- Impart professional education in modern management techniques relevant to international business.
- Enable the participants to appreciate the inter-relationship between the diverse and complex tasks of international business.
- Develop capacities among business executives for improved understanding of various trade and economic issues.
- Conduct high quality research that addresses domestic as well as world trade and business issues.

The Institute’s portfolio of long-term programmes is diverse, catering to the requirements of aspiring International Business executives and mid-career professionals alike. These are:

- Two –Year MBA (International Business) at New Delhi and Kolkata
- Two-year & six months MBA (International Business) Weekend at New Delhi and Kolkata.
- Ph.D. (Management) Programme at New Delhi and Kolkata
- Ph.D. (Economics) Programme at New Delhi and Kolkata
- Two –Year M.A(Economics – specialization in Trade and Finance) at New Delhi and Kolkata
- Executive Post Graduate Diploma in International Business at New Delhi and Kolkata
- Executive Post Graduate Diploma in International Business (Hybrid) at New Delhi

- Executive Post Graduate Diploma in International Marketing (On Campus) at New Delhi.
- Two-year MBA in International Business in collaboration with the Institute of Finance Management, Dar-es-Salaam, Tanzania.
- Post Graduate Certificate Programme in International Business and Finance (Hybrid).
- Certificate Programme in Export-Import Management

Division of Graduate Studies in Management

The Graduate Studies in Management (GSM) Division of the Institute is the nodal division for full time/long duration programmes. The division processes the admission to the Institute's week-end MBA and certificate programmes, besides providing administrative and academic support to IIFT's flagship full-time MBA programme.. It is the responsibility of the division to ensure smooth conduct of the programmes in coordination with all stakeholders, viz. faculty, students and all others concerned. The programmes of the institute get encouraging response from corporate and government sectors.

The following programmes are being run by Graduate Studies in Management Division

1. Two-year Full-time MBA (International Business)
2. Two-year Six months Weekend MBA (International Business)
3. Certificate Programme in Export-Import Management (CPEIM) – two batches in a year

MBA (INTERNATIONAL BUSINESS) – WEEKEND PROGRAMME

The MBA (International Business) is a unique Business Management Programme for developing a competent cadre of Business Executives to meet the country's growing requirements for trained personnel in the field of international business management.

Developments in the international market on the one hand and the consequential impact of the same on India's domestic market on the other, call for an increasingly professional approach and sensitivity to international business environments.

Objectives

The MBA (IB) Weekend Programme 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 Programme are:

- To prepare the participants to face challenges in the emerging competitive business environment in an increasingly globalized world.

- To relate the management concepts to business situations and help the participants to develop analytical and decision making skills so as to formulate effective national and international business strategy.
- To promote a scientific approach and capability to eventually undertake senior management responsibilities in International Business.

The Programme aims at providing a comprehensive coverage incorporating all the important subject areas and disciplines relevant to international business. Equal emphasis has been placed on the quantitative and analytical approach to the study of international business by covering methods of doing business as well as trade and business practices, procedures and documentation in other countries. Besides, effective use of computers and modern information technology is made in the training pedagogy.

Course Structure

The Course Structure of MBA (IB) Weekend Programme (to be taught in nine trimesters)

S. No.	Course Title	S. No.	Course Title
1	Fundamentals of Management	15	International Economics
2	Psychology for Managers	16	International Trade Operations & Documentation
3	Managerial Communication	17	International Marketing Management
4	Management Information Systems	18	Human Resources Management
5	Business Statistics	19	IT Applications in Management
6	Accounting for Managers-I	20	Operations Research
7	Economic Theory - I	21	International Financial Management
8	Accounting for Managers-II	22	Economic Environment
9	Economic Theory - II	23	Strategic Management
10	Business Research Methods	24	International Trade Logistics & Sourcing
11	Marketing Management	25	Operations Management
12	Organisational Behaviour	26	International Business Strategy
13	Foreign Language	27	Supply Chain Management
14	Corporate Finance	28	Corporate Ethics and Governance

Proposed Elective Courses

S. No	General Management and Strategy	S. No	
1	International Contract Management	6	Entrepreneurship
2	Digital Strategy and Transformation	7	Crisis Management
3	Strategy Execution & Tools (Simulation)	8	New Venture Creation & Startups

