

Delhi | Kolkata | Kakinada (AP)

# MBA

## (INTERNATIONAL BUSINESS)

**PROSPECTUS 2021-23**



**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 enables participants to be leaders in international business with sensitivity towards society.

## MESSAGE FROM THE DIRECTOR



Since the inception of Indian Institute of Foreign Trade in 1963, it has traversed a long distance and treaded the path of transformation from a pioneer in the field of foreign trade related research to a leading academic center of excellence in Research, Training and Education in International Business. In 2002, IIFT was granted the status of “Deemed to be a University”, thus recognizing its contribution to the knowledge dissemination and skill promotion, specifically in the domain of International Business. The National Assessment and Accreditation Council (NAAC) has recognized IIFT as ‘Grade A’ Institution in 2005 as well as in 2015. Needless to mention that most surveys conducted year after year have ranked IIFT amongst top B-schools in India.

IIFT offers various programmes ranging from Ph.D., Diploma, and Certificate to Degree programmes in International Business. The MBA in International Business offered by IIFT in Delhi and Kolkata is its flagship programme. Each year, large number of candidates apply and vie for limited number of seats in the programme. Last year too 39746 aspirants applied to compete for 511 places through IIFT’s exclusive entrance exam, thus indicating IIFT’s popularity and reputation among candidates. As always, IIFT has completed 100 percent placements of MBA (IB) 2018-20 batch, with impressive compensation packages ranging between 12 lakhs per annum to 75 lakhs per annum, with an average package of 20.43 lakhs. The numbers are a testimony to the trust and expectations of the recruiters from IIFT of its great legacy and academic excellence year after year.

Today, India is on the threshold of a manufacturing revolution and our economy is poised to adapt to the developmental transformations. As international trade and global business continue to remain a key facilitator of development and growth, global trade has been acquiring new interpretations in the changing geo-political scenario. The national campaigns of Make in India, Skill India and AtmaNirbhar Bharat aim at leveraging immense opportunities of trade and investment. IIFT’s MBA programme in International Business for is focused on skills a global manager needs today. The need to acquire competence in international business has now arrived. The programme is regularly updated keeping in mind the changing business context. The programme is rich in content, flexible for participants drawn from the public and private domain, and effective in its delivery involving a world class faculty. IIFT’s endeavors have been widely recognized through various awards conferred on the Institute over the last few years for its industry relevant course contents and scope for sectoral specialization; further, our students and alumni have always supplied credibility to our claims of excellence.

In the quest to search for a B-school that will help one grow into the person one aims to become, IIFT is looking for the best candidates for the class of 2021-23.

I, therefore, extend a warm invitation to you to become a part of IIFT’s knowledge process to enhance your skills and emerge as global leaders and managers who’d carry forward the legacy of IIFT.

  
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 a 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:

- Ph.D. (Management) Programme at Delhi and Kolkata.
- Ph.D. (Economics) Programme at Delhi and Kolkata.
- Two-year MBA (International Business) at New Delhi and Kolkata.
- Two-year MA (Economics – Specialization in Trade and Finance) at New Delhi and Kolkata.
- Two years & six months MBA (International Business) Weekend 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 Delhi.
- Executive Post Graduate Diploma in International Business (On-campus) at Delhi.
- Two Years 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 (through TECH Mahindra).
- Certificate Programme in Export Import Management: On Campus and Hybrid.

# INTERNATIONAL COLLABORATIONS

## ICCD Division

The International Collaborations & Capacity Development (ICCD) Division of IIFT plays an important role in the Institute through various activities:

1. Establishing academic ties with domestic and international universities / institutions to enable student exchange, faculty exchange and/or joint training and research programs.
2. Conducting customized programmes for international students and executives.
3. Hosting interactive information sessions for visiting delegations of students, academicians, and policy makers from different countries.
4. Obtaining and leveraging membership of renowned domestic and international organizations to strengthen academic standards and collaborations.
5. Facilitating participation of faculty in National and International training programs and Conferences.

## International Collaborations

IIFT has collaborations with 31 Universities/ B-schools throughout the world. The key areas of collaboration with partner institutes include the following:

- Student Exchange
- Faculty Development Programme
- Training programmes/Study Tours
- Joint Research

### LIST OF INTERNATIONAL COLLABORATIONS

S. No	Location	Name of University
1.	Europe	IESEG – School of Management, Lille Catholic University, Lille and Paris, France
2.	Europe	EM- Strasbourg Graduate School Of Management, Université Robert Schuman, STRASBOURG CEDEX, France
3.	Europe	Grenoble School of Management, Grenoble Cedex, France
4.	Europe	HANKEN-Swedish School of Economics and Business Administration, Hanken University, Helsinki, Finland
5.	Europe	Rennes School of Business, France
6.	Europe	Università Bocconi, Milano, Italy

7.	Europe	The International University in Geneva, Geneva, Switzerland.
8.	Europe	Allianza 4 Universidades, A4U, Spain
9.	Europe	Universität des Saarlandes, Germany
10.	Europe	University of Insubria, Italy
11.	Europe	HS PF Pforzheim University, Pforzheim, Germany
12.	Europe	Aberystwyth University, Aberystwyth, UK
13.	Europe	International Business School, Americas
14.	Europe	International Institute of Business Networking , Russia
15.	Asia	University of International Business and Economics, Beijing, China
16.	Asia	International Institute for Trade and Development, Bangkok, Thailand
17.	Asia	Ajou University, Suwon, Korea
18.	Asia	Foreign Trade University Hanoi, Vietnam
19.	Asia	Vietnam Institute for Indian and Southwest Asian Studies (VIISAS)
20.	Asia	International School of Finance and Technology, Teshkent, Uzbekistan
21.	Asia	Institute of Indian Studies, Hankuk University of Foreign Studies, South Korea
22.	Asia	SolBridge International School of Business
23.	Asia	Bangladesh Foreign Trade Institute, Dhaka
24.	North America	Herbert H. Lehman College of the City University of New York, USA
25.	North America	Florida International University, Miami, USA
26.	North America	Bradley University, Peoria, Illinois, USA
27.	North America	Kent State University, USA
28.	North America	Brock University, St. Catharines, Ontario, Canada
29.	Australia	Deakin University, Australia
30.	Australia	The University of Newcastle, Newcastle, NSW, Australia.
31.	Africa	Foreign Trade Training Centre (FTCC), Nasr City, Cairo, Egypt

