

43RD
ANNUAL REPORT
2006-07



INDIAN INSTITUTE OF FOREIGN TRADE
(DEEMED UNIVERSITY)

B-21 QUTAB INSTITUTIONAL AREA, NEW DELHI-110016

BOARD OF MANAGEMENT

CHAIRMAN **Shri K.T. Chacko**, Director, Indian Institute of Foreign Trade,
B-21 Qutab Institutional Area, New Delhi-110016

1. **Shri Sunil Kr. Alagh**, 12-C, IL Palazzo, Little Gibbs Road, Malabar Hill, Mumbai-400006.
2. **Shri P.K. Dash**, Joint Secretary, Department of Commerce, Ministry of Commerce & Industry, Udyog Bhawan, New Delhi-110011.
3. **Shri D.K. Jain**, Additional Secretary (ER), Ministry of External Affairs, Akbar Bhawan, Chankyapuri, New Delhi-110021.
4. **Shri S.D. Kapoor**, 199, Sector-47, Gurgaon-122002.
5. **Shri Rajeev Kher**, Joint Secretary, Department of Commerce, Ministry of Commerce & Industry, Udyog Bhawan, New Delhi-110011.
6. **Shri Arun Maira**, Chairman, Boston Consulting Group, 106, Tower D, 1st Floor, Global Business Park, Mehrauli-Gurgaon Road, Gurgaon-122002.
7. **Shri Amit Mitra**, Secretary General, Federation of Indian Chambers of Commerce & Industry, Federation House, Tansen Marg, New Delhi-110001.
8. **Prof. Prabhat Patnaik**, Vice Chairman, Kerala State Planning Board, Pattom, Thiruvananthapuram-695004, Kerala.
9. **Shri Aftab Seth**, Professor, Global Security Research Institute, Keio University, 108-8345, 4F East Building, 2-15-45 Mita, Minato-ku, Tokyo, Japan.

IIFT FACULTY

10. **Dr. (Mrs) Satinder Bhatia**, Chairperson, Indian Institute of Foreign Trade, B-21, Qutab Institutional Area, New Delhi-110016.
11. **Dr. Rakesh Mohan Joshi**, Chairperson, Indian Institute of Foreign Trade, B-21, Qutab Institutional Area, New Delhi-110016.
12. **Dr. (Mrs) Vijaya Katti**, Chairperson, Indian Institute of Foreign Trade, B-21, Qutab Institutional Area, New Delhi-110016.
13. **Shri Sushil Kumar**, Associate Professor, Indian Institute of Foreign Trade, B-21, Qutab Institutional Area, New Delhi-110 016.
14. **Dr. (Mrs) D. Sunitha Raju**, Professor, Indian Institute of Foreign Trade, B-21, Qutab Institutional Area, New Delhi-110016.
15. **Dr. K. Rangarajan**, Head, Kolkata Centre, Indian Institute of Foreign Trade, J-1/14, EP&GP Block, Sector-V, Salt Lake, Kolkata-700091.
16. **Dr. Ravi Shanker**, Chairperson, Indian Institute of Foreign Trade, B-21, Qutab Institutional Area, New Delhi-110016.
17. **Dr. V. Raveendra Saradhi**, Assistant Professor, Indian Institute of Foreign Trade, B-21, Qutab Institutional Area, New Delhi-110016.

Secretary : Shri P.K. Puri, Registrar

CONTENTS

1. THE YEAR IN REVIEW	1
2. EDUCATION & TRAINING	4
3. RESEARCH	14
4. SEMINARS/WORKSHOPS	17
5. PLACEMENTS	19
6. TECHNICAL COOPERATION	20
7. FOREIGN TRADE LIBRARY	22
8. COMPUTER CENTRE	23
9. PUBLICATIONS	25
10. AUDIO-VISUAL SUPPORT	25
11. INTERACTIONS	26
12. GENERAL	26
13. राजभाषा हिंदी की गतिविधियां	28
14. STUDENT ACTIVITIES	29
15. ANNUAL ACCOUNTS	33
16. IIFT FACULTY	48
17. IIFT SUPPORT SERVICES	52
18. IIFT ADMINISTRATION	52
19. GUEST FACULTY	53
20. PERMANENT MEMBERS	54

THE YEAR IN REVIEW

The Economy

The global economy expanded vigorously in 2006, growing at 5.4 per cent—¼ percentage point faster than anticipated at the time of the September 2006 (*World Economic Outlook*). It is projected that growth of output in years 2007 and 2008 will remain around 4.9 per cent. Despite the slowing down of the US economy, spill-over has been limited and growth around the world looks well sustained with moderate inflation. Employment is growing, and oil price has shown a tendency of declining from last August highs. Most countries showed their concern about high oil price led expected inflation during the mid-year, but pressure got reduced in the second half of 2006 due to improvement in demand-supply balance. China and India are the two fastest growing countries in the world. China's growth rate reached 10¾ per cent in 2006, driven mainly by investment and export growth. It has undertaken a policy of cooling down the economy by reducing the pace of fixed asset investment. India's expansion picked up momentum in the course of the year, with year-on-year growth rising to 9¼ per cent. In case of other countries, growth was also generally sustained at robust rates, supported by high commodity prices and favourable financial conditions.

The Indian economy continued to experience high growth during 2006-07 owing to a vibrant manufacturing and service sector. The GDP growth has been 9.2 per cent during 2006-07 as compared to the corresponding figure of 8.4 per cent during 2005-06. Although, agriculture sector growth got reduced to 2.7 per cent during 2006-07 compared to the corresponding figure of 3.9 per cent during 2005-06, the manufacturing sector and the service sector remained as the major contributors to the growth of the overall economy. The manufacturing growth rate increased substantially in the last quarter of 2006-07 (CSO). The farm output, industrial output and the service sector are growing at 2.7, 11.4 and 11.2 per cent respectively during 2006-07. However, projections warn that rising inflation might have a negative impact on consumption demand and, thereby, reduce growth. The wholesale price-based inflation has been 6.11 per cent during 2006-07 compared to 4.1 per cent during 2005-06.