4	Management of Strategic Alliances (Workshop)	9	Cross Culture Management
5	Competitive Strategy	10	Management Consulting
Quantity Techniques and Operations Management			
1	Modelling in Supply Chain Management: SCOR Approach	4	Advanced Supply Chain Management
2	Multi- Variate Data Analysis & Forecasting Techniques	5	Advanced Forecasting Techniques for Business Applications
3	Advanced Optimization Techniques		
Information Technology			
1	Online Business & E-Commerce	4	Data Modeling and Visualization
2	Enterprise Resource Planning (ERP) Systems	5	IT Project Consultancy
3	Software Product Management	6	Machine Learning & Artificial Intelligence
Finance			
1	Financing of International Trade	7	Alternative Investments
2	FinTech	8	Management of Financial Services
3	Fixed Income	9	Security Analysis and Portfolio Management
4	Trading Strategies and Evaluation	10	Project Appraisal and Finance
5	Financial Modeling	11	Mergers and Acquisitions
6	Financial Derivatives and Risk Management	12	Financial Risk Management
Marketing			
1	B2B Marketing	7	Brand Management
2	Digital Marketing	8	Customer Relationship Management
3	Retail Management	9	Marketing Research
4	Advertising and Promotion Management	10	Strategic Market Planning and Decision Making
5	Consumer Behavior	11	Marketing of Services
6	Sales and Distribution Management	12	Rural Marketing
International Trade Operations & Logistics			
1	Management of Shipping Services	4	Custom Procedure in GST Regime
2	Agri-Commodity Trading	5	Sectoral Strategy for Exports
3	Managing Global Compliance in Exports	6	Risk Management in International Trade
Human Resource			
1	Competency Mapping	6	Organizational Transformation & Change Management
2	Impression Management in Organization	7	Global Leadership Strategies

3	HR Matrics & Organizational Performance	8	Leadership Lab
4	International Human Resource Management Practices	9	Strategic Human Resource Management
5	Labour Laws & Industrial Relations	10	Team Building and Leadership Development
Economics of Strategy			
1	Game Theory and Strategy	3	International Investment Treaties and Business Decisions
2	Applied Econometrics	4	Management of Pricing
Other Components			
1	Port Visit		
2	Research Project		
3	Comprehensive Viva at the end of Trimester III & VI		

Notes: - Students are required to opt for 18 electives. They can major in two functional areas (6 each) and minor (3) in any others functional areas or major in 3 functional areas.

Course Structure is subject to revision.

Programme Faculty

The Institute has a qualified and experience Faculty with specialization in diverse areas such as International Marketing Management and Research, International Financial Management, Economics and Trade Policy, International Trade Procedures, Logistics & Documentation, Supply Chain Management, Management and Marketing of Services, International Brand Management, International Business Practices and Strategies, Cross Cultural Management and Business Negotiations, etc.



Visiting Faculty

The Institute also draws on expert guest faculty comprising specialists from corporates, research institutions, leading business schools and foreign universities.

Methods of Instruction

Both Delhi and Kolkata Faculty will be involved in the teaching of various courses of the Programme. The range of teaching methods used in the Programme includes formal lectures followed by discussions, case studies, group discussions, computer stimulations & exercises and collateral readings. In addition to classroom activities, seminars and workshops, involving industry experts, are organized as a part of the learning process. Throughout the Programme, participants are encouraged and given opportunity to involve in course work in order to bring about a greater effectiveness of the teaching-cum-learning process.



The campus itself is a very picturesque with artistically designed buildings and well-maintained plush garden. The facilities available on the campus include, fully air-conditioned lecture halls with modern audio-visual aids, conference halls for round-table conferences, an auditorium of 500 seating capacity, MDP Centre, incubation centre, computer centres, indoor games, besides excellent residential facilities for the students.

Library Facilities

The Institute's has a well-equipped Library with updated knowledge. It has a collection of latest books by eminent authors on Trade, Economy, Management and WTO related issues. It also has a collection of journals, research reports, company reports, CD-ROMs, video cassettes, International Trade Statistics and Databases. Apart from books on traditional Management and Economics related areas, the Library

has huge collection of books on upcoming areas like WTO, Intellectual Property Rights, Services Management, Mergers & Acquisitions, Trade Finance, e-Business, Global Business Strategies, International Business Law, and Information Technology, etc. The Library also subscribes to over 235 Journals and Periodicals and has enriched itself with publications of prestigious national and international organizations such as UN, ITC, UNCTAD, WTO, IMF, World Bank, Ministries and Departments of Government of India.