## Student Exchange Programme

Student Exchange Programme at Indian Institute of Foreign Trade is an important part of the course curriculum. In the last decade, IIFT has been able to develop and establish the student exchange programme with several premiere institutions across Europe and Asia. Today, IIFT boasts of collaborations across the globe with several leading universities and academic institutions. Annually, a large number of students in a batch travel to various universities across Europe for spending a trimester in the host university. The total number of exchange seats was around 35 for the 2019-2020 session.

The selection process for the batch commences every year between August-September for the completion of the 3<sup>rd</sup> trimester in the January-March session of the subsequent year. The process of selection is rigorous based on shortlisting of CV and personal interview.

The partnering institutions for Student Exchange Programme are as follows:

1. UAM- Universidad Autonoma de Madrid
2. UAB- Universitat Autonoma de Barcelona
3. Rennes School of Business, France
4. Grenoble School of Management, France
5. HANKEN- Swedish School of Economics & Business Administration, Finland
6. EM- Strasbourg Graduate School of Management, France
7. IESEG- School of Management, Lille Catholic University, Lille, France
8. Pforzheim University, Pforzheim, Germany
9. Università Commerciale L. Bocconi, Italy
10. Universität des Saarlandes, Germany
11. University of Insubria, Italy
12. The International University, Geneva, Switzerland
13. Hankuk University, South Korea
14. Solbridge University, South Korea

## Membership

IIFT is a member of the following International/National organizations.

### International Membership for Accreditation

- The Association to Advance Collegiate Schools of Business (AACSB).
- The European Foundation for Management Development (EFMD)
- Association of MBAs (AMBA)

### Other Membership

- Academy of International Business (AIB).
- The Association of Indian Universities (AIU)
- All India Management Association (AIMA).
- Association of Indian Management Schools (AIMS)
- The Global Compact Network India.

# CAMPUS AND FACILITIES AT IIFT

## Delhi Campus

Located in Qutub Institutional Area, overlooking green ridge and historical Qutub Minar, the IIFT Campus is considered to be one of the finest in the country. The campus spread over 6.5 acres of land houses two academic blocks and two residential blocks for students and visiting faculty. One more residential facility for the students has been created a few steps away from the main campus. Be it the imposing structure of the “atrium”, the mystic beauty of the architectural design called “eye of the universe”, or the splendor of the campus in full bloom in winter, it never fails to impress the visitors.

The campus itself is a very picturesque with artistically designed buildings and well-maintained lush gardens. 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 450 seating capacity, two computer labs, indoor games, sports ground, besides excellent residential facilities for the students. The campus is fully wi-fi enabled. Another campus of the Institute spread over 5.6 acres, located at Maidan Garhi, New Delhi is also under construction and will be operationalized very soon.

## Kolkata Campus

IIFT’s Kolkata Campus is located at the picturesque East Kolkata off EM Bypass in a sprawling area of around 7 acres. The campus is developed as a green and fully integrated campus with independent blocks for academic, administration and student living areas with all modern amenities. The campus also houses three water bodies to maintain ecological diversity with enough greenery. There are centrally air-conditioned modern lecture halls, syndicate rooms, common area, auditorium, open air theatre, common courtyard in its academic and administration blocks on exemplary designs to create a great learning environment. The campus is fully wi-fi enabled.

## Kakinada Campus

Starting of IIFT full time MBA(IB) programme in a rented premises at Kakinada is under consideration. Commencement of such a programme in 2021-23 will be subject to approval of UGC and other regulatory authorities of IIFT.

## Hostel Facilities

The MBA (International Business) is a fully residential programme. However, this will be subject to adherence of guidelines issued by to GoI/Statutory bodies of the Institute and other regulatory authorities in view of the ongoing Covid-19 pandemic. The Institute is case reserve the right to withdraw the facility, should it deem appropriate.

## 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, videocassettes, 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, Indiastat.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 Rs. 5000/- 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, Rs. 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 Rs.1/- per day to be levied after the due date.
- Restricted books may be issued for overnight and a fine of Rs.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 VI.

### USER'S ATTENTION

- Stealing, mutilating, marketing of books and tearing 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 percent uptime including ensuring server uptime, data recovery and backup, facilitating storage management, hardware, network operations, streamlining operations and simplifying end-user support.

### Delhi Campus

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, EViews, 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 WiFi 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.

### Kolkata Campus

Kolkata Campus is having 100 mbps for its Internet requirements besides 20 mbps NLD between Delhi & Kolkata campuses. WiFi services are also made available to the students in the campus. Libsys, Prowess, India Trades services have been facilitated locally from IIFT Kolkata Digital lab at IIFT Kolkata is well equipped with 30 latest model computers for student access. Kolkata campus also has an online classroom studio to conduct online certificate and executive programmes.

## 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.

*FOCUS<sub>WTO</sub>.IB*, another peer-reviewed quarterly Journal published by the Institute. Objective of this interdisciplinary *FOCUS<sub>WTO</sub>.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>).