Stock market has remained buoyant in 2006-07, which is partly explained by large FII inflows. However, the volatility in stock market during 2007-08 is likely to be higher.

In 2004, the merchandise exports of India were US\$63.84 billion. In the year ending March 2007, the exports surged to US\$125 billion. The near doubling of merchandise exports in three years represents an annual compounded growth of 25 per cent. Indian exports have been globally competitive and have found many new markets. The export basket is expanding with the addition of new items including value added petroleum products, machinery, instrumentation, etc. The engineering goods export grew by 35 per cent in 2006-07 giving acceleration to the Indian exports. The merchandise imports by India have witnessed acceleration, thereby widening the trade gap. The non-oil imports consist significantly of capital goods, raw materials and other critical inputs required for sustaining the industrial growth, particularly of the manufacturing sector.

The current account deficit has increased in the year 2006-07 as compared to 2005-06 (from US\$7 billion to US\$11.5 billion in April-September period). The deficit resulted by a rapid growth of merchandise imports over exports, was left uncompensated by the net surplus in invisibles. The widening of the current account deficit has, however, been accompanied by a similar widening of the capital account surplus (from US\$13.5 billion in 2005-06 to US\$20 billion in 2006-07 during April-September period), helping India to retain an overall surplus in the balance of payments. Increase in non-debt creating foreign investment inflows, particularly Foreign Institutional Investor (FII) inflows, commercial borrowings and short-term credits on account of lower interest rate, etc. have been the major sources of capital account surplus.

The Institute

So far as the Institute is concerned, the upward march further accelerated. There was exceedingly creditable response for admission to the Institute's flagship two-year MBA (International Business) Degree

Programme where around 35,000 candidates applied. The Placement Programme of the Institute also showed highly encouraging results with the entire batch getting placement on the very first day of its hiring schedule. Thirty-nine companies had to be regretted for our inability to offer any student. The average salary offered of Rs. 9.3 lakh also witnessed a 15% jump over the previous year. The highest domestic and international packages offered also improved to Rs. 19.2 lakh and US\$1 lakh per annum, respectively. Another satisfying feature of the placement was that as many as 37 students got selected as laterals.

The Kolkata Centre of the Institute, set up during the year, has received encouraging responses from various quarters. It is functioning smoothly in the rented premises. The Institute started the batch of two-year MBA in International Business in July 2006. On the basis of the Institute's all-India Admission Test, 61 students were admitted to the Programme. The Institute also introduced a three-year part-time MBA in International Business Programme in November 2006 with 55 students. Appreciating the capabilities of the Centre, the Government of West Bengal has cleared a proposal of establishing an exclusive cell with necessary financial support for monitoring the impact of the WTO for the State and advise the State Government on different issues related to external trade. The Institute has also initiated the construction process of the permanent campus on the allotted land with a design competition among 6 shortlisted architectural consultancy firms. The Planning

Commission in addition has sanctioned necessary funds for construction of the campus.

Realizing the importance of international collaborations and capacity development, the Institute set up during the year a separate Division for International Collaborations and Capacity Development. The Division is targeting academic collaborations with leading B-Schools of the world for student exchange, faculty exchange and faculty development, besides collaborative MDPs and research for further expanding its international network.

The MBA (IB) Programme of the Institute, being conducted in collaboration with Institute of Finance Management (IFM) at Dar-es-Salaam, Tanzania continued to gain popularity during the year. IIFT also became a partner in the European Commission supported multilateral project aiming at developing a Master's programme in Innovation Management and Technology Transfer under Asia-Link Programme. The other project partners include University of Central England, Birmingham, Dalian Maritime University, China and Institute of Humanity and Economics, Lodz, Poland.

As part of its overall strategy to give particular attention to interface with the Indian industry, the Institute started during the year second full time fully residential MBA Degree Programme for middle level ONGC executives selected through a rigorous admission test on all India basis. The third On-line Executive Masters in International Business (EMIB) Programme,



introduced to meet the requirements of practicing managers all over the country was also started during the year. The Programme is being conducted through Very Small Aperture Terminals (V-SAT) Interactive E-learning System with technical support from Hughes Escorts Communications Ltd. (HECL). IIFT faculty undertakes teaching from the studio of HECL at Gurgaon while the students class rooms are spread across the country.

The Centre for International Trade in Technology (CITT), set up at IIFT with the support of Department of Scientific & Industrial Research (DSIR) continued its activities relating to policy research, education and training in promoting technology trade.

The SME Centre of the Institute, set up with the objective to provide continuous support to the SME Sector by carrying out activities such as conducting training programmes, provision of business intelligence services through comprehensive information hubs and acting as a catalyst for interfacing with other concerned and associated institutes, both within the country and abroad, further accelerated its activities during the year. The Centre conducted a number of training programmes for SMEs, noticeable among them was a five-day Capacity Building of SMEs in Mekong Sub-region Policy Makers from 11-16 December at Bangkok. Thirty SMEs from Lao PDR, Cambodia and Vietnam were provided inputs on various issues focusing on promotion of inter-regional and intra-regional trade in Meckong Region. The Centre also conducted research on a number of topics for the benefit of SME sector.

Research continued to be an integral part of the Institute's activities. Besides undertaking research sponsored by the Government and other national and international organizations, research activities were also undertaken in various areas at Institute's own initiatives. The Institute has also been successfully



bidding for international projects and sometimes through collaborations with other Institutes from different countries.

The Institute continued to introduce new Management Development Programmes (MDPs) to help improve management systems in the country by providing relevant training to executives of all levels in the industry, government and non-government sectors to take on a leadership role in their position - individually and collectively. New MDPs in the area of interest to corporate sector were also introduced during the year. The Institute also conducted a two-week capacity building Programme on the WTO issues where 38 officials from 24 African countries participated.