In order to facilitate online access to information, Library has also subscribed to trade related online and offline databases like Blackwell Synergy (28 e-Journals), Balance of Payment, CMIE databases (Commodities, Prowess, India Trade, Industry Outlook and Economic Outlook), Commodity Price Bulletin, Direction of Trade Statistics, EIU Online, EBSCO, Emerald Management Extra, e-pharma, IFS, Indiatat.com, Inside Trade.com, JSTOR, OECD e-library, Proquest, Science Direct, Suns Magazine, Trade Map, World Bank Online Database, World Trade Atlas and WITS, etc.

IIFT subscribes to Bloomberg, which offers a dynamic network of information for decision-makers. Bloomberg is of great value to B-School students seeking fast access to accurate business and financial information, news and insight around the world. Students are also offered training to familiarize them with this powerful resource. Library facilities are open to participants. The participants are required to deposit of `5,000/- for Library membership which is refundable at the end of the Programme.

Library Hours

Monday to Friday	Gazetted Holidays (Except N.H.)	Saturday	Sunday
9.00 a.m. to 11.00 p.m.	9.00 a.m. to 5.00 p.m.	9.00 a.m. to 7.00 p.m.	11.00 a.m. to 7.30 p.m.

Facilities/Services

- Reading room facility.
- Reference services.
- Documentation/Indexing services.
- Photocopy facility-chargeable @50 paise per page, `15/-per page for restricted publications.

WTO Resource Centre (Shifted to NAFED Building) to facilitate research on World Trade organization.

Books for Reference only.

No borrowing allowed. (Photocopying allowed)

Library Circulation's Rules

- Three Reader's tickets to be issued to each student.
- One book against one card for a maximum period of 7 days.
- A fine of `1/- per day to be levied after the due date.
- Restricted books may be issued for overnight and a fine of `10/-per day charged if not returned on time.

- If any Library materials is lost/damaged, the participant should either replace or pay the cost as specified in Rule 6.1 of Library Rules.
- Participants to obtain No Dues Certificate from Library before Comprehensive Viva of Trimester IX.

Users' Attention

- Stealing, mutilating, marketing of books and tear in of pages are considered serious offence and can even result in rustication of the concerned student.
- Repeated delay in return of books may result in suspension from the membership of the Library
- Personal belongings including books, notes, eatables, etc. are not allowed inside the Library.
- Participants to consult the Library Rules and Regulations from the Library Counter for details.
- Use of mobile phones inside the Library is strictly prohibited.

Computer Facilities

Recognizing the importance of technology in education, IIFT's Computer Centre has implemented the latest state of the art IT infrastructure to provide a competitive advantage in its core areas of education and research. The Computer Centre aims at providing 99 per cent uptime including ensuring server uptime, data recovery and backup, facilitating storage management, hardware, network operations, streamlining operations and simplifying end-user support.

For its internet requirements, the IIFT avails 150 mbps leased line from two different ISPs on load balancing. The computer lab for the students is open 24X7 with adequate number of desktop computers. These are fully supported with application software such as SPSS, E-Views, SAS, etc. India Trade & Prowess databases from CMIE are also available on the Institute's network. Comprehending the recent advances in functional data analysis and high-dimensional statistics, IIFT, besides the Computer Lab, has an exclusive Data Analytics & Simulation Lab (DASL) with 40 computers with software such as SPSS, Hadoop, SAS, etc. for Data Analytics and Simulation Courses.

Apart from this, IIFT also uses video conferencing facility for training, research activities besides connecting IIFT Delhi & Kolkata for internal meetings, etc.

IIFT's recent foray in the online education platform has been possible with the state-of-the-art IT infrastructure support being provided for the conduct of online programmes, which has enabled IIFT to conduct online sessions on a real time basis using broadband facility. The Institute has a multi-tiered network infrastructure in place. Buildings inside the campus are well connected with fiber network. The network infrastructure is at layer 3 switching level that helps to interconnect all components together on one platform. Institute's network is also supplemented with managed Wi-Fi supporting 802.11n and standards. Over 1000 users have access to this network. Apart from this, classrooms are adequately equipped with LCD projectors and PCs. IIFT also has a fully integrated in-house developed platform, named "Campus360" (<http://campus360.iift.ac.in>) that provides convergence facility to the

faculty with the students and the programme office. The Campus 360 enables online attendance, sharing of courseware, result processing, online quiz, opinion polls, assignment submission, dissertation/research project submission, elective selection, port visit option, language selection and many more related activities.