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

## MBA (INTERNATIONAL BUSINESS)

MBA (International Business) is a six-trimester general management programme with a focus on International Business 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 environment.

### 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 Programme are:

- To familiarize the participants on the fundamental concepts of management
- To expose the participants to the 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 skills so as to evolve effective national and international business strategy.
- To develop socially responsive managers for International business and help in shaping up their personality.
- To equip for career opportunities 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 Management. It also attempts to provide comparative perspectives in many facets 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 pedagogy.

### Course Structure

In addition to the Core Courses, the choice of Elective Courses offered to students has also been increased. This is in keeping with the objective of aligning Elective Courses with changing dynamics of the business world, as well as to make the courses more industry relevant. Induction Courses based on soft Skills and Mathematics are also offered in Trimester-I. The course Structure of MBA(IB) is as follows:

**CORE COURSES** (to be offered in Six Trimesters)

1. Business Economics	2. Business Research Methods	3. Business Statistics
4. Corporate Ethics & Governance	5. Data Analytics	6. Financial Accounting
7. Financial Management--I	8. Financial Management--II	9. Human Resource Management
10. India and WTO	11. International Business Strategy	12. International Economics
13. International Financial Management	14. International Marketing Management	15. International Trade Logistics
16. International Trade Operations & Documentation	17. IT Application in Management--I	18. IT Application in Management--II
19. Legal Aspects of Business	20. Macro Economics	21. Management Accounting
22. Management of Global Sourcing	23. Managerial Communication	24. Marketing Management
25. Operations Management	26. Operations Research	27. Organizational Behaviour
28. Strategic Management	29. Supply Chain Management	30. Trade Analytics

**ELECTIVE COURSES****I. General Management and Strategy**

1. Competitive Strategy	2. Entrepreneurship
3. International Contract Management	4. Management of Strategic Alliances
5. New Venture Creation & Start ups	6. Strategy Execution & Tools

**II. Quantitative Techniques & Operations Management**

1. Advanced Forecasting Techniques for Business Applications	2. Advanced Supply Chain Management
3. Modeling in SCM: SCOR Approach	4. Multi-Variate Data Analysis & Forecasting Techniques
5. Procurement & Material Management	

**III. Information Technology**

1. Artificial Intelligence	2. Enterprise Resource Planning (ERP) Systems
3. IT Project Consultancy & Management	4. Online Business & E-Commerce

**IV. Finance**

1. Financial Derivatives & Risk Management	2. Financial Modeling
3. Financial Risk Management	4. Financing of International Trade
5. Management of Financial Services	6. Mergers & Acquisitions
7. Project Appraisal & Finance	8. Security Analysis & Portfolio Management

**V. Marketing**

1. Advertising & Promotion Management	2. B2B Marketing
3. Brand Management	4. Consumer Behaviour
5. Customer Relationship Management	6. Digital Marketing
7. Marketing of Services	8. Marketing Research

9. Retail Management	10. Rural Marketing
11. Sales & Distribution Management	12. Strategic Market Planning & Decision Making

## VI. International Trade Operations & Logistics

1. Agri-Commodity Trading (ACT)	2. Customs Procedure in GST Regime
3. Green Strategy for Global Operations & Logistics	4. Management of Shipping Services
5. Managing Global Compliance in Exports	6. Sectoral Strategies for International Business (Seminar Course)

## VII. Human Resource

1. Competency Mapping	2. Cross Cultural Management
3. HR Matrices & Organizational Performance	4. International Human Resource Management Practices
5. Labour Laws & Industrial Relations	6. Organizational Transformation & Change Management
7. Strategic HR	

## VIII. Economics of Strategy

1. Applied Econometrics	2. Game Theory & Strategy
3. International Investment Treaties & Business Decisions	4. Management of Pricing

## Other Components

- Port Visit
- Summer Project
- Research Project
- Comprehensive Viva (in 5<sup>th</sup> Trimester)
- SAP (Social Awareness Programme)

### Notes:

1. Students are required to opt for 15 Electives. They can major in two functional areas (6 each) and minor (3 each) in any other functional area.
2. 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 business enterprises, research institutions, leading business schools and foreign universities.

# Placement Activities

## Final Placements

IIFT witnessed the Final Placements of its largest ever batch with a record of over 125 companies hosted on campus. With a staggering highest offer of RS.75 Lakhs per year, the average package rose to RS.20.48 LPA annually and the median increased to RS.18.2 LPA. This year the average package saw a marginal increase despite a 14% increase in the batch size. A whopping 28% of candidates from the batch got prestigious Pre-Placement Offers from both new and old decorated recruiters after the Summer Internships.

The 41 new companies which have associated with IIFT this year included some of the biggest organizations such as McKinsey & Company, Reckitt Benckiser, Star Global, Western Digital, Media.net, Axis Bank, Boston Scientific, Tata International, BEML, Virtusa, Polestar Solutions, HMS Bergbau AG, RBL Bank, Tech Mahindra, BOD Consulting, Ninjakart, Newgen Software, IGT Solutions, Gemini Solutions, Cremica, and Merilytics.

In the BFSI sector, HDFC Bank and Federal Bank were among the first-time recruiters. Marquee recruiters such as Goldman Sachs, JP Morgan & Chase, D.E. Shaw, Yes Bank, Citibank, HSBC Global Banking and Markets, Epik InDifi, L&T, Indus Valley Partners and Samunnati Finance continued to show their faith in the talent pool of IIFT.