EDUCATION AND TRAINING

The IIFT School of International Business reaches out to young graduates as also to corporate world through a portfolio of programmes, based on wide variety of themes, which are of relevance to the contemporary business world. Our clientele group consists of students seeking awareness about the changing business environment, middle-level executives trying to upgrade their skill and of course, the government officials, drawn from India and abroad, eager to participate in refresher courses. Broadly, the segmentation of the Training Programmes is thus:

- Foundational Programmes (including Certificate Courses)
- Research Degree Programme
- Management Development Programmes (including Sponsored and Collaborative Programmes)

FOUNDATIONAL PROGRAMMES

The Institute organized the following Graduate Studies Programmes during the year 2006-2007.

1. Two-year Full-time MBA (International Business)

The two-year full-time MBA (International Business) 2006-2008 (21st batch) commenced on 17 July 2006. Ninety-three students were admitted to the Programme on the basis of an all-India Admission Test comprising written test, group discussions and interviews. The Programme was inaugurated by Dr. Jairam Ramesh, Hon'ble Minister of State for Commerce, and presided over by Shri Prabir Sengupta, the then Director, IIFT.

Convocation of the 19th batch of MBA (International Business) 2004-2006 was held on 5 April 2006. Ninety-eight participants qualified for the award of Masters Degree which was conferred on them by Shri Kamal Nath, Hon'ble Union Minister of Commerce & Industry. Shri S.N. Menon, the then Chairman, IIFT and Secretary, Department of Commerce, Ministry of Commerce & Industry, Government of India, presided over the function.

2. Three-year Part-time MBA (International Business)

The 7th batch of three-year part-time MBA (International Business) for working executives started on 17 July 2006. Sixty-one participants were admitted to the Programme on the basis of essay writing test, group discussions and interviews. The Programme was inaugurated by Dr. Jairam Ramesh, Hon'ble Minister of State for Commerce and presided over by Shri Prabir Sengupta, the then Director, IIFT.

Convocation of 4th batch of three-year MBA (International Business) 2003-2006 was held on 5 April 2006. Twenty-five participants qualified for the award of Masters Degree which was conferred on them by Shri Kamal Nath, Hon'ble Union Minister of Commerce & Industry. Shri S.N. Menon, the then Chairman, IIFT and Secretary, Department of Commerce, Ministry of Commerce & Industry, Government of India, presided over the function.

3. Executive Masters in International Business (EMIB) *thru* VSAT

The 3rd batch of Executive Masters in International Business (*thru* VSAT) January 2007 - June 2008 programme, started on 15 January 2006 with 110 participants drawn from corporate sector, export promotion & service institutions/organizations and government departments. Dr. (Mrs.) Vijaya Katti, the then Director-in-charge, IIFT inaugurated the Programme.

Convocation of first batch of Executive Masters in International Business (*thru* VSAT) August 2004 - January 2006 was held on 5 April 2006. Eighty-one participants qualified for the award of the Diploma which was conferred on them by Shri Kamal Nath, Hon'ble Union Minister for Commerce & Industry. Shri S.N. Menon, Chairman, IIFT and Secretary, Department of Commerce, Ministry of Commerce & Industry, presided over the function.

4. Executive Masters in International Business (EMIB)

Executive Masters in International Business (September 2006 - February 2008) programme, started on 5 September 2005 with sixty-eight participants drawn from corporate sector, export promotion & service institutions/organizations and government departments. Dr. Ravi Shanker, earlier Chairperson, Graduate Studies Division, IIFT inaugurated the Programme.

Convocation of Executive Masters in International Business (October 2004 - March 2006) was held on 5 April 2006. Forty-nine participants qualified for the award of Diploma which was conferred on them by Shri Kamal Nath, Hon'ble Union Minister of Commerce & Industry. Shri S.N. Menon, the then Chairman, IIFT and Secretary, Department of Commerce, Ministry of Commerce & Industry, presided over the function.

5. Off-Campus MBA (International Business) at Dar-es-Salaam, Tanzania

IIFT, in collaboration with the Institute of Finance Management, Tanzania commenced three-year MBA (International Business) 2006-09 at Dar-es-Salaam, Tanzania. Fifty-six students were selected and registered for this course through the same admission process being followed at IIFT. The Programme was inaugurated by Dr. Joshua Doriye, Principal, IFM, Dar-es-Salaam, Tanzania on 4 October 2006.

6. Certificate Programme in Export Management - Evening (CPEM)

Certificate Programme in Export Management (April - July 2006) commenced on 10 April 2006. Fifty-six students joined the course.

Fifty-three successful students of the CPEM (August-November 2005) were awarded Certificates at the 40th Annual Convocation of the Institute held on 5 April 2006 by Shri Kamal Nath, Hon'ble Union Minister of Commerce & Industry. Shri S.N. Menon, the then Chairman, IIFT and Secretary, Department of Commerce, Ministry of Commerce & Industry, presided over the function.

7. Certificate Course in International Business Language (CIBLA) - (Evening)

Forty-seven students of Spanish, 32 students of Portuguese and 46 students of Chinese successfully completed the Certificate Course in International Business Language conducted during January-June and July-December 2005. They were awarded Certificates at 40th Annual Convocation of the Institute held on 5 April 2006 by Shri Kamal Nath, Hon'ble Union Minister for Commerce & Industry. Shri S.N. Menon, the then Chairman, IIFT and Secretary, Department of Commerce, Ministry of Commerce & Industry, Government of India, presided over the function.

Certificate Course in International Business Language (Evening), January-June 2007, commenced on 10 January 2007. Seventy-eight students were admitted to the Chinese, 66 were admitted to Spanish and 41 were admitted to the Portuguese programmes respectively.

RESEARCH DEGREE PROGRAMME

1. Ph.D Programme

The registration for the Ph.D Programme 2006 was held on 17 July 2006 while 2 students were admitted as full-time scholars in the programme, and one was admitted as a part-time scholar.

MANAGEMENT DEVELOPMENT PROGRAMMES

OPEN PROGRAMMES

1. Art of Presentation and Public Speaking Skills

A one-day Management Development Programme on the Art of Presentation and Public Speaking Skills was held in the Institute's premises on 7 April 2006. The Programme coverage was 'learner' oriented and gave an opportunity to the participants to identify the five keys to an effective presentation: Avoid give away signs of nervousness; Adopt a method for maintaining eye contact with the audience; Practice a pre-talk relaxation technique; Learn how to structure, begin and end a speech; Distinguish between various types of public speaking; and Establish a self evaluation

method to assess performance. Twelve participants from Banks and Corporate Sector attended the Programme.

