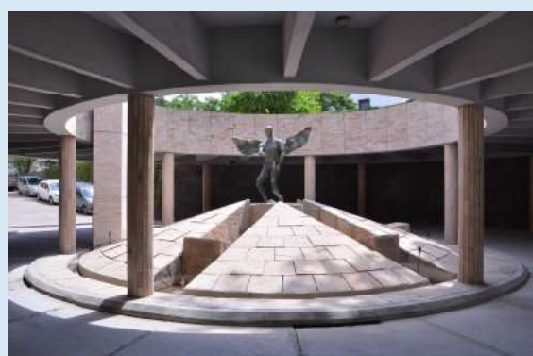




# **Executive Post Graduate Diploma in International Business (EPGDIB) Weekend Programmes (2021-22)**



**On-Campus (Delhi)  
&  
Online**

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

## Director's Message



Today's business environment is characterized by intricacies and dynamism. Technology and consumer preferences are rapidly changing which is constantly challenging the business organizations to respond to these changes in the best possible manner. Understanding and responding to dynamic and quickly changing business environment is a must for staying ahead of the curve, not just for the organizations but equally for managers.

In present scenario, corporate managers must remain on their feet to transform the challenge of change into new strategies for doing business. Agility and ability to learn to navigate through turbulent business environment have become an imperative. Managers need to make constant efforts to stay relevant and effective within their organizations and the corporate world in general. Such managers are corporate learners, who are always ready with new paradigms for guiding the people, processes, and businesses.

The Executive Post Graduate Diploma in International Business (EPGDIB) Programme of IIFT is designed to deliver the learning essentials for participants to prepare themselves to become dynamic leaders and learners, ready to take on new and challenging roles in the business world. The participants are educated and oriented through EPGDIB to anticipate change and to adapt readily to new business environments.

The Executive Post Graduate Diploma in International Business (EPGDIB) is an esteemed programme in International Business designed for working executives and is based on a comprehensive structure intended to deliver education in international business and its related aspects. EPGDIB offers an intensive curriculum built around contemporary courses. Therefore, participating executives are exposed to a learning environment that is demanding and fulfilling at the same time. The courses and curriculum are regularly updated to integrate current business developments and practices. The Executive Post Graduate Diploma Programme in International Business of IIFT commands high academic regard and offers a splendid opportunity for personal as well as professional growth.

In its 58<sup>th</sup> year, IIFT has made its place as an Academic Centre of Excellence in International Business, and as a well-networked institution committed towards delivering globally competitive business education, training and research. IIFT is proud of its alumni who hold key positions in the arena of International Business. I extend an invitation to all corporate learners to join IIFT's EPGDIB program for realizing their professional aspirations.

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

**Prof. Manoj Pant**  
**Director**

## 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.

## IIFT at a Glance (Rankings) 2020-21

### *6<sup>th</sup> Ranks "A+++" Grade in Delhi-NCR Region Overall*

In Business Chronicle B-School survey 2020, IIFT has been rated "A+++" Grade in Delhi-NCR region overall, 6<sup>th</sup> Best B-School in the country.

### *11<sup>th</sup> Best B-School in India by Business Today – MDRA 2020*

IIFT has been ranked 11<sup>th</sup> Best B-School in India by Business Today–MDRA B-School category ranking survey 2020.

### *"Top 14" elite B-Schools in India 2020*

In Career360 B-School survey ranking of 2020, with a rating of "AAAA+", IIFT has been rated as "Top 14" elite B-Schools in the country.

### *15<sup>th</sup> position in Outlook-I Care B-School*

IIFT secured 15<sup>th</sup> position in Outlook-I Care B-School survey 2020.

### *26<sup>th</sup> Ranks NIRF Rankings 2020*

IIFT has been ranked 26<sup>th</sup> Under Management Category in NIRF rankings 2020.





# About the Institute

The Indian Institute of Foreign Trade (IIFT), deemed to be University, is the National Institute in International Business Education and Research. Established in 1963, as an autonomous body under the Ministry of Commerce & Industry, Government of India, it has contributed in the skill building for the external trade sector of India. The contributions of the Institute have earned it the status of “Deemed to be University” in the year 2002. The National Assessment and Accreditation Council (NAAC) have 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.