In the Sales and Marketing domain, our legacy recruiters included Dabur, ITC, L'Oréal, Bajaj Auto, Shell, Pidilite, Flipkart, Amazon, Western Digital, Tata Global Beverages Limited, Philips, Signify, Tata Steel, Aditya Birla Fashion Retail Limited, Maruti Suzuki, Cremica, Dell, Epik Indifi, Games 24x7, Google, Hero Electronix, Hero MotoCorp, HT Media, L&T, Raymond, Tata Sky, Tata Consultancy Service, TVS, and Raam Group.

Top recruiters in Strategy and Consulting included McKinsey & Company, Roland Berger, Bain & Company, Cognizant Business Consulting, Michael Page and Infosys Management Consulting. IIFT once again proved its mettle in Trade with prestigious recruiters like Apical Group, ETG, Olam, Tolaram, Trafigura, Enhance Group, Archer Daniels Midland, TATA International and Louis Dreyfus Company revisiting the campus and offering coveted roles in overseas locations.

Shell, Ninjakart, Maersk Line, Tata Steel, Genpact and Vikram Solar were among the top recruiters or their core supply chain and operations roles. Airtel, Axis Bank, ICICI Bank, Mahindra, Flipkart and Reliance Industries continued to show their faith in IIFT for their prestigious Management Trainee Roles in the General Management Domain. The Logistics domain saw first-time associations with Delhivery and QuickRide.

For the IT, Product Management and Business Development, IIFT continued its association with industry giants such as Microsoft, Go MMT, Epik Indifi, Media.net, Cognizant Business Consulting, Genpact, Ofbusiness, Polestar, Atria, Hexaware, HCL, Tech Mahindra, IBM, Zestmoney, Wipro and Capgemini.

IIFT takes this opportunity to express gratitude to its Alumni for their unrelenting support throughout the placement cycle and looks forward to for the same to continue in the upcoming drives.

## Summer Placement

Indian Institute of Foreign Trade (IIFT) has successfully completed its summer placements for the batch of 2019-21. The largest ever batch at IIFT was placed across 96 companies. This year, the average stipend increased by 13.5%. While the highest stipend offered was RS.3,20,000, the average stipend rose to RS.1,68,000 for the entire duration of 2 months. The average stipend for the top 50% of the batch was RS.2,42,000 for 2 months, according to a statement from the Institute.

This year the number of companies with an average stipend of over RS.2,00,000 has increased by 46%. The other highlights of this placement are to include 42 new brands visiting IIFT for the first time. In a major achievement, 27% of the batch got placed in the Banking, Financial Services and Insurance sector. Number of brand leaders visited our campus for Summer Internship Placement Process has increased significantly.

Coveted leadership programs and new roles on campus such as Aditya Birla Group's Leadership Associate Program (LEAP), Hindustan Coca-Cola Beverages' Golden Threshold Program, HUL's Unilever Leadership Internship Program (ULIP) and DE Shaw's Financial Operations Program were opened for the first time.

## Student Activities

### Corporate Competitions

To get the opportunity to participate in the corporate competition in terms of Corporate Awards, which are considered as a benchmark for comparative performance *vis-à-vis* other institutions, IIFT students participated and won prominent competitions organized by leading organizations and premier B-Schools. Notable awards where IIFTians have done well are: Mahindra War Room National winners, CFA Research Challenge Asia Pacific Finalist organized by CFA Institute, Stratos National Finalist organized by ABG, Duff & Phelps University Challenge Second Runners Up, RB Global Challenge Finalist organized by Reckitt Benckiser, Carpe Diem Second Runners up organized by Hindustan Unilever, Steel-A-Thon National Finalist organized by Tata Steel, National Finalist Accuracy Business Cup, Transformation Series organized by Yes Bank, LOUD organized by Godrej, Gameplan organized by GEP, etc.

### Quo Vadis – The Annual Fest

Quo Vadis hosts the Annual cultural and management fest of IIFT Delhi, comprising of 10 management, 8 cultural events and performances by some of the biggest stars in the entertainment industry. Further, following 10 management events from different domains are conducted: Samahva, Markician, Vridhan, Eternity's Call, iNFRASTRUCK!, Cognoscentia, EntreNiti, Arbitrage, Kratos, inPHInity.

The events usually see a foot fall of more than 7000 people and participation from students of B-schools from across India.

### Blood Donation Camp

Blood Donation camp and witnesses over 100 students of IIFT donating blood for the noble cause.

### Annual IIFT Marathon

Marathon is the first Pre-Quo Vadis conducted in October. The marathon route starts and ends at IIFT. It witnesses participation from seasoned professional runners, college students and children from NGO. The event is usually sponsored by the likes of Lion's Club Chaibasa, Revv etc.

### Big Fight

Melange & Sports Committee at IIFT conduct Big Fight, an inter-section sports cum cultural event where different sections competed for the title. Big Fight is a 5-day long event when sports & cultural activities takes center stage at IIFT.

### **Ultimate Warriors League**

Ultimate Warriors League (UWL), the name in itself explains the twist of IPL given to this sport cum marketing intra-IIFT extravaganza. It is a 6-day long event, with potential owners bidding for 4 teams and then the actual team owners getting to bid for players, with the auctioneer at the helm of it.

Apart from the sporting angle, UWL also encompasses roles for students in various functions such as Marketing and Finance, with teams pulling in sponsors and planning unique marketing activities. It was a mega lesson in management and a perfect mix of sports, learning and fun.

### **Adrenaline – Annual Sports Fest**

Adrenaline is IIFT's Annual Sports Fest, wherein teams from various nationwide colleges participate.

Marking the end of the academic calendar across colleges, the event witnesses participation from 15+ top B-Schools across India with over 500 participants competing for the ultimate glory in 10 sports. We also see participation from our esteemed alumni who participate in various sports reminiscing their days at IIFT.