2. Getting Started in International Business for SMEs

A three-day MDP on Getting Started in International Business for SMEs was held in the Institute's premises during 8-10 May 2006. The Programme coverage included: An Overview of International Business Environment with special focus on Implications of WTO - An Exporter's Perspective, Review of the National Foreign Trade Policy 2004-09, Getting Started in International Business - A Step-by-Step Approach, Framework of International Trade Documents, Choosing a Right Market for the Right Product, Market Entry Strategies - Location of Buyers, Export Sales Contract and INCO Terms 2000, Financing for International Business, Export Guarantees and Claims for Export Payments, Overview of Customs and Excise Rules/Regulations covering Export-Import Transactions, Understanding Schemes of Managing Currency Risk in Export Transaction, Incentives and Benefits on Exports and Imports, International Trade Logistics, Use of Internet for Exporters - Findings Buyers, Sourcing, Business Intelligence, Networking, Online Auctions, etc. and Processing of an Export/Import Order. Nine participants from various sectors attended the Programme.

3. Export-Import Procedure and Documentation

A five-day MDP on Export-Import Procedure & Documentation combining the course contents of Export Procedures & Documentation and Import Management & Procedure was organized for thrice in the Institute's premises during

- 21-25 August 2006,
- 25-29 September 2006, and
- 11-15 December 2006.

The Programme content included: Foreign Trade Policy - Implications to the Export-Import Trade, Export-Import Planning at Corporate Level, Export-Import Documentation Framework, Export Promotion Schemes and Benefits, Finance for Export-Import Trade (sourcing/payment/transactions/currency

risk/factoring), International Trade Logistics (warehousing/supply-chain-management/transportation), Global Sourcing and Vendor Selection, Credit Risk Management - Recovering Export Receivables, Export-Import Contract and INCO Terms, Trade Facilitation with Special Reference to Kyoto Protocol, Special Economic Zones - Genesis and Implications, Customs Regulations and Clearance Formalities Relating to Export-Import, Central Excise Procedure and Clearance Formalities, Services Sector, etc. Fifteen, thirteen and twelve Participants representing entrepreneurs, high rank officials from the corporate sector, service institutions attended these three programmes respectively.

4. Forex Management Strategies

A two-day MDP on Forex Management Strategies was held in the Institute's premises during 14-15 December 2006. The Programme coverage included: Exchange Rate System for Exporters and Importers, Understanding Mechanism of Merchant Rates Quoted by Commercial Banks, Various Types of Currency Exposures, Internal Hedging & Hedging Instruments, How to Select Appropriate Hedging Instrument, Developing Need Based System in an Organization for Currency Risk Management, Selection of Invoice Currency and Use of Exchange Rates in International Price Quotations, How to Use Exchange Rate System for Cash Flow Development, and Practical Problems Faced in Exchange Rate System and Currency Risk Management. Seven participants from various sectors attended the Programme.

SPONSORED PROGRAMMES

1. Programme on "Economic Diplomacy" for IFS Officer Trainees (2005 Batch)

A two-week Programme on Economic Diplomacy for Indian Foreign Service Officer Trainees (2005 Batch) was organized during 22 May – 02 June 2006, in the Institute's premises. The Programme was sponsored by Foreign Services Institute, Ministry of External Affairs. The Programme coverage included: Emerging Patterns of the Global Political Economy, Divide Between the Pro-globalists & the Anti-globalists, Impact of Globalization on the Value Chain of the Businesses, India's Macro-Economic

Performance and Foreign Trade, Emerging Issues in International Marketing, An Introduction to the WTO Issues, Foreign Trade Policy of India, An Overview of International Trade Operations, Import and Export Process, International Commercial Arbitration and Dispute Settlement, An Overview of International Trade Logistics, Marketing “Made-in-India” Label and Selling India as an Investment Destination, International Financial & Currency Markets, International Business Diplomacy, WTO & Indian Agriculture, NAMA Issues, International Negotiations, Role of a Commercial Diplomat, Negotiation Skills, Information about various Databases & Hands-on Experience, Antidumping Measures, GATS, Infrastructural Challenges for Supporting Export-led Growth Strategy, Dispute Settlement Mechanism under the WTO, Trade Facilitation. Twenty Indian Foreign Service Officer Trainees attended the Programme.

2. Programme on International Business and Trade Policy Issues for Indian Economic Service Officer Trainees (XXVII Batch)

A two-week Programme on International Business and Trade Policy Issues for the Indian Economic Service Officer Trainees was organized during 24 July–04 August 2006, in the Institute’s premises. The Programme was sponsored by Department of Economic Affairs, Ministry of Finance. The Programme coverage included: Multilateral Framework of International Trade, Globalization Debate, Emerging Patterns of the Global Political Economy, Impact of Globalization on the Businesses, Challenges Confronting Indian

Exporters, Foreign Trade Policy of India, International Payment Terms, Customs Clearance for Exports-Imports, An Overview of International Trade Logistics, Containerization & Multi Modal, Data Base, International Commercial Arbitration and Dispute Settlement, Workshop on Import & Export Process, Sources of International Business Information, International Capital & Currency Markets, International Trade Fairs & Exhibitions, WTO Resource Centre at IIFT, GATS, NAMA Issues, Trade Facilitation, WTO & Indian Agriculture, Emerging Issues in International Marketing, International Business Diplomacy, Safeguard & Antidumping Measures, Workshop on International Negotiation Skills, Dispute Settlement Process at the WTO, Marketing ‘Made in India’ Label and Selling India as an Investment Destination, Politics & Economics of European Union, Trade Blocs & Regional Economic Integration, Issues Concerning India’s IT Industry, Intellectual Property Rights, India & the Doha Development Round. Twelve Indian Economic Service Officer Trainees attended the Programme.