Publications

Publication Division brings out IIFT Journals, Newsletter, Working Papers and Seminar Series. Foreign Trade Review (FTR) peer-reviewed quarterly journal published by SAGE Publications India.

The Journal intends to serve as a comprehensive forum for theoretical and empirical research on International Trade and Business. FTR is now Scopus indexed.

FOCUSWTO.IB, another peer-reviewed quarterly Journal published by the Institute. Objective of this interdisciplinary FOCUSWTO.IB is to encourage applications of conceptual ideas, research methods in international business and management. The papers are published on-line and uploaded on IIFT website (<http://focuswtoib.iift.ac.in>). FOCUSWTO.IB is now ICI (Indian Citation Index) indexed.

In addition, Publication Division also publishes in-house quarterly Newsletter and hosts Working Papers and conducts Seminar/Webinar Series.

Fee & Other Charges

The total fee for MBA (IB) Weekend Programme 2021-24batch was Rs.8,75,000.00 which includes Rs.8,25,000.00 as tuition fee (for General/OBC category) and Rs.50,000.00 as other charges towards Alumni Membership (Rs.10,000.00), Computer (Rs.32,000.00), Library (Rs.8,000.00). Students of SC/ST and PWD category are given 50% concession in tuition fee only. The fee is payable in nine instalments.

For Foreign Nationals/NRIs/Children of NRIs, fee for the whole course is US\$25,000 (tuition fee) plus Rs.50,000 as Other Charges towards Computer, Library and Alumni Membership, etc.

(The exact amount of Tuition Fee and Other Charges as applicable for MBA (IB) Weekend Programme 2022-25 will be informed to the students at the time of sending the confirmed admission letters in June 2022.)

Refund of fee – (Applicable to all categories of candidates) if a student to withdraw from the program, the institute shall follow the guideline issued by GoI/UGC from time to time for the refund of fee.

Examination and Award of Masters

Details of the system of evaluation and grading will be given to the students in the Handbook of Information to be provided at the time of Registration. Participants successfully completing the Programme will be awarded Masters Degree. The

participants of MBA (IB) Weekends can complete the programme in five years from the date of his/her registration by taking a break-in trimester, after successful completion of first three trimesters. Criteria of evaluation will be indicated in detail in the Course Outlines to be provided to the participants at the beginning of each trimester.



Programme Duration and Timings

The duration of the Programme is Two years and six months spread over nine trimesters.

In each trimester classes would be held on five working days from 9.00 am to 6.00 pm at IIFT New Delhi Campus and after that Classes will be held on every Saturdays and Sundays as per timings below:

Saturday: 3:00 p.m. to 6:15p.m.

Sunday: 9:15 a.m. to 6:00 p.m.

However, due to ongoing COVID -19 Pandemic situation the Institute may have the classes on virtual mode.

Admission Procedure

Eligibility – for General/Reserve Category Candidates

- Bachelor's degree from any recognized University or Institution with minimum 55% marks. (50% in case students belonging to SC/ST/PwD Category)

- A minimum managerial experience (including self-employed) of not less than THREE Years as on 30 June 2022 (Only the work experience after eligibility qualifications will be considered).
- ‘No Objection Certificate’ from employer is required at the time of Admission
- No age limit.

Mode of Admission

- On the basis of the qualification and experience shorted listed will be called for Essay Writing, GD/Extempore and Interview in the second and third week of June, 2022 at IIFT Delhi Campus
- Short listed candidate would be required to undergo the above detailed admission process at IIFT Delhi campus. Candidates called for this will have to make their own travel arrangements. In case they are not able to be physically present, they would be interviewed through online mode.

