



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



Prospectus (2023-26)



**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	30th May, 2023
Essay Writing, GD & Interview	Second Week and Third Week of June, 2023
Commencement of Course	Second Week of July 2023



MESSAGE FROM DIRECTOR

In 1963, the Government of India established the Indian Institute of Foreign Trade to address country's foreign trade-related training and research needs. Since then, the Institute has come a long way. It has grown and changed dramatically, and it is now highly known for its excellent knowledge and resource base. The institute is being continuously listed among the top business schools in the Asia Pacific region. Over the passage of time, 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 brought about in international business by a variety of factors, such as government policies, cultural differences, economic conditions, legal systems, technological advancements, and 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 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 mind set 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. Further, 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 these changes and upheavals, international trade and global business remain important drivers of development and progress. As the global scenario is evolving, and the word "global trade" is taking on new meanings and definitions owing to the geopolitical landscape shifts, this has necessitated becoming proficient in international business since without the knowledge of it, it'll be difficult to successfully recognize the diversity of the world marketplace and be able to cope with the uncertainties and risks of doing business in a continually changing global market.

The International Business MBA programme at IIFT is designed for working executives and focuses on the abilities that a global manager requires today. The program adopts an interdisciplinary approach building on insights from diverse yet interrelated subjects such as business strategy, finance, corporate governance, and economics etc., to impart knowledge related to global challenges facing companies, foreign markets, global economics, and cross-border relationships etc. The curriculum at the institute is revised on a regular basis to reflect the changing business environment and state-of-the-art methods are used for content delivery. The programme has a lot of information, is flexible for public and private sector participants, and is delivered effectively by a world-class faculty and industry practitioners. 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.

Satinder Bhatia

DR. (MRS.) SATINDER BHATIA

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 MBA (Business Analytics) at New Delhi
- 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 –Strategy (online) at Kolkata

- Executive Post Graduate Diploma in International Marketing – Summer – Weekend On-Campus at New Delhi.
- Executive Post Graduate Diploma in International Marketing – Winter – Weekend 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).
- Integrated Programme in Management (Business Analytics and International Business) at Kakinada Campus (Andhra Pradesh)
- 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)

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
Quantitative 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 Metrics & 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 & VIII		

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.



Campus and Facilities at IIFT

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. Be it the imposing structure of the 'atrium',

The campus itself is a very picturesque with artistically designed buildings and well-maintained lush 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 400 seating capacity, MDP Centre, computer centres, indoor games, besides excellent residential facilities for the students.

Library Facilities

The Institute 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 230 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 databases like Blackwell Synergy (21 e-Journals), CMIE databases (Commodities, ProwessIQ, India Trade, Industry Outlook and Economic Outlook), China Trade Monitor, Comtrade, ecommerceDB, EIU Online, EBSCO, Emerald Management Xtra, EPWRF India Time Series, Euromonitor, HeinOnline, Global Trade Atlas, Indiastat, Inside US Trade, ITC databases (Investments Map, Standards Map, Trade Competitiveness Map, Trade Map, Procurement Map), JSTOR, Manupatra, OECD i-library, Pharmabiz, Proquest, Science Direct (106 e-journals), Scopus, Statista, Suns Magazine, Trade Law Guide, World Bank Online Database, WITS, Westlaw Asia and World Bank Online, 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 ₹5,000/- for Library membership as security which is refundable at the end of the Programme.

Library Hours

Monday to Friday	Saturday	Sunday	Gazetted Holidays (Except N.H.)
9.00 a.m. to 03.00 a.m.	9.00 a.m. to 01.00 a.m.	9.00 a.m. to 5.30 p.m.	09:00 a.m. to 05.30 p.m.

Facilities/Services

- Reading room facility
- Reference services
- Documentation/Indexing services
- Photocopy facility-chargeable @1 rupee 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 material is lost/damaged, the participant should either replace or pay the cost as specified in Rule 6.1 of Library Rules.
- Participants need to obtain "No Dues Certificate" from Library before Comprehensive Viva of Trimester IX.