## Memorandum Of Understanding (MoUs)

IIFT has also entered into MOUs with the following institutions:

## International Collaborations

In order to retain its position as a top B-School and a highly rated research organization, IIFT has been successfully strengthening its relationship with regional as well as international institutes.

## Membership

IIFT is a Member of the following organizations:

- Academy of International Business (AIB).
- International Association of Trade Training Organizations (IATTO).
- The European Foundation for Management Development (EFMD).
- The Association of Advance Collegiate School of Business (AACSB International), Global Compact Network of India.



# About Programme

The On-Campus batch of EPGDIB (at Delhi) begins in October, 2021 divided into two sections. EPGDIB aims at enhancing the managerial competence of senior and middle level executives by imparting systematic knowledge in all aspects relating to international business.

The Online batch of EPGDIB will also commence from October, 2021. An interactive online learning platform is provided using direct to desktop technology accessible anywhere in India and abroad.

## A. Executive Post Graduate Diploma in International business (EPGDIB) – On-campus, Delhi

All sessions would be on weekends and will be held at IIFT, Delhi in physical mode. There will be one week ‘on campus’ module at the beginning of each semester. Examinations would be conducted on Campus. However classes may be held online due administrative reasons or the ongoing pandemic COVID-19 situation and as per government directives and Institute’s decision thereto. In such situation examinations would also be held online through proctored mode.

## B. Executive Post Graduate Diploma in International Business (EPGDIB) – Online

There will be one week ‘on campus’ module at the beginning of each semester followed by online sessions on all weekends through direct to desktop technology. However, the on campus/ contact week may be converted in online mode due to ongoing pandemic or any other administrative reasons.

### Minimum Eligibility Criteria

Admission to the Executive Programme will be offered by the Institute based on

candidates’ fulfillment of eligibility conditions and ability to synchronize programme objectives with personal career goals. The Executive Programme is open to all working professionals and self-employed individuals who meet the following criteria:

- Graduation or its equivalent degree from any recognized University or Institution and managerial work experience of minimum FIVE years.

OR

- Post-Graduate Degree/ Engineering Degree or its equivalent from any recognized University or Institution and managerial work experience of minimum THREE years.
- Minimum 55% (50% for SC/ST/PWD) marks or equivalent CGPA in Graduation.
- Only managerial work experience until 30<sup>th</sup> Sept, 2021 will be considered.
- No Objection Certificate (NOC) from the employer is required at the time of admission **only for sponsored candidates**.
- Seats are reserved for SC/ST/OBC (non-creamy layer)/PWD/EWS candidates as per Government of India rules.
- No age limit for applicants.

### How To Apply

- Application to EPGDIB (On-Campus & Online) is through prescribed on-line Application Form.
- Application Fee is of INR2,000/- for GEN/OBC or INR1,000/- for SC/ST/PWD category candidates).
- Applicants will have to register themselves at IIFT website: [www.iift.edu](http://www.iift.edu) under ‘New

- Admissions'** and pay registration fees using the link that would appear after registration.
- Scanned copy of the relevant certificates needs to be uploaded while submitting online application.
  - Filled-in applications with enclosures and evidence of payment of Application Fee should be uploaded **latest by 15<sup>th</sup> September 2021**.
  - Applicants must mention the e-mail id clearly in the application form.
  - Application fee will not be refunded.
  - All disputes will be subject to the jurisdiction of Delhi Courts only.
  - Incomplete applications in any manner will be rejected.

### Admission Process

All applications received are reviewed and shortlisted candidate based on their qualifications & work experience will be informed. Interview may be conducted online for the shortlisted candidates considering the COVID-19 pandemic or any administrative reasons for the admissions in EPGDIB (On-Campus), Delhi.

Admissions to EPGDIB (Online) are based purely on short listing of candidates by the selection committee.

### Fee Structure

- The cumulative fee for the programme is INR4,45,000/- which includes onetime alumni fee & library charges, INR10,000/- and INR5,000/- respectively. The Library charges are refundable at the time of completion of the programme.
- The participants are responsible for the payment of the programme fee whether it is paid by the individual or by the sponsoring organization.