Admit Card

- A Call letter will be emailed to shortlisted candidates. With a print out of letter/email , the candidates should reach the IIFT Delhi Campus on the mentioned date with original, valid and non-expired PAN Card/Driving License/Voter ID Card/Passport/Aadhar Card(with photograph) (Any One)

How to Apply

- Application for the Programme is through prescribed Online Application Form available at IIFT Website: www.iift.edu
- Application fee of Rs. 1500 (Rs. 750 for SC/ST/PH category) shall be paid. SC/ST/PwD category candidate which includes application screening and Entrance Test Fee. For NRI/Foreign Nationals candidates, application fee is US \$ 25 (or its Rupee equivalent)
- SC/ST/PWD/OBC-NCL/General-EWS/Kashmiri Migrants candidates have to upload the requisite category certificate, as applicable in central government Institute’s with the Application Form.(Category once filled by the candidate in his/her online application form, will not be changed under any circumstances)

Eligibility – (for foreign Nationals/NRI candidates)

- Recognized Bachelor’s degree of minimum 3 years’ duration with minimum 55% marks.
- In order to qualify as an international candidate for the purpose of applying to IIFT entrance exam, a candidate should have been (expected to be) resident outside India for a period of not less than 18 months as on 30th June, 2022 . The Indian nationals who

are living, working, studying abroad should produce with application a certificate from the Indian Embassy/ High Commission /Consulate of the country where the candidate is currently based, stating that the candidate has been resident in that country continuously for a period of not less than 18 months as on 30th June 2022.

- Foreign Nationals need to have a valid passport/travel document from a country other than India. The Foreign Nationals who are present in India at the time of IIFT entrance test are required to take the same.
- NRI-Sponsored candidates and Children of NRIs are not considered under this category.

Documents to be submitted

- Complete filled in application Form.
- Copy of a detailed CV
- Attested copy of all academic mark-sheets/certificates (Class X, XII & Graduation).
- Copy of all Passport pages having official entries
- Apart from NoC from employer, two letters of recommendation. Preferably, one of these should be written by a current supervisor or manager. The second one should be from someone who is in a position to evaluate the applicant's professional performance as well as his/her managerial and leadership potential. No letter of recommendation should be written by immediate family members, e.g. parents, grandparents, siblings and spouse.
- The Indian nationals who are living, working, studying abroad should produce with application a certificate from the Indian Embassy / High Commission / Consulate of the country where the candidate is currently based, stated that the candidate has been resident in that country continuously for a period of not less than 18 months as on 30th June, 2022

Important Information

- Complete details of the Programme are available at our website:www.iift.edu
- Filled-in application with enclosures and evidence of payment of Application Fee should be uploaded latest by 15th June, 2022.
- MOST OF THE COMMUNICATIONS TO THE APPLICANTS WILL BE SENT THROUGH E-MAIL. THEREFORE, APPLICANTS MUST MENTION THEIR E-MAIL ID CLEARLY IN THE APPLICATION FORM.
- In case of any problem in registration process, the candidates can contact to Ms. Sumita Marwaha, S.O (GSMD), IIFT on Tel. No. 011-39147319(Direct) and E-mail:mbaptadmissions@iift.edu/sogsm@iift.ac.in

- There are 60 seats for the Course. Seats are reserved as per prescribed categories as per Government of India's norms. The reservations are subject to candidates meeting the admission requirements of the Institute under this category. The Institute reserves the right to change the number of seats for the course.
- Application fee, once paid, will not be refunded.
- Applications of Foreign Nationals under Self-financing Scheme should be routed through the Ministry of External Affairs/Ministry of Human Resource Development, Government of India and should be received by the Institute latest by **31st May 2022**.
- Candidates are advised to communicate the application Number in all correspondence
- Results will be put up at the IIFT Website: www.iift.edu within a couple of days after the interviews
- All disputes will be subject to the jurisdiction of Delhi Courts only.

Incomplete applications in any manner and those received after the prescribed date will be rejected.

Accreditation & Ranking

The Indian Institute of Foreign Trade (IIFT) has achieved the AACSB accreditation and was awarded the certificate on 21st December 2021. With this accreditation, IIFT has come in the top 937 business schools of the world.

Founded in 1916, AACSB is the global accrediting body for business schools, and the largest business education network connecting learners, educators, and businesses worldwide. AACSB accreditation recognizes institutions that have demonstrated a focus on excellence in all areas, including teaching, research, curriculum development, and student learning.