Users' 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 Website/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.

Fee & Other Charges

The total fee for MBA (IB) Weekend Programme 2022-25 batch 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 2023-26 will be informed to the students at the time of sending the confirmed admission letters in June, 2023.)

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.

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 2023 (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, 2023 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.

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 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, 2023 . 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 2023.
- 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, 2023

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 30th May, 2023.
- 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 24th June 2023.
- Candidates are advised to communicate the application Number in all correspondence

- Results will be put up at the IIFT Website: www.iift.ac.in 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.

International Accreditations

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 **900+** 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 has filed for **Association of MBA's (AMBA) Accreditation** and has the membership of **European Foundation for Management Development (EFMD) Accreditation**. As on date only **118 B-Schools** in the world have garnered the **Triple Crown Accreditation** 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



National Accreditations

The National Assessment and Accreditation Council (NAAC) has recognized IIFT as Grade “A”.

Memberships

ICCD has been the nodal contact for International and National Memberships for IIFT. All activities pertaining membership from the organization of repute from across the world are taken care by ICCD.

- ✚ Association of Advance Collegiate Schools of Business (AACSB)
- ✚ The Academy of International Business (AIB)
- ✚ The European Foundation for Management Development (EFMD)
- ✚ The Association of Indian Universities (AIU)
- ✚ The Global Compact Network, India (GCN)
- ✚ Association of Indian Management Schools (AIMS)
- ✚ The Association of MBAs (AMBA)

Ranking

IIFT is one of the top ranked B-Schools in India with specialization in International Business.

The IIFT has participated the following B-School rankings in AY 2021-22 and standings of IIFT at different platforms are as follows:-

Number of Ranking Surveys in which IIFT Participated in 2021-22		
S. No.	Name of Ranking	Rank
1	Chronicles All India B-School Survey	5th
2	Fortune India Best B School 2022	9th
3	Indian National Ranking Framework (NIRF) Rankings	9th
4	Business Today – MDRA Rankings	10th
5	MBAUniverse.com Rankings	12th
6	National Institute Ranking Framework (NIRF) Rankings	24th

Journal

Journal Division has taken an initiative to start a monthly seminar series. In this seminar, we invite external experts to present an academic research paper/topic and to interact with faculty members/ research scholars at IIFT. One of the primary purposes for such events is to foster a research culture among faculty members and students. Since August 2018, we have conducted several lectures under monthly seminar/webinar series.

Publishing FOCUS WTO Journal

Journals Division has published Volume 24 (4 Issue: Jan.-March, April-June, July-Sept. and Oct.-Dec. 2022) of *FOCUS*, which is an in-house quarterly publication of IIFT which publishes full-research papers, case-studies, monographs, book reviews, and synopsis of doctoral dissertation in international business and management research.

Major Achievement of FOCUS WTO

1. Journals Division achieved a milestone with its first International Subscription from Germany (Massmann Internationale Buchhandlung GmbH) for *FOCUS WTO*.
 - *FOCUS WTO* as a Journal has been indexed with:
 - Indian Citation Index (ICI),
 - Directory of Research Journals Indexing (DRJI), and
 - J Gate
 - SJIF (Scientific Journal Impact Factor)
2. The journal Focus WTO has been hosted on the web portal. (The link of the same is <https://www.iift.ac.in/iift/publications.php>)
3. Online submission of articles for Focus WTO has been initiated under the peer review process. (The link of the same is <http://publication.iift.ac.in/focus.asp?id=700>)

Publishing IIFT Quarterly Newsletter

Journals division has published four issues of IIFT Quarterly Newsletter (Jan.-March, April-June, July-Sept. and Oct.-Dec. 2023).

Publishing FOREIGN TRADE REVIEW

Journals Division has successfully published three issues under Volume 57 and one issue under Volume 58 of Foreign Trade Review (SAGE Publications Pvt. Ltd.). Each issue generally publishes research articles, commentary and book reviews in the domain of foreign trade. The journal also reached a new milestone by getting indexed under Scopus and Association of Business Schools (ABS) databases.