- In addition to the programme fees, participants will bear the cost of travel (ticket, visa, insurance, etc.) and accommodation for the port visit.
- Programme registration and first installment would be INR1,05,000/- which will be paid on or before 30<sup>th</sup> September 2021 i.e. prior to the commencement of the programme. The remaining fee will be paid in 4 quarterly installments of INR85,000/- each.
- **SC/ST/PWD Candidates: 50% fee concession on tuition fee.**
- **Late Fee Fine** for all students is INR2,500/- per week beyond the stated deadline.
- In case the fee remains unpaid for **Three Weeks**, from the last payable, the student will be de-registered from the programme.
- Re-registration charges are INR15,000/-.
- Re-registration will have to be done within one week of de-registration.

### Course Details

- The duration of both the programme (On-Campus or Online) is 18 months (approx.).
- Semester-I (Oct. 2021 – Feb. 2022) with total credits of 20.
- Semester-II (Mar. 2022 – Jul. 2022) with total credits of 22.
- Semester-III (Aug. 2022 – Dec. 2022) with total credits of 24.
- Participants are required to opt 7 Elective Courses in Semester III. They can specialize in any 1 out of 4 specialization streams which are mentioned below:
  - (a) International Business
  - (b) International Marketing
  - (c) International Finance

(d) International Trade

- The electives must be finalized for Semester -III within the date as prescribed by the Programme Director/s.
- Faculty will be decided after the choices of electives are made.
- Minimum 20 participants required to form an elective group.
- Course Structure is subject to revision.
- International Port Visit of one week (subject to COVID-19 situation and government regulations).

**INTERNATIONAL PORT VISIT IN BELGIUM & HAMBURG (GERMANY)**



Port visit at Hamburg, Germany



Participants enjoying sunny day at Belgium



Participants at Airbus, Belgium



Port visit at Hamburg, Germany



## Course Structure

The EPGDIB (On-Campus) at Delhi and EPGDIB (Online) course- curriculum is divided into three Semesters. The first two Semesters are common for all participants. Specialization streams are available in Third Semester.

The detailed course structure is as follows **(subject to revision, if necessary)**:

### Semester-I (Oct. 2021 to Feb. 2022)

S. No.	Core Course Title
1.	Accounting for Managers
2.	Business Economics
3.	Business Statistics
4.	International Marketing Management
5.	Managerial Behaviour in Organizations
6.	ITAM
7.	Business Communication
8.	Foreign Language

### Electives Course Title 7 (14 Credits)

S. No.	IB Electives	S. No.	IM Electives
1.	Crisis Management	1.	Channel & Distribution Management
2.	Management of Strategic Alliances	2.	Marketing Research
3.	Machine Learning & AI	3.	International Marketing Communication
4.	Cross Cultural Management	4.	Digital Marketing
5.	Organizational Change and Transformation	5.	International Brand Management
6.	Entrepreneurship	6.	Strategic Marketing
7.	Global Leadership Strategies	7.	Consumer Behaviour
8.	Management Consulting	8.	Online Business & E-Commerce
9.	Legal Aspects of Business	9.	Service Marketing
10.	International Business Negotiations		
11.	ERP using SAP		

### Semester-II (March 2022 to July 2022)

S. No.	Core Course Title
1.	Financial Management
2.	Data Analytics
3.	International Economics
4.	Strategic Management
5.	Human Resource Management
6.	Supply Chain Management
7.	Business Research Methods
8.	International Port Visit
9.	Research Project
10.	Foreign Language

### Semester-III (Aug. 2022 to Dec. 2022)

S. No.	Core Course Title
1.	Trade Logistics & Global Sourcing
2.	International Business Strategy
3.	Corporate Governance and Ethics
4.	Research Project
5.	Foreign Language