IIFT is also processing AMBA and EQUIS accreditations, and expect to achieve them in the next 3 to 4 years. As on date only 108 B-Schools in the world have all these international accreditations and IIFT is striving to be amongst such elite institutions.



Presentation of Accreditation Certificate by AACSB International by the hands of Dr

Rajiv Kumar, Vice Chairman, NITI Aayog, GOI @ MDI Gurgaon



The IIFT have participated the following B-School rankings in AY 2020-2021 and ranked as

- 25th in National Institute Ranking Framework
- 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 InsideIIM MBA Rankings

Division of Economics

The MA (Economics) Programme has been launched in IIFT to impart advanced knowledge in Economics. The coursework of M.A. (Economics) is at par with the standard Post-Graduate Programmes in Economics with special focus on Trade and Finance. In the last semester, in order to encourage constructive original thought process, students are required to write a Dissertation on a contemporary issue based on their theoretical and empirical knowledge gained from the Programme.

The specific objectives of the Programme are:

1. To prepare students to become excellent trade policy-makers and key strategists on trade issues related to the corporate sector, involved directly or indirectly in international trade and financial transactions.
2. To equip students with a set of tools, which would help them to solve real world problems.

3. To prepare students to be full-time academicians, with specialized knowledge in International Economics and Finance.

Executive Management Programmes Division

The Executive Management Programmes Division (EMPD) has been conceived to provide training to government officials, diplomats, entrepreneurs, exporters, corporate sector and civil society members to develop broader understanding of issues related to international business and its implications on trade policy.

Executive Post Graduate Diploma in International Business (EPGDIB) Week-end

This 18-month programme is designed especially for working executives and is based on a comprehensive course structure intended to deliver education in international business and its related aspects. The course focus on upcoming areas such as Artificial Intelligence, Machine Learning, and Analytics. Participant gets Specialization opportunity to choose from International Business, International Finance and International Marketing and Trade. The EPGDIB 2021-22 batch commenced on 23rd October 2021 with 76 participants.

Executive Post Graduate Diploma in Global Human Resource Management (EPGD-GHRM) Week-end

The program is tailored to suit Professionals who wish to work in organizations employing international and diversified workforce, with the responsibility of developing local and global HR systems. It offers a unique perspective to the Global Human Resource Management (GHRM) Program due to its positioning as a premier institute of International Business. The course structure has been designed to leverage this USP by including courses on Global business environment, international business strategy and Cross Cultural Management. The programme is scheduled to commence from June, 2022.

International Collaborations & Capacity Development Division

ICCD Division plays an important role in the Institute by performing the activities like establishing academic ties with domestic and international universities, conducting customized student exchange programmes, hosting interactive information sessions with academicians and policy-makers from different countries, leveraging memberships of reputed organizations. IIFT has collaborations with 35 Universities/B-schools throughout the world. The key areas of collaboration are Student Exchange, Faculty Development Programmes, Training Programmes, and Joint Research. Our key partner countries are Canada, France, Italy, Germany, Finland, Spain, Switzerland, South Korea, etc. IIFT also holds membership in International and National professional bodies such as The Association of Advance Collegiate Schools of Business (AACSB); Academy of International Business (AIB); The European Foundation for Management Development (EFMD); Association of Indian Universities (AIU); All India Management Association (AIMA); The Global Compact Network, India (GCN); Association of Indian Management Schools (AIMS).

Research Division

The activities of the Research division aim at increasing the visibility for IIFT and to emerge as a think tank for trade policy analysis with strong research output. Research and other activities of the division also aim at supporting the long term and short term educational programmes in the area of International business. The research activity holds great significance in the growth of the Institute as it provides a strong pervasive interface between research and training. Apart from studies sponsored by the Government and other national and international organizations, the Institute has also been successfully bidding for projects, nationally and internationally.

The Research Division also looks after the Ph.D. Programme in Management Disciplines. The Ph.D. Programme (Management) 2021 was inaugurated on 6th November 2021. 45 Students (15 Full Time and 30 Part Time) joined the programme. The Institute has awarded 08 Ph.D. Degrees in Management Discipline in the Convocation held on 22nd October, 2021. The Admission Process of Ph.D. (M) 2022 is under process.