Uploading of Working Paper Series

The main aim of the working paper series of IIFT is to help faculty members share their research findings with professional colleagues in the pre-publication stage. The papers are published online and uploaded on IIFT website.

Division of Economics

MA (Economics – Specialization in Trade and Finance)

The MA (Economics) Programme has been launched in IIFT to impart advanced knowledge in Economics. The coursework of MA (Economics) is at par with 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 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 strategies on trade issues in 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.

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 in Economics

Research Projects Completed

1. India Digital Trade Facilitation Forum (PayPal-IIFT)
2. E-Commerce Majors, SSI retailers, and the Indian Economy – Theory & Empirics

Research Projects under Progress

1. Ease of Doing Business and the Performance of Indian Firms: A Firm-Level study across Industries and States'
2. Appointment of Designated Agencies under Brand Promotion in Footwear and Leather Sector sub-scheme of Indian Footwear and Leather Development Programme (IFLDP)
3. ICSSR-ESRC-UKRI Collaborative Research on "The Future of UK-Indian Trade and Cross Border Investment in a Changing Global Environment"
4. An Evaluation of the ECGC's MLT Business with a view to improve the Export Performance of India.

Conference, Seminar / Workshops

Empirical Issues in International Trade & Finance (EIITF)

The Institute had successfully conducted its 8th International Conference on Empirical Issues in International Trade & Finance during 15-16 December 2022. The theme for this year's EIITF Conference was "Emerging Dynamics of Trade and Finance in the time of Global Disruptions". The invited speakers for this year's conference were Prof. Pranab Bardhan (University of California, Berkeley) and Prof. James R. Markusen (University of Colorado, Boulder). Besides the Lectures by Distinguished Guests and Technical Sessions, Round Table Discussion on "Post-COVID recovery and Global Trade Scenario: Implications for India"; and 2 Policy Forums on "Role of the State in the Fourth Industrial Revolution: Balancing concerns of SDGs, OEM-led GVCs, and the Pandemic" (in collaboration with the Centre for WTO Studies, New Delhi); and "India-Australia Trade Relations: Towards building resilient and secured supply chain" (in collaboration with the University of Western Australia, Australia) were conducted.

Capacity Building Session on International Trade

Economics Division, IIFT in association Society of Indian Automobile Manufacturers (SIAM), New Delhi conducted a two day Capacity Building Session on International Trade during 27th & 28th September 2022 at Hotel Holiday Inn, Aerocity, New Delhi.

Stakeholder Consultation regarding Research Study on E-Commerce Majors, SSI retailers, and the Indian Economy Theory & Empirics

The Institute has commissioned the above referred research study on behalf of Flipkart Internet Pvt. Ltd. The report launch workshop and stakeholders consultation were carried out on 14.11.2022 at Nalanda, IIFT. During the workshop, Shri Anurag Jain, Secretary, DPIIT (in online mode) and Shri Darpan Jain JS, DOC were present. Industry experts and other dignitaries from various organizations including CII, FICCI, PHD Chamber of Commerce were also invited in the workshop.

Executive Management Programmes Division

The Executive Management Programmes Division (EMPD) has been conceived to provide training to government officials, diplomats, entrepreneurs, exporters, the corporate sector, and civil society members to develop a 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 focuses on upcoming areas such as Artificial Intelligence, Machine Learning, and Analytics. Participants get a Specialization opportunity to choose from International Business, International Finance, and International Marketing and Trade. The EPGDIB (Weekend-On-campus) 2022-23 and EPGDIB-WINTER (Weekend-On-campus) 2023-24 batches started on 14 May 2022 and 29 January 2023 with 85 and 46 participants.

The EPGDIB-SUMMER (Weekend-On-campus) 2023-24 will commence in July 2023.

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 an 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 the Global business environment, international business strategy, and Cross-Cultural Management. The EPGD-GHRM programme started in December 2022 and EPGD-GHRM 2023-24 will commence from June 2023.