3. Programme on “Export & Logistics Management” for Indian Oil Corporation Limited Officers

A three-day Programme on Export & Logistics Management for Indian Oil Corporation Limited Officers was organized during 11-13 August 2006, in the Institute’s premises. The Programme was sponsored by Indian Oil Corporation Limited for its Officers. The Programme coverage included: Exim Operations and Documentation, Identification of Markets and Market Entry Strategy, Pricing Decisions for International



Markets, International Sales Contract and Incoterms, Foreign Trade Policy and Deemed Exports, International Trade Logistics, Organization of Overseas Transport Services, Payment Methods in Exports and UCP 500, Exercise: Preparation of an Export Contract, Containerization and Multimodal Transport, International Business Negotiations, Legal Aspects of Carriage of Goods by Sea/Air/MMT, Exercise on Execution of an Export Order. Twenty-six Officers from Indian Oil Corporation Limited attended the Programme.

4. Workshop-cum-Training Programme on Export Promotion for North-Eastern States

In the series of Workshop-cum-Training programmes on Export Promotion for North-Eastern States, the seventh four-day Workshop was organized in Gangtok, Sikkim during 12-15 September 2006 as part of the training module for all the North-Eastern States. The Workshop aimed at inculcating basic understanding among various officials of State Governments and other Non-Government Trade Organizations about the Concept of Export Promotion; Role of Central and State Governments in Export Promotion so as to develop an effective strategy for Export Promotion by North-Eastern States. Forty-two officers representing various levels of the concerned departments in the state government attended the Programme.

5. Programme on Export Procedure & Documentation for Officers of MPEDA, Kochi

A one-day MDP on Export Procedure & Documentation for Officers of MPEDA, Kochi sponsored by Marine Products Export Development Authority was held on 20 November 2006 at Kochi. The Programme covered: India Going Global - WTO and India, Free Trade Agreements and India, Exim Policy and Its Implications with Special Reference to Marine Products and Export Promotion Schemes, Benefits and Implementation Procedures. Fifty Officers from the sponsoring organization participated in the Programme.

6. Programme on Export Marketing, Procedure & Documentation for Traders of Manipur

A three-week Management Development Programme on Export Marketing, Procedure and Documentation for Traders of Manipur, was organized

during 18 December 2006 – 5 January 2007, in the Institute's premises. The Programme was sponsored by Department of Commerce & Industries, Government of Manipur. The Programme included: Framework of Multilateral Agreements under the WTO, Getting Started in Export Business - A Step-by-Step Approach, Global Marketing Framework, Understanding Foreign Trade Policy 2004-09 - Implications for Exporters, Role of States in Export Promotion, Export Documentation Framework, Financing for Exports, Choosing Right Product for the Right Market, Methods of Payment, Export Sales Contract, INCOTERMS 2000, Credit Risk Management, Pricing for Exports, Export Promotion Capital Goods Scheme. Fourteen traders from Moreh, Manipur participated in the Programme.

7. Programme on Minerals for Officers of MMTC Limited

A two-day MDP on Minerals for officers of MMTC was organized during 5-6 February 2007 at MMTC Training Centre, Adchini, New Delhi. The Programme was sponsored by MMTC. The Programme covered: Role of Minerals in Economic Growth; Role of MMTC in Developing & Exporting India's Minerals, Tramp Chartering Services, Charter Party Clauses, Policy Framework for India's Iron Ore Export, Role of Port & Shipping: India's Perspective, Perspectives of Global Steel Industry: Special Reference to India, Export Documentation Framework. Twenty-eight Officers at various levels of MMTC attended the Programme.

8. Programme on Infrastructure & Logistics for Officers of MMTC Limited

A two-day MDP on Infrastructure & Logistics for officers of MMTC was organized during 7-8 February 2007 at MMTC Training Centre, Adchini, New Delhi. The Programme was sponsored by MMTC. The Programme covered: Logistics Management - Concepts & Emerging Issues, Mineral Export - Problems & Issues, Integrated Logistics Management, Warehousing & Distribution with Special Emphasis on Agro Products, Fertilizer Import and Institutional Sale - Problems and Issues, Coal & Hydrocarbon Products - Import & Sale, E-logistics - Trends and Opportunities and Transport of Dangerous Goods & Environmental Safety. Twenty-four Officers at various levels of MMTC attended the Programme.

9. Programme on Non-ferrous Metals for Officers of MMTC Limited

A two-day MDP on Non-ferrous Metals for officers of MMTC was organized during 9-10 February 2007 at MMTC Training Centre, Adchini, New Delhi. The Programme was sponsored by MMTC. The Programme covered: Global Business Environment/ Globalization, Industrial Policy Changes affecting Business Environment with special reference to India's Metal Industry, Pricing/Warehousing Mechanism under London Metal Exchange and Kuala Lumpur Tin Market, Bond Sale of Non-Ferrous Metal Consignments: Role of SEZs and Free Trade Warehousing Zones, Hedging of Non-Ferrous Metals on Offshore Exchanges, Role of Domestic Exchanges in Trading of Non-Ferrous Metals, World Trade Organization: Doha Development Round and the Logjam, Electronic Commerce for Metals and Role of Import Documentation, EDI and Customs Procedures. Fourteen Officers at various levels of MMTC attended the Programme.

10. Programme on Utilization of Credit for Exports & Imports for Officers of MMTC Limited

A one-day MDP on Utilization of Credit for Exports & Imports for officers of MMTC was organized on 19 February 2007 at MMTC Training Centre, Adchini, New Delhi. The Programme was sponsored by MMTC. The Programme covered: Foreign Currency Lines of Credit for Exports by Exim Bank & Forfaiting - Buyer's Credit Scheme, Foreign Currency Lines of EXIM Bank for Working Capital & Capital Expenditure Requirements, External Commercial Borrowing Schemes for Indian Corporates to Raise Foreign Currency Funds, Foreign Currency Lines of Credit Scheme of Commercial Banks for Meeting Working Capital Requirements of Big Corporates. Twenty-four Officers at various levels of MMTC attended the Programme.