Ph.D. Programme in Economics - The Ph.D. Programme of the institute covers Doctoral research in a variety of business related areas leading to the award of Ph.D. degree. The programme is targeted at research scholars, members of teaching faculty in universities and institutes of higher learning, professionals from private, public and government sectors.

Research Projects Completed

1. Increasing Exports as a Driver of Economic Growth: Walmart's Effort in India
2. Study on MSME'S Contribution to India's Export Growth & Challenges faced by them in Expanding to New Markets
3. A Comparative Analysis of Export Credit Insurance to Exporters and Banks by ECGC: Implication on export performance of India
4. ECGC Insurance Covers and the Indian SSI Sector: A Study of the Women Oriented Units

Research Projects under Progress

1. ICSSR-ESRC-UKRI Collaborative Research on "The Future of UK-Indian Trade and Cross Border Investment in a Changing Global Environment"
2. India Digital Trade Facilitation Forum (PayPal-IIFT)
3. E-Commerce Majors, SSI retailers, and the Indian Economy – Theory & Empirics
4. An Evaluation of the ECGC's MLT Business with a view to improve the Export Performance of India

Division of Alumni Affairs

IIFT graduates have achieved success in diverse fields and hold positions of responsibility and influence as distinguished corporate leaders, pioneering entrepreneurs, eminent academicians, and inspirational leaders. The Division of Alumni Affairs (DAA) is engaged in developing a strong and active association of its 50,000+ alumni spread across 30 countries. The IIFT Alumni Society seeks to foster life-long bonding between the institute and its alumni, and to provide the current students at the institute an opportunity to connect with the alumni. DAA

works in close coordination with the Alumni Relations Committee to facilitate a platform for professional networking and sustained learning opportunities. Activities and events are organised round the year for the alumni to connect with their alma mater and contribute to enhance the legacy of IIFT.

Division of Management Development Programmes

Management Development Programmes Division offers a wide spectrum of programmes in different areas of international business such as international marketing, trade operations, international financial management, logistics, global supply chain, international negotiations, WTO and trade policies for the executives of the industry, officers (IAS, IPS, IRS, IES, IFS and ISS etc.) and policy-makers in the government including full time residential Professional training programme for Indian Trade Services Probationers.

Division also conducts courses for the officers of armed forces for their resettlement purpose. Further, in line with the Government's mission, the Division has started specialized training programmes in Agri export and defense export sectors.



24 Week Course in “International Business Management” for the officers of Armed Forces (21st March – 2nd Sep 2022)

CENTERS AT IIFT

Centre for Trade and Investment Law

The Centre for Trade and Investment Law (CTIL) was established by the Ministry of Commerce and Industry in 2016, currently functioning under the IIFT with the following core objectives:

- To provide sound and rigorous analysis of legal issues pertaining to international trade and investment law;
- To provide technical and capacity-building support to the Government of India and to other developing countries without conflict of interest;

- To identify, analyze and provide innovative perspectives and ideas on current and emerging issues of global economic law and policy-making;
- To conduct intensive training and capacity-building programmes, workshops and colloquia for central and state government officials; and
- To create legal capacity within law schools and educational institutions on WTO and international trade and investment law related matters.

CTIL is a ready repository of trade and investment related information, including updates on ongoing trade negotiations and disputes.

Centre for WTO Studies

The Centre for WTO Studies was set up with the support of the Department of Commerce, Government of India, in the year 1999. The Centre was established at IIFT in November 2002. The activities undertaken by the Centre for WTO Studies seek to achieve three broad objectives:

- To assist India's trade negotiators and policy-makers in participating effectively in the WTO and at the related multilateral trade negotiations.
- To enhance the understanding of key trade issues among stakeholders through outreach and dissemination activities.
- To develop capacities within India and in other developing countries for analysing WTO and other trade-related issues through training programmes.

In its various activities the Centre has collaborated with inter-governmental organizations including the WTO, UNCTAD, UNESCAP, South Centre, Commonwealth Secretariat, etc.

Centre for Regional Trade

The Centre for Regional Trade (CRT), an autonomous think-tank, has been established recently by the Department of Commerce, Ministry of Commerce and Industry, Government of India. CRT is mandated to focus on policy-oriented research while viewing India's economic engagements with the global economy through a regional lens. Broad areas of research, capacity building and outreach programmes cover Trade in Goods, Trade in Services, Investment, Technology and developmental issues. CRT regularly contributes to the negotiations under various FTAs and CECAs / CEPAs of India with other countries and Bilateral Trade Regions.