International Collaborations & Capacity Development Division

The ICCD Division plays an important role in the Institute by performing a variety of activities such as establishing Academic ties with Global B Schools and National Universities, Accreditation & Ranking, Student Exchange Programme, Faculty Development Programs, Training Programs, and Joint Research are the primary areas of collaboration and leveraging Memberships in prestigious organizations. Conducting customized Student Exchange Program, hosting interactive information sessions with academicians and policymakers from various countries.

Faculty Development Program (FDP)

The Faculty Development Programme (FDP) intends to provide financial assistance to facilitate up-gradation of knowledge, skill and intends to provide opportunities for induction training to teachers.

In the AY-2022-23, a total of around 20 Faculty Development Program was done which includes (National & International Conference/Training Programs)

Collaboration/ MoUs

IIFT collaborates with **38+ Global B-School/Universities** around the world. IIFT has collaborations spread over **6 Continents** all around the globe i.e., Partners from North America, South America, Europe, Asia Pacific, Australia and Africa are among our key partners and these fall under Top Global Rankings and are Internationally Accredited.

Student Exchange Programme (SEP)

IIFT has a very active Student Exchange program with 16 top notch and globally recognized Global B- Schools/Universities. Student Exchange Program facilitates a two-way mobility for students of the respective B-Schools/Universities.

In the AY- 2022-23, around **50+** students from have been involved in the Two-Way Mobility from various Global universities to IIFT under Student Exchange Programme including PhD Student Mobility as well.

Foreign Delegation Visit/Virtual Meeting

ICCD plays host to the delegations throughout the year from various Top B-schools/ Universities and having fruitful dialogues on collaborations and future joint ventures. IIFT welcomed around **25+ Foreign Delegations** who visited via physical visit/virtual meeting from different Top Global B Schools/Universities.

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. As such, efforts are being made to broad base the research activities into different functional areas of management, as well. 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.

I. Research Studies Completed

- Study on COVID-19- Challenges, opportunity & threat for Indian Handicraft Exports: An Impact Assessment sponsored by Export Promotion Council of Handicraft (EPCH)
- Technology in the Board Room – the Changing Face of Corporate Governance sponsored by NFCG
- Impact on Agarbatti Industry of the Restrictions Imposed by GoI on the Import of Agarbatti by KVIC
- Study for Evaluation of CSR Projects for the year 2020-21 sponsored by Security Printing and Minting Corporation of India Ltd. (SPMCIL)
- Study on Implications of Bhagwat Geeta in Contemporary Management: An Empirical Study, sponsored by ICSSR

II Research Studies under Progress 2022-23

- Delisting of Rice in the Trafficking Victims Protection Reauthorisation Act (TVPRA) sponsored by APEDA
- Internationalization of Indian Higher Education Institutions (HEIs): Identification of the Strategic, Structural and Policy Dimensions, Challenges, and Solutions for Management Institutions sponsored by ICSSR
- Mindfulness, Learned Optimism, Happiness and Achievement among Government Schools Children of Delhi sponsored by ICSSR

III. PH.D PROGRAMME

- The institute offers Ph.D. Programme (Management) in various disciplines such as Marketing, Finance, General Management & Strategy, Operations and Supply Chain Management, Global Trade Operations and Logistics, IT Innovation and Technology Management.
- The Ph.D. Programme (Management) 2022 was Inaugurated on 10th November 2022. 21 Students (15 Part Time and 06 Full Time) have joined the programme at Delhi Campus and 07 students (Part Time) have joined the programme at Kolkata Campus.
- The Institute has awarded 05 Ph.D. Degrees in Management Discipline in the Convocation held on 23 August, 2022.

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 10,000 plus alumni spread across the globe. 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 Programs (MDPs) has been one of the major activities of the Institute. Since its inception in 1963, it was envisaged that IIFT should become a centre of excellence for Executive Development Program in International Business, and today after its completion of Sixty Years, it has emerged as a knowledge resource division catering to the needs of officers, managers and executives at all levels drawn from the corporate, government and public sectors both in India and abroad.