11. Programme on Trade with Focus Countries for Officers of MMTC Limited

A two-day MDP on Trade with Focus Countries for officers of MMTC was organized on 21-22 February 2007 at MMTC Training Centre, Adchini, New Delhi. The Programme was sponsored by MMTC. The Programme covered: Overview of India's Foreign Trade, Foreign Trade Policy and Promotion, Regional Trade

Agreements, Market Characteristics & How to Do Business in SAARC with Emphasis on Potential Trading Partners, Commodities, etc. (Trade with SAARC), Market Characteristics & How to Do Business with Emphasis on Potential Trading Partners, Commodities, etc. (Trade with ASEAN Countries, Australia and New Zealand), Trade and Investment Relations - A Case of Caribbean Countries, Market Characteristics of CIS Countries & How to Do Business in CIS Countries with Emphasis on Potential Trading Partners, Commodities, etc. (Trade with CIS), Market Characteristics of African Countries & How to Do Business in Africa with Emphasis on Potential Trading Partners, Commodities, etc. (Trade with Africa). Twenty Officers at various levels of MMTC attended the Programme.

WTO RELATED SPONSORED PROGRAMMES

1. Workshop on "WTO Issues and Developments at Hong Kong and Post Hong Kong Scenario - Role of State Government" for Senior Officers of Government of Madhya Pradesh, Bhopal

A one-day Workshop on "WTO Issues and Developments at Hong Kong and Post Hong and Post Hong Kong Scenario - Role of State Government" for Senior Officers of Government of Madhya Pradesh was organized on 3 June 2006 at Bhopal. The Programme coverage included: Introduction to the WTO: Structure & Functions, Globalization, Latest WTO Scenario, Agreement on Agriculture, Non-Agricultural Market Access, Trade Related Intellectual Property Rights, Hong Kong Ministerial: State of Play. Eighty-two Officers from Government of Madhya Pradesh participated in the Programme.

2. WTO and the New Trade Regime for IAS Officers

A five-day MDP on "WTO and the New Trade Regime" for the Indian Administrative Service Officers sponsored by Department of Personnel & Training (DOPT) was held during 11-15 September 2006, in the Institute's premises. The programme coverage included: Multilateral Agreements Signed under the UR of Trade, Multilateral Trading System: Major Issues before the Developing Countries, Issues in Agreement on Agriculture, Agreement on the Application of Sanitary and Phytosanitary Measures and TBT, Dispute

Settlement System in WTO, Anti Dumping Measures, Mandated Negotiations in Services, TRIPS, Anti Subsidy Measures, Safeguard Measures, WTO: Impact on Trade Policy, Industrial Tariffs, Regional Trading Agreements, Trade Facilitation, Panel Discussion – Hong Kong Ministerial and the Way Forward. Twenty-five IAS Officers and two Senior Officers from the public sector participated in the Programme.

3. Advanced Course on WTO for IAS Officers

A five-day advanced course on WTO for IAS officers was organized during 15-19 January 2007 in the Institute's premises. The Programme was sponsored by Department of Personnel & Training (DOPT). The Programme aimed at bringing awareness among the officers on issues relating to Framework of WTO Agreements, Sanitary and Phytosanitary Measures & Technical Barriers to Trade, GATS Architecture & Doha Negotiation, WTO & E-Commerce, Trade Facilitation, TRIPS: Issues related to Biodiversity, Globalization, Liberalization and WTO: Experience and Emerging Issues for Developing Countries, WTO Agreement on Agriculture and Concern of Indian Agriculture, Legislative Amendments under the Impact of WTO, Hong Kong Ministerial: Issues for India, Non Agricultural Market Access, Key Issues in Regional Trade Agreements, Anti-Dumping: Cases from Developing Countries, Dispute Settlement Understanding: Cases, Subsidies and Countervailing Measures, Trade Policy Formulation in the context of WTO. Twenty-four IAS Officers deputed by DOPT participated in the Programme.

4. Programme on WTO for Officers of MMTC Limited

A one-day MDP on the WTO for officers of MMTC was organized on 20 February 2007 at MMTC Training Centre, Adchini, New Delhi. The Programme was sponsored by MMTC. The Programme covered: Framework of WTO Agreements, SPS-TBT Measures on India's Agricultural Exports, NAMA and Anti-Dumping issues at WTO Panel Discussion, India's recent FTAs and Rules of Origin Requirements. Twenty-five Officers at various levels of MMTC attended the Programme.

NEW INTERNATIONAL PROGRAMME

1. Capacity Building Programme on WTO Issues for Officials from African Countries

A two-week Capacity Building Programme on the WTO Issues for Officials from African Countries was organized during 8-20 January 2007 in the Institute's premises. The Programme was sponsored by MEA under ITEC. The Programme included: Multilateral Agreements Signed under the Uruguay Round, Regional Trading Arrangements of WTO, Rules of Origin, Agreement on Anti-Dumping: An Overview, Initiation of Anti-Dumping Investigations, Imposition and Collection of Anti-Dumping Duties, Agreement on Safeguard Measures: Overview, Discussions on Case Studies of Anti-Dumping, Implications of Agreement on Agriculture and Liberalization of Trade in Agriculture, Accession, TRIPS, Market Access Issues for Non-Agricultural Products, Agreement on Subsidies and Countervailing Measures: Overview, Remedies under Subsidies Agreement, Developing Country Experience in RTAs, Doha Development Agenda - Negotiations and Current State of Play, TRIMS, Safeguard Investigation Procedure, S&DT Provisions in the WTO, Panel Discussion on WTO Negotiations: India's Experiences, Agreement on Textiles and Clothings, SPS & TBT Issues in the WTO, General Agreement on Trade in Services, Import Licensing of WTO, Countervailing Duty Investigation Procedure, Important Findings of WTO Panels and Appellate Body on Trade Remedy Issues, Trade Facilitation, Key Stages in WTO Dispute Settlement Process, GATT v/s WTO Dispute Settlement Mechanism, Compliance with Dispute Rulings, TRIPS & Public Health: Issues for Africa, Development Issues & WTO, Emerging Jurisprudence, Use of the Dispute Settlement System in Developing Countries, Improving the Dispute Settlement System, Experience of Developing Countries in the last 10 years, Case Studies, WTO & Africa: Options, Opportunities & Risks, Panel Discussion on Dispute Settlement Procedures are "too procedural" and not sufficiently focused on resolution of the dispute, Anti Dumping Rules with significance to African Countries, Presentations on Group Work, Valediction and Feedback. Thirty-eight officials from various African countries participated in the Programme.