The outdoor events are held at Jawahar Lal Nehru Stadium, the same place which hosted the Commonwealth Games in 2010, adding some grandeur to the event and same will be continued in future.

### **TEDxIIFT**

The Media Committee at IIFT Delhi hosts its marquee event i.e. TEDxIIFTDelh. Over the years, TEDxIIFT Delhi has been graced by eminent speakers like Javed Akhtar – Renowned lyricist, General Bikram Singh – Former Chief of Army Staff, Manu Jain – Xiaomi India, Head, Somdev Devraman, Tennis Player, Ashwin Sanghi, Best Selling Author, Sonal Mansingh, Padma Vibhushan, Musician

### **IIFT Speaks Series**

IIFT Speaks is a cross domain interview series conducted by IIFT students to interview domain experts to gain an on-ground understanding of various topics.

### **'IIFT Insider' – IIFT's Official Blog Launched**

The students from the Media Committee took it upon themselves to create a new age fresh blog on occasion of IIFT's 57<sup>th</sup> Foundation Day.

This blog is aimed to reflect the views of IIFTians on any and all topics under the sun – ranging from finance, marketing, trade, consulting to arts, music, prose and poetry!

Other features of IIFT Insider are Campus news, Student created content, Student achievements, Internship/SEP diaries.

### **Pre-Induction Program - Complete Onboarding Journey of Aspirants into IIFT**

Pre-Induction program started right from result declaration of the final shortlist for the MBA(IB) IIFT admission. This activity involved Branding IIFT for prospective shortlisted candidates,



Ensuring maximum conversion ratio through constant, interaction through exclusive FB and Telegram groups, Constant support with queries, Loan and scholarship process guidance

### **Personal Branding Workshop for the Junior Batch**

The student-driven Media Committee initiated the mentoring of the incoming batch into a new B-school life by conducting various useful sessions regarding Guidance about B-school life, Importance of networking, Certifications, Courses, Productive Action Points before course commencement.

### **CHAUSAR - National Consulting Conclave 2020**

The year 2020 saw CHAUSAR Edition 2 being launched in an online format on 5<sup>th</sup>-6<sup>th</sup> September, 2020. IIFT hosted the conclave centered around the field of consulting. CHAUSAR started with a national case study competition in which students from 20+ top institutes of the country participated, followed by 5 consulting workshops conducted by industry stalwarts related to Strategy, Operations, IT, Policy, Finance domains.

### **Trade Winds – The Annual Business Conclave**

Trade Winds is IIFT's Annual Business Conclave which provides a platform for IIFT's students to interact with eminent professionals from the industry as well as various esteemed international organizations.

Through the medium of Trade Winds, students and industry experts engage in panel discussions ranging from market trends to managing complex Industry problems. These sessions provide our students with a chance to broaden their vista and be exposed to multi-faceted domains of international businesses and also, act as a doorway for Top leaders to engage with the upcoming youth and millennials of the country.

Trade Winds consists of National Digital Summit, National Operations Summit, National Finance Summit, National Trade Summit, National Marketing Summit and National Leadership Summit.

### **Expert Guest Lectures**

On the 14th of August 2019, **Dr. Anup Wadhawan, Secretary to Government of India (Ministry of Commerce and Industry)** and **Shri Bhupinder Singh Bhalla, Additional Secretary to Government of India (Ministry of Commerce and Industry)** visited IIFT's Kolkata campus and interacted with the students and the faculty.

To mark the presence of the Commerce Secretary with the purpose of saving the ecosystem, a Tree plantation was organized.

### **TedX IIFT Kolkata 2019**

The theme for the first TedX event at IIFT Kolkata was, “Ripples and Waves”. Eight eminent personalities from various industries gave the talk along the theme. Dr. Shahabuddin Yaqoob Quraishi, the 17th Chief Election Commissioner of India, delivered an illuminating session on some of the innovations that changed India’s elections forever. Mr. Sathyarth Priyedarshi, Head of Digital, Tata AIA Life Insurance, lamented the fall of ethical standards due to individuals and corporations misusing the provisions of the freedom of speech.

### **Vivaan 5.0- IIFT Kolkata’s International Business Summit**

Vivaan 5.0, the flagship International Business Summit of Indian Institute of Foreign Trade (IIFT), Kolkata, concluded on 11<sup>th</sup> August 2019. The three-day summit, which started on September 9,

played host to distinguished personalities in the domain of Finance, Marketing, Trade & Operations, Strategy & Analytics, Public Policy and Entrepreneurship.

### **Keynote Address**

IIFT was honoured by the presence of **Mr. Indriyajit Sethi**, Vice President and Head Group Strategic Sourcing at TATA Group, as the keynote speaker at Vivaan 5.0 conducted at IIFT Kolkata Centre.

### **IIFT Model United Nations (August 17<sup>th</sup>-18<sup>th</sup>)**

IIFT, along with IDC, successfully conducted the Model United Nations which lasted for two days, 17th and 18th August, 2019. IIFT IDC MUN was organized by the Public Policy Club of IIFT and the event witnessed some intense debates, carefully planned resolutions and a few innovative solutions for the various challenges faced by the world at present. The MUN consisted of five UN councils and a Lok Sabha which picked up various agendas pertaining to maritime policy, role of women in peacekeeping, weapons, warfare, climate change and sustainable development. In the opening ceremony, the chief guest, Ms. Trina Chakrabarti, Director of Eastern Region at CRY spoke a few words of inspiration for the delegates, urging them to take the mantle of their representation with dedication and be open to new experiences and learnings.