Centre for Distance and Online Education

The Centre for Distance and Online education (CDOE) was set up in the institute in 2021 to provide access to quality education to the remotest places in the country as envisaged under the New Education Policy (NEP) 2020. Accordingly, CDOE has launched the following programmes in 2021-2022.

1. Executive Post Graduate Diploma programme in International Business (EPGDIB)-
ONLINE 15 month's duration.
2. Certificate program of 4 months duration on 'Growth and transformation through
FinTech'.
3. Online MDP on 'INCO Terms' sponsored by M/s Haldia Petrochemicals Ltd.

During 2022-2023, CDOE plans for the following:

1. Online MDP's on Export opportunities for different states throughout 2022-2023.
2. Certificate programs during July-October 2022
 - a. FinTech in International Business
 - b. Product Management for International markets.
3. MBA (Online) for commencement in January/February 2023



IIFT FACULTY AND ADMINISTRATION

Vice Chancellor (VC)
Prof. Manoj Pant

V. Raveendra Saradhi

Tuheena Mukherjee

FACULTY**Dean**

Dr. Satinder Bhatia

Head, Kolkata Centre

K. Rangarajan

Professors

Abhijit Das

Asheesh Pandey

Biswajit Nag

D. Sunitha Raju

Deepankar Sinha

Gautam Dutta

James J. Nedumpara

Jayanta Kumar Seal

K. Rangarajan

M. Venkatesan

Mukesh Bhatnagar

Murali Kallummal

Niti Nandini Chatnani

Nitin Seth (on deputation)

O.P. Wali

P.K. Das

Pooja Lakhanpal

R.P. Datta

Rajendra Prasad Sharma

Ram Singh

Ram Upendra Das

Ranajoy Bhattacharyya

Rakesh Mohan Joshi

(on deputation)

Rohit Mehtani

Saikat Banerjee

Sanjay Rastogi

Saswati Tripathi

Sheeba Kapil

Sugata Marjit

Vijay P. Ojha

Associate Professors

Ashim Raj Singla

Basanta K. Sahu

Bibek Ray Chaudhuri

Debashis Chakraborty

Himani Gupta

Jacqueline Symss

Jaydeep Mukherjee

Pralok Gupta

Sachin Kumar Sharma

Shailja Singh

Sweta Srivastava Malla

Triptendu Prakash Ghosh

Assistant Professors

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Anchal Arora

Anirban Biswas

Anju Goswami

Areej Aftab Siddiqui

Arunima Rana

Ashish Gupta

Charu Grover

Divya Tuteja

Ginni Chawla

Jitendra Kumar Verma

Kavita Wadhwa

Naman Sharma

Neha Jain

Oindrila Dey

Papiya Ghosh

Parul Singh

Prateek Maheshwari

Preeti Tak

Priyanka Jaiswal

Sanghita Mondal

Satwik Shekhar

Shiny Pradeep

Sonu Verma

Sugandha Huria

Swati Shukla Singh

Taufeeq Ajaz

ADMINISTRATION**Registrar**

P.K. Gupta

Deputy Registrar

Gaurav Gulati

Assistant Registrars

Bhuwan Chandra

Meenakshi Saxena

Nalini Meshram

Deputy Finance Officer

Pitambar Behera

Assistant**Officer**

Deepa P.G.

Senior**Officer**

P. Sakthivel

Administrative**Officer**

(CWS)

Deshraj

Accounts Officers

Shahid Anwar

Vinod Kumar Joshi

Hindi Officer

Chanda Rani

Section Officers

Anil Kumar Meena

Dwaipayana Ash

Gaurav Gupta

Jitender Saxena

Karun Duggal

Kavita Sharma

Lalita Gupta

Finance

Administrative

Officer

Mohini Madaan
Rakesh Kumar Ojha
Sumita Marwaha

SUPPORT SERVICES

Head, CRPD
Rohit Mehtani

Head, Computer Cell
O.P. Wali

Systems Manager
Bimal Kumar Panda

Asstt. Systems Manager
S. Balsubramanian

Computer Programmer
Neha Vinayak

Institute Engineer
R.K. Gupta

Assistant Librarians
Amita Anand
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