COLLABORATIVE PROGRAMMES

1. Sixth Refresher Programme on International Trade in Collaboration with FIEO, New Delhi

In the series of Refresher Programmes on International Trade in collaboration with Federation of Indian Export Organizations (FIEO), the sixth five half-day Refresher Programme was organized in the Institute's premises during 24-28 April 2006. The Programme included: Review of National Foreign Trade Policy, Understanding the Implications of the WTO - Exporters Perspective, Overview of Customs and Excise Rules/Regulations covering Export-Import Transactions, Framework of International Trade Documents, Logistics and Shipping, Requirements for Exports, Understanding Schemes of Managing Currency Risk in Export Transaction, Export Finance Schemes - Facilities to Gold Card Holder Exporters - Cost Reduction Approach, Export Promotion Incentives for Exporters, Introduction to ECGC Policies, and Claims for Export Payments, Key Issues in Marketing of Services, How to Develop Exports from SME Sector. Twenty-two participants representing various SME sectors attended these Refresher Programmes.

2. Programme on Commercial Diplomacy in Collaboration with CUTS International, Jaipur

A four-day Training Seminar on Trade Diplomacy was held in the Institute's premises during 28 June-1 July 2006 in collaboration with CUTS International. The programme included: Opportunities & Challenges in a Globalizing Economy, Introduction to Effective Commercial Diplomacy, the Social Structure Dynamics of International Negotiations & the Negotiator's Dilemma, Simulation Session: Application of the

Analytical framework to a Case, the Analytical Framework for Effective Commercial Diplomacy, Effective Communication in Commercial Diplomacy - Verbal & Nonverbal, Writing Effective Resolutions, Simulation on the WTO Plenary Session Effective Negotiation in Commercial Diplomacy followed by Short Simulation, Simulation of Trade Negotiations, Finalization of the WTO Resolution, Alternate Dispute Resolution, Dispute Settlement in the WTO, Case Studies and Simulation of Trade Dispute Resolution & Evaluation of Dispute Resolution Simulation. Fifteen participants from various levels attended the Programme.

3. Some Aspects of Threats to Economic Security and Response Mechanisms in Collaboration with NSCS

A three-day Programme on Some Aspects of Threats to Economic Security and Response Mechanisms was organized during 6-8 December 2006 in the Institute's premises. The Programme was conducted in collaboration with DOPT and NSCS. The programme included: Economic Security as a Dimension of National Security - Inaugural Address, Vulnerabilities in Our Economic System: Problems & Prospects - Panel Discussion, Impact of the WTO and Globalization on Economic Security: Presentation, Experience Sharing Presentation: Role of RBI and Anti Money Laundering Steps, Integrated Market Surveillance System of SEBI, International Framework - FATF/APG/UNSC and Organizational Framework - FIU, Organizational Framework and Role of ED and PMLA, Terror Finance and Narco Terrorism: Panel Discussion, Panel Discussion on Hawala and Money Laundering, Legislative Framework. Twenty-five participants from various levels attended the Programme.

PROGRAMMES CONDUCTED DURING 2006-2007

<i>Sl. No.</i>	<i>Programme</i>	<i>Venue</i>	<i>Dates/ Duration</i>	<i>No. of participants</i>	
A. FOUNDATIONAL PROGRAMMES					
1.	Ph.D Programme	IIFT Campus	2006	3	
2.	MBA (International Business)	IIFT Campus	2005-2007 2006-2008	115 93	
3.	MBA (International Business) - Part-time	IIFT Campus	2004-2007 2005-2008 2006-2009	51 60 61	
4.	MBA (International Business) for Officers of ONGC	IIFT Campus	2006-2008	22	
5.	Executive Masters in International Business <i>thru</i> VSAT	All over India (91 Cities)	2005-2007 2007-2008	59 110	
6.	Executive Masters in International Business	IIFT Campus	Sept. 2005-Feb. 2007 Sept. 2006-Feb. 2008	66 68	
7.	MBA (International Business)	Tanzania	2005-2007 2006-2009	50 56	
B. PART-TIME CERTIFICATE COURSES					
1.	Certificate Programme in Export Management	IIFT Campus	April-July 2006	56	
2.	Chinese Language Course	IIFT Campus	Jan.-June 2007	78	
3.	Portuguese Language Course	IIFT Campus	Jan.-June 2007	41	
4.	Spanish Language Course	IIFT Campus	Jan.-June 2007	66	
C. OPEN PROGRAMMES					
1.	The Art of Public Speaking and Presentation Skills	IIFT Campus	7 April 2006	12	
2.	Getting Started in International Business for SMEs	IIFT Campus	8-10 May 2006	9	
3.	Export-Import Procedure and Documentation	IIFT Campus	21-25 Aug. 2006	15	
4.	Export-Import Procedure and Documentation	IIFT Campus	25-29 Sept. 2006	13	
5.	Export-Import Procedure and Documentation	IIFT Campus	11-15 Dec. 2006	12	
6.	Forex Management Strategies	IIFT Campus	14-15 Dec. 2006	7	
<i>Sl. No.</i>	<i>Programme</i>	<i>Sponsoring Organization</i>	<i>Venue</i>	<i>Dates/ Duration</i>	<i>No. of participants</i>
D. SPONSORED PROGRAMMES					
1.	Programme on "Economic Diplomacy for IFS Officer Trainees, 2005 Batch"	Foreign Services Institute, Ministry of External Affairs	IIFT Campus	22 May- 2 June 2006	20
2.	One day Workshop on "WTO Issues and Developments at Hong Kong and Post Hong Kong Scenario- Role of State Government" for senior officers of Govt. of MP, Bhopal	RCVPN Academy of Administration and Management, Bhopal	RCVPN Academy of Administration and Management, Bhopal	3 June 2006	82
3.	Programme on International Business and Trade Policy Issues for Indian Economic Service Officer Trainees (XXVII Batch)	Department of Economic Affairs, Ministry of Finance	IIFT Campus	24 July- 4 Aug. 2006	12