### **Titanomachy**

The annual sports fest of IIFT Kolkata, where 4 teams compete against each other in multiple sporting events like badminton, chess, football, cricket, volleyball and many more.

### **Arthashastra**

With a recently released budget and the entire country scrambling to understand its implications, IIFT Kolkata held Arthashastra, the budget discussion and economic analysis event, on the 15th of February with an esteemed panel containing

- 1) Mr. Bikash Kumar Jain, Director, PWC India
- 2) Mr. Bhaskar Thakkar, Founder BT Associates and GSTIdea.com
- 3) Dr. Vivekananda Mukherjee, Professor, Jadavpur University and
- 4) Mr. Sandeep Ghosh, Head - Corporate Strategy & Planning at Srei Equipment Finance Limited.

### **Advait**

IIFT Kolkata held its annual cultural fest, Advait on 23rd Feb 2020. Competitions, games and several events were organized throughout the day. It was an early start to the day with several teams putting on their thinking caps and running shoes to participate in the Treasure Hunt event on campus. This was followed by Paintball and Zorb Fight events.

## **Social Awareness Programme**

The students at the institute are being provided a platform to sensitize the social causes of the society under Social Awareness Programme (SAP). The Social Awareness Programme is a 3-credit compulsory programme at the Institute. Students are required to complete a project, towards social causes, under the able guidance of the partner NGOs, serving for the underprivileged sections of society, of the Institute.

The programme has been initiated to sensitize our students to the social cause and become a Socially Responsible Global Manager.

More than 3100 students have since been benefited from the programme. The students work on all important parameters of social work and do a project on the work assigned by the NGO. Some of the key parameters wherein our students have put in efforts for the social cause are:

- Disability.
- Women Empowerment & Preventing Female Foeticide.
- Environment & Community Development.
- HIV/AIDS Awareness.
- Education for Children - Street to School.
- Welfare of Disadvantaged Elderly People
- Water Management, Waste Management & Recycling.
- Literacy, Sanitation & Livelihood.
- Child Education, Welfare & Health.
- Shelter for Homeless, Community Development.
- Child Adoption etc.

This year the students have been deputed to approximately 44 NGOs/Corporate houses at Delhi and Kolkata centres with different focus areas for their NGO attachment. IIFT endorses the social commitment of the students towards the welfare of underprivileged members of the society.

### Scholarship Schemes

The Institute operates Need Based Scholarship Scheme under which it pays interest subsidy on Educational Loan for 27 months from the time the loan is taken from a Bank. Any student who has taken the loan and whose family income is less than RS.6.50 lakh per year can apply under this scholarship. Depending upon the fee and other expenses the amount of educational loan is revised every year.

Ministry of Social Justice & Empowerment and Ministry of Tribal Affairs have introduced a liberal scholarship scheme called “Central Sector Scholarship Scheme of Top Class Education for SC/ST Students”. Four SC students and four ST students, who secure admission in the Institute’s two-year full time MBA (International Business) are awarded scholarship by the Ministry of Social Justice & Empowerment and Ministry of Tribal Affairs, respectively. The scholarship provides for (i) full tuition fee and non-refundable charges; (ii) living expenses @ RS.2,220/- per month subject of actuals; and (iii) books and stationery @ RS.3,000/- per annum subject to actuals

The eligibility conditions are as follows:

- The total family income of the student from all sources should not exceed @ RS.6.50 lakh per annum.
- The scholarship will be terminated if the student fails to pass the final examination of each year or any terminal examination.

**The Institute retains the right to add or delete any scholarship scheme or change the existing clause(s) as and when required.**

## FEE STRUCTURE

### Fee

The annual tuition fee payable by each participant for the MBA (IB) batch 2020-22 was Rs.8,85,000/- which has to be paid in three installments. There are other charges of Rs.32,500/- for first year and Rs.22,500 in the second year for computer facility, internet, library, alumni charges and IMF (student body). **The students of SC, ST and PWD category are given 50% concession in tuition fee only.**

**Foreign Nationals and NRI Students** will pay the annual tuition fee along with other charges in a single installment at the time of admission in the first year and by the start of second year. The fee for the 2020-22 batch under this category is US\$30,000 per year and other charges of Rs.32,500/- for first year and Rs.22,500/- in the second year.

**THE EXACT AMOUNT OF TUITION FEE AND OTHER CHARGES, APPLICABLE FOR MBA (IB) 2021-23 BATCH WILL BE INFORMED TO THE STUDENTS AT THE TIME OF SENDING THE OFFER LETTERS.**

### Refund of Fee

(Applicable to all categories of candidates)

1. **If a student opts to withdraw from the programme, the institute shall follow the guidelines issued by GoI /UGC from time to time for refund of fee.**

### Hostel Fee

MBA (IB) is a residential programme and all the students are required to stay in the hostel. In Delhi, the students are allotted accommodation on double / triple occupancy basis at the sole discretion of the Institute. The hostel rent for the 2021-23 batch is Rs.53,400/- per student per annum on triple occupancy basis and Rs.57,000/- on double occupancy basis.

In Kolkata, the students are allotted accommodation on single occupancy basis. The hostel rent is Rs.57,000/- p.a. for Kolkata Campus. The hostel rent is payable in advance on yearly basis. **The Institute may review its existing policy of providing hostel on single occupancy basis to students in view of higher intake expected. Hostel fee, as determined by the Institute, will be payable.**

**Hostel fee, as per rooms has to be submitted at the time of joining the Institute. Details for deposit of fee will be shared at the time of joining of the Institute.**

A refundable security deposit of Rs.5,000/- is also payable. **The hostel rent and the security deposit are subject to revision at the discretion of the Institute.** Boarding arrangements are available in the hostel. The charges are decided by the Students Mess Committee and the Caterer.