The objective of our MDPs is to provide the participants an excellent opportunity to interact and exchange ideas with the experienced faculty and fellow participant's which helps crystallize the concepts for better decision making. It also facilitates business executives to explore new frontiers of knowledge, sharpen their skills and help their organizations to achieve newer heights.

The participants in our programs are officers/executives from ministries & departments of the Government, corporate sector, PSUs, trade facilitation agencies, export promotion organizations and entrepreneurs.



ITS BATCH- Indian Trade Services Batch 2021-22

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 was established by the Institute in May 2021, with aim to provide need-based online learning opportunities for continuous professional

development and skill up gradation to in-service professionals.

The Centre for Distance and Online is providing opportunities to the participants who would like to expand their field of interest, gain knowledge, learn conveniently while in a job at a reasonable cost, and develop their skill to equip themselves in their career and to benefit all sections of society through education without bias.

The Centre offers spectrum of programmes as follows:

MBA (IB) Online Programme: IIFT Post Graduate programme has been designed to effectively spread quality management education among practicing managers, across all levels. These programmes equip experienced professionals with powerful knowledge, tools and resources to tackle the most complex business challenges of today in the area of International Business, Finance, Marketing, Trade and Strategy.

Management Development Programmes (MDPs): The Centre offers MDPs, spreading across the entire spectrum of functional areas in the International Trade & Logistics, Finance, Import-Export Management and International Business domain.

Diploma Programmes: The Centre offers Diploma Programmes in the area of International Trade & Logistics for the working executives to provide a holistic approach towards international trade, investment procedures and current developments.

IIFT FACULTY AND ADMINISTRATION**Director**

Dr. Satinder Bhatia - Acting

FACULTY**Dean**

Dr. Satinder Bhatia

Head, Kolkata Centre

K. Rangarajan

Head, Kakinada Centre

V. Raveendra Saradhi

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 Ashim Raj Singla
 Biswajit Nag
 Basanta K. Sahu
 Bibek Ray Chaudhuri
 D. Sunitha Raju
 Debashis Chakraborty
 Deepankar Sinha
 Gautam Dutta
 James J. Nedumpara
 Jayanta Kumar Seal
 Jaydeep Mukherjee
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 Murali Kallummal
 Niti Nandini Chatnani
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 O.P. Wali
 P.K. Das
 Pooja Lakhanpal
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 Ram Singh
 Ranajoy Bhattacharyya
 Rakesh Mohan Joshi
 (on deputation)
 Ravi Shankar(re-employed)
 Rohit Mehtani
 Saikat Banerjee
 Sanjay Rastogi
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 Sonu Verma

Sovanjeet Mishra
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 Sunanda Tewari
 Tuheena Mukherjee

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P.K. Gupta

Deputy Registrar

Gaurav Gulati

Assistant Registrars

Bhuwan Chandra
 (on deputation)
 Meenakshi Saxena
 Nalini Meshram

Deputy Finance Officer

Pitambar Behera

Assistant Finance Officer

Deepa P.G.

Senior Administrative Officer

P. Sakthivel

Administrative Officer**(CWS)**

Desh Raj
 Balam Singh Manral

Accounts Officers

Shahid Anwar
 M. Vadivelu
 Bishan Pal

Hindi Officer

Chanda Rani

Section Officers

Anil Kumar Meena
 Dwaipayan Ash
 Gaurav Gupta (on
 deputation)
 Hoijahat Baita
 Jitender Saxena
 Karun Duggal
 Kavita Sharma
 Lalita Gupta

Leena Nagwani
Mohini Madaan
Rakesh Kumar Ojha (on
deputation)
Rahul Kapoor
Sumita Marwaha
Tanushri Arora

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Head, CRPD

Rohit Mehtani

Head, Computer Cell

Ashim Raj Singla

Systems Manager

Bimal Kumar Panda

Asstt. Systems Manager

S. Balsubramanian

Computer Programmer

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Institute Engineer

R.K. Gupta

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