<i>Sl. No.</i>	<i>Programme</i>	<i>Sponsoring Organization</i>	<i>Venue</i>	<i>Dates/ Duration</i>	<i>No. of participants</i>
4.	Export and Logistics Management for IOCL officers	Indian Oil Corpn. Ltd., Lodhi Road, New Delhi	IIFT Campus	11-13 Aug. 2006	26
5.	WTO and the New Trade Regime for IAS officers	DOPT	IIFT Campus	11-15 Sept. 2006	27
6.	Workshop-cum-Training Programme on Export Promotion from Sikkim	Ministry of Commerce	Gangtok	12-15 Sept. 2006	42
7.	Orientation Programme on "India's Foreign Trade" as a part of the 41st Professional Course for Foreign Diplomats	Ministry of External Affairs	IIFT Campus	18 Oct. 2006	26
8.	Export Procedure & Documentation	Marine Products Export Development Authority (MPEDA), Kochi	Kochi	20 Nov. 2006	50
9.	Export Marketing, Procedure and Documentation for Traders of Moreh, Manipur	Department of Commerce & Industries, Govt. of Manipur	IIFT Campus	18 Dec. 2006-5 Jan. 2007	14
10.	Capacity Building Programme on WTO Issues for African Countries	MEA under ITEC	IIFT Campus	8-20 Jan. 2007	38
11.	Advanced Course on WTO for IAS Officers	DOPT	IIFT Campus	15-19 Jan. 2007	24
12.	Minerals	MMTC Limited	MMTC Training Centre, Adchini	5-6 Feb. 2007	28
13.	Infrastructure & Logistics	MMTC Limited	MMTC Training Centre, Adchini	7-8 Feb. 2007	24
14.	Non-ferrous Metals	MMTC Limited	MMTC Training Centre, Adchini	9-10 Feb. 2007	14
15.	Utilization of Credit for Exports & Imports	MMTC Limited	MMTC Training Centre, Adchini	19 Feb. 2007	24
16.	WTO	MMTC Limited	MMTC Training Centre, Adchini	20 Feb. 2007	25
17.	Trade with Focus Countries	MMTC Limited	MMTC Training Centre, Adchini	21-22 Feb. 2007	20
<i>Sl. No.</i>	<i>Programme</i>	<i>Collaborative Organization</i>	<i>Venue</i>	<i>Dates/ Duration</i>	<i>No. of participants</i>
E COLLABORATIVE PROGRAMMES					
1.	Refresher Programme on International Trade (FIEO)	FIEO	IIFT Campus	24-28 April 2006	22
2.	Training Seminar on Commercial Diplomacy	Consumer Unity and Trust Society (CUTS) International	IIFT Campus	28 June-1 July 2006	15
3.	Some Aspects of Threats to Economic Security and Response Mechanisms	DOPT & NSCS	IIFT Campus	6-8 Dec. 2006	25

RESEARCH

1. Relationship between Convention on Biological Diversity and the Agreement on TRIPS

The study entrusted by the Department of Commerce, MoC, focused on the interface between the rights and obligations that have been recognized by CBD, and the Agreement on TRIPS. Implementation of the CBD and the Agreement on TRIPS in a mutually supportive manner raises several issues that require careful consideration.

The study argued that the problems arising from bio piracy and misappropriation of traditional knowledge (TK) can be addressed by introducing a mandatory requirement to disclosure of sources of origin and evidence of prior informed consent and fair and equitable benefit sharing in a patent application. A mandatory obligation on the patent applicant as part of the norms of disclosure would, to an extent, be a self-policing provision. The approach would have the following advantages: (i) it would be an additional reason why the patent applicant would be encouraged to comply with the national laws on ABS; (ii) the onus would be on the patent applicant, so member countries cannot raise the objection of higher administrative costs for the patent office; (iii) it would enable patent offices to be more vigilant while examining patent applications that deal with biological resource and associated TK; and (iv) it would serve as a critical tool for biodiversity rich countries like India in tracking down applications based on bio resources and related TK, and enable adequate challenges to specious patents.

2. Preparation of India's Position on Future Rules in the Area of Services

The study conducted on behalf of MoC, examined various issues that need to be considered in the context of domestic regulations, which is one of the most important aspects in the area of rules pertaining to trade in services. The General Agreement on Trade in Services (GATS) recognizes the right of members to regulate, and to introduce new regulations on the supply of services within their territories in order to meet national policy objectives. The issue of domestic regulation assumes importance for developing countries

like India in their quest for obtaining increased access in the large developed country markets. The study provided overview of the issues that can arise in establishing effective disciplines governing domestic regulations in services.

3. Terminal Evaluation of Export Promotion Scheme of Handicrafts

The study sponsored by the Office of Development Commissioner (Handicrafts) Ministry of Textiles, was conducted with the following terms of reference:

- Identify the main beneficiaries of the scheme
- Analyze the relative significance placed to different components of the scheme by intended beneficiaries
- Analyze whether distribution of gains among exporters is equitable and efficient in terms of the export increment obtained
- Analyze whether intended beneficiaries have received the targeted benefits
- Analyze whether the shortcomings, if any, can be attributed to the scheme or the implementation thereof
- Identify the modifications required in the scheme in the light of market response and altered business environment, particularly the WTO regulations on financial assistance for export promotions.

4. Harnessing India's Economic Potential in China: Strategies for Cooperation and Synergy

The study undertaken on its own by IIFT makes an attempt to understand the bilateral relationship analyzing the past and recent developments with focus on the political and economic relationship between India and China. It analyzes the macroeconomic performances of these two countries to understand the development strategy and makes a detailed study on the trade dynamics and possible fallout of a trade agreement. The study recommends that India should negotiate using sector by sector approach rather than a negative list approach