Even while, MBA 2021-23 is a designated residential programme, yet allotment of hostels to the students shall be subject to situation of Covid 19 pandemic prevailing at the time of offer of admission and further guidelines issued by Govt of India during the period. The hostel fee may be reviewed by the Institute.

## Insurance Cover for Students

The Medical Insurance being finalized by the Institute will be compulsory for all full time students of the programme. The requisite details viz. sum assured, premium etc will be intimated in offer letter of admission.

# ADMISSION PROCEDURE

## (For General / Reserved category candidates)

### Eligibility

- Recognized Bachelor's degree of minimum 3 years' duration in any disciplines with minimum 50% marks [45% in case of the candidates belonging to Scheduled Caste (SC), Scheduled Tribe (ST) and Persons with Disability (PWD) categories]
- Candidates appearing for a qualifying examination can also apply subject to submission of proof of requisite qualification by 7th October 2021.
- No age limit.

Admission of the candidate who joins the programme on provisional basis but fails to obtain minimum percentage in the Bachelor's degree examination will be automatically cancelled forthwith. Such candidate should immediately inform the Institute on declaration of his/her results. Admission of candidates who do not inform the Institute of such a situation will automatically stand cancelled on 7th October 2021. No request for extension of time for re-evaluation, etc. will be entertained.

### Pattern of Computer Based Test

The Computer Based Online Test is multiple choice objective type (in English) of 120 minutes. It generally consists of questions covering Quantitative Analysis, Reading Comprehension and Verbal Ability, Data Interpretation and Logical Reasoning, General Awareness.

### Mode of Admission

- The process indicated below will be applicable equally for admission to Delhi, Kolkata and Kakinada (subject to approval of UGC) Campuses.
- On the basis of Computer Based Test, Group Discussion, Writing Skills Assessment and Interview.
  - Those candidates short listed from the computer based test, will be called for Writing Skills Assessment, Group Discussion and Interview to be held in March / April 2021 at Ahmedabad, Bengaluru, Chennai, Delhi, Hyderabad, Kolkata, Lucknow and Mumbai. The Institute reserves the right to add/delete any centre, if required.
  - Selection criteria for shortlisting of candidates for GD/PI and final selection to MBA(IB) Programme at IIFT is available on IIFT website i.e. [www.iift.edu](http://www.iift.edu)

### Admit Cards

The Admit Cards can be downloaded from NTA's website (<https://iift.nta.nic.in>) w.e.f. 11.01.2021 onwards. With a print out of the Admit Card, the candidate should reach the venue of the Exam Centre on **24.01.2021** with original, valid and non-expired – PAN card / Driving License / Voter ID / Passport / Aadhar Card (With photograph) (Any one).

## How to Apply

Please visit NTA website (<https://iift.nta.nic.in>) and fill Online Application Form as per detail given in Information Bulletin of IIFT's MBA(IB) 2021-23 Programme.

Application fee is **Rs.2,500/- (Rs.1,000/- for SC/ST/PWD candidates) which includes application screening and Entrance Test Fee. For NRI / Foreign Nationals candidates, application fee is Rs.US\$ 200 or INR Rs.15,000/-**. Application fee once paid will not be refunded.

**SC/ST/PWD/OBC-NCL/General-EWS 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).**

## ADMISSION PROCEDURE

### (For Foreign Nationals/NRI Candidates)

#### Eligibility

- Recognized Bachelor's degree of minimum 3 years' duration with minimum 50% marks.
- Candidates appearing for a qualifying examination can also apply subject to submission of proof of requisite qualification by 7th October 2021.
- 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 31<sup>st</sup> December 2020 and be outside India during the IIFT examination window. 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 31<sup>st</sup> December 2020
- 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.
- The candidate should produce Graduate Management Aptitude Test (GMAT) score which should be received by the Institute latest by 15th March 2021. GMAT taken before 1st January 2019 is not valid.
- If the candidate has appeared for any MBA entrance examination for that year in India (2020) such as CAT /XAT /IIFT, etc., he /she is not eligible to apply. Candidates are required to give the undertaking for the same.
- **NRI-Sponsored candidates and Children of NRIs are not considered under this category.**

#### Mode of Admission

- The admission of candidates under this category is on the basis of GMAT score and personal interview.

- Shortlisted candidate would be required to undergo a Personal Interview at IIFT 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.

### Documents to be submitted along with Application Form

1. Filled in CV Form.
2. Copy of latest GMAT score certificate.
3. Attested copy of all academic mark-sheets/certificates (Class X, XII & Graduation).
4. Copy of all Passport pages having official entries.
5. An undertaking that the candidate has not appeared for any MBA entrance examination for that year (2020) such as CAT/XAT/IIFT, etc.
6. 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.
7. 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 31<sup>st</sup> December 2020.

## IMPORTANT INFORMATION

**In case of any problem in registration process, the candidates can contact to National Testing Agency (NTA) on Tel. No. 0120- 6895200 and E-mail: [iiftmba-ib@nta.ac.in](mailto:iiftmba-ib@nta.ac.in). They must indicate their Application No. / Registration No. in their communications to NTA. However, after declaration of result of Computer Based Test, candidates have to contact to IIFT only on 011-39147213 (Direct) / 011-39147200 – 205 (PBX) or e-mail on [admission@iift.edu](mailto:admission@iift.edu)**

- There are 258 seats in Delhi Campus and 253 seats in Kolkata Campus. 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.
- 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 **15<sup>th</sup> March 2021**. They must send a copy of their valid GMAT score with the application.
- Candidates are advised to communicate the application Number in all correspondence with NTA.
- All disputes would be subject to the jurisdiction of Delhi Courts only.