S. No.	IF Electives	S. No.	Trade Electives
1.	Mergers and Acquisitions	1.	Trade Analytics
2.	International Finance	2.	Setting up of Export Business
3.	Equity Market Analysis	3.	International Law
4.	Bond Market Analysis	4.	EXIM
5.	Financial Modeling	5.	International Trade Operations & Documentation
6.	Business Taxation	6.	Sectoral Strategies
7.	Project Appraisal & Financing	7.	WTO and Regional Agreements
8.	Derivatives and Risk Management		
9.	Investment Banking		
10.	Financial Risk Management		
11.	Wealth Management		
12.	Financial International Trade		

### INTERNATIONAL PORT VISIT AT BELGIUM & GERMANY



## Convocation Ceremony of EPGDIB 2018-19



Lamp Lighting Ceremony by Participants



EPGDIB (Hybrid) Batch 2018-19



Prof. Manoj Pant, Director IIFT, Presenting Mementos to Participants

## Inaugural Event of PHDCCI, International Week, Hybrid Exhibition at New Delhi



Dr. Manoj Pant (Director IIFT) presenting Theme Paper at inaugural ceremony at PHDCCI.



Dr. Pooja Lkhanpal (Head-EMPD) with Dr. Priyanka J. (left) and Dr. Ginni C. (right) in International Week.



## Student Speak.....

*"IIFT (EPGDIB) has provided me with a plethora of opportunities to grow holistically. I have been constantly pushed out of my comfort zone, only to become a better version of myself. Apart from the great mentorship and friendship that I have experienced, the beautiful green campus is a bonus. I can safely say that this course EPGDIB has provided me with the wings to fly and roots to come back to. Sincerely Thankyou!!"*

**– Simantika Sarmah** (EPGDIB 18-19)

Sr. Manager – The Walt Disney Company



*"EPGDIB is the flagship programme of IIFT, having best of faculties and curriculum to understand the trade & economics. It provided me with a great learning experience espacially during international visit and cross functional learning in various group projects. This programme helped me a lot to understand the global perspective of the business. IIFT not only gives its students an armoury of skills, but also develops in them the assurance of being as good as the best anywhere in the world it comes to international business."*

**Chanchal Maloo** (EPGDIB 2019-20)

Dy. Manager Procurement,  
Vedanta Ltd., Cairn Oil & Gas Division

*"Joining IIFT will always be one of those decisions which will always give me immense satisfaction. Last one year as a student of this premiere Institute's EPGDIB program has been nothing short of indulgence, fulfillment and happiness of following my long desired goals. The programs pedagogy is one of its kinds and when undertaken under the supervision of the renowned academicians and faculties of IIFT, it surely becomes a journey to be cherished forever. Still living, loving and living the journey. Studying at IIFT enables you to Learn, Reflect and Incorporate. THE BEST!!!!"*



**Nirbhay Kumar** (EPGDIB 2020-21)

AGM, Source Soft Solutions



*"The EPGDIB Program was a great experience for me and far beyond my expectations. The time I spent with other executives was precious. The diversity of people from various industries and the impressive curriculum gave me tremendous inspiration and insight. The program is precise in course structure and the modules with the best faculty. The case studies and assignments helps generate a more ubiquitous perspective of how the global market functions and helped me make the best decisions at work and in day-to-day life. I learned frameworks and got practical insights into various aspects of international business. This program has helped me fit better in today's global business scenario."*

**Sumit Verma** (EPGDIB 2020-21)

Manager - International Business, C&S Electric Ltd.

# Important Dates

Last date of receipt of applications	<b>15<sup>th</sup> September, 2021 (Wednesday)</b>
Commencement of EPGDIB (On-campus) and EPGDIB (Online)	<b>October, 2021</b>

***For more information, Please contact:***

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*Artistic view of IIFT new campus, Maidan Garhi, New Delhi*

## INDIAN INSTITUTE OF FOREIGN TRADE

DEEMED TO BE UNIVERSITY

(Set up by Ministry of Commerce & Industry, Govt. of India)

### DELHI CAMPUS

IIFT BHAWAN, B-21 Qutab Institutional Area,  
New Delhi-110016  
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### KOLKATA CAMPUS

1583, Madurdaha, Chowbagha Road, Ward No. 108,  
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Website: [www.iift.edu](http://www.iift.edu)