**INCOMPLETE APPLICATIONS IN ANY MANNER SHALL BE SUMMARILY REJECTED.**

## **Ban on Ragging in IIFT**

**“RAGGING IS PROHIBITED AS PER THE DECISION OF THE SUPREME COURT OF INDIA IN WRIT PETITION NO. (C) 656/1998”**

As per the order of the Hon’ble Supreme Court dated 4.5.2001, ragging is banned in the Institute and anyone found indulging in ragging is likely to be punished appropriately which may include expulsion from the Institute. The students who may be selected and opt to join the programme will be required to submit two affidavits as per the format given by UGC in their website [www.ugc.nic.in](http://www.ugc.nic.in)



# FACULTY & ADMINISTRATION

## Director

Prof. Manoj Pant  
(Director and Professor Economics)

## FACULTY

### Dean Admin. (Academics)

Vijaya Katti

### Chairpersons

Rakesh Mohan Joshi  
Satinder Bhatia

### Head, Kolkata Centre

K. Rangarajan

### Distinguished Professor

Sugata Marjit

### Professors

Abhijit Das  
Biswajit Nag  
Gautam Kumar Dutta  
James J. Nedumpara  
Mukesh Bhatnagar  
Murali Kallummal  
Nitin Seth  
Om Prakash Wali  
Prabir K. Das  
Radhika Prosad Datta  
Ram Singh  
Ravi Shanker  
Ram Upendra Das  
Ranajoy Bhattacharyya  
Rohit Mehtani  
Saikat Banerjee  
Sanjay Rastogi  
Sheeba Kapil  
D. Sunitha Raju  
M. Venkatesan  
V.R. Saradhi  
Deepankar Sinha

### Associate Professors

Ashim Raj Singla  
Basanta K. Sahu  
Bibek Ray Chaudhuri  
Debashis Chakraborty  
Jayanta Kumar Seal  
Jaydeep Mukherjee  
Niti Nandini Chatnani

Pooja Lakhanpal  
Pralok Gupta  
Rajendra Prasad Sharma  
Sachin Kumar Sharma  
Shailja Singh  
Saswati Tripathi  
Sweta Srivastava Malla  
Jacqueline Symss  
Himani Gupta

### Assistant Professors

Ankit Kesharwani  
Areej Aftab Siddiqui  
A.K. Srustidhar Chand  
Arunima Rana  
Ashish Gupta  
Divya Tuteja  
Ginni Chawla  
Kavita Wadhwa  
Papiya Ghosh  
Parul Singh  
Pratik Maheshwari  
Preeti Tak  
Priyanka Jayaswal  
Satwik Shekhar  
Shiny Pradeep  
Sonu Verma  
Swati Shukla Singh  
Tamanna Chaturvedi  
Triptendu Prakash Ghosh  
Tuheena Mukherjee  
Bharat Kumar Chillakuri  
Sanghita Mondal  
Oindrilla Dey  
Naman Sharma

## ADMINISTRATION

### Registrar

P.K. Gupta

### Deputy Registrars

Gaurav Gulati  
Bhuwan Chandra

### Deputy Finance Officer

Pitambar Behera

### Sr. Administrative Officer

P. Sakthivel

### Assistant Finance Officer

Deepa P.G.

### Administrative Officer

A.K. Lahiri (CWS)

### Assistant Registrars

B. Prasanna Kumar  
Meenakshi Saxena  
Nalini Meshram

### Section Officers

Anil Kumar Meena  
Dwaipayan Ash  
Gaurav Gupta  
Jitender Saxena  
Karun Duggal  
Kavita Sharma  
Lalita Gupta  
Mohini Madaan  
Rakesh Kumar Ojha  
Sumita Marwaha

### Accounts Officer

Shahid Anwar

### Hindi Officer

Rajender Prasad

## SUPPORTING STAFF

### Head (Corporate Relations & Placement Division)

Rohit Mehtani

### Systems Manager

Bimal Kumar Panda

### Asstt. Systems Manager

S. Balasubramanian

### Computer Programmer

Neha Vinayak

### Institute Engineer

R.K. Gupta  
K.P. S. Yadav

### Assistant Librarians

Amita Anand  
Nirmala

<b>Important Dates</b>		
<b>Last date to apply online :</b>	<b>:</b>	<b>20.12.2020</b>
<b>Last date to apply online and to submit GMAT score for Foreign Nationals/NRIs</b>	<b>:</b>	<b>15.03.2021</b>
<b>Computer Based Online Test</b>	<b>:</b>	<b>24.01.2021</b>

<b>Application Fee</b>		
<b>CATEGORY</b>	<b>:</b>	<b>AMOUNT</b>
For General/OBC	:	Rs. 2,500/-
For SC/ST/PWD candidates	:	Rs.1,000/-
For Foreign Nationals/NRIs	:	US\$ 200 / Rs.15,000/-



**भारतीय विदेश व्यापारसंस्थान**  
**INDIAN INSTITUTE OF FOREIGN TRADE**  
 (DEEMED TO BE UNIVERSITY)  
 (DEPARTMENT OF COMMERCE, GOVT. OF INDIA)

**DELHI CAMPUS**

B-21 Qutab Institutional Area, New Delhi-110016  
 Ph.: 011-39147213 (Direct), 011-39147200 - 205 (PBX)  
 Fax: 91-011-39147301

**KOLKATA CAMPUS**

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 Ward No. 108, Borough XII,  
 Kolkata-700107

E-mail: [admission@iift.edu](mailto:admission@iift.edu)

Website: [iift.edu](http://iift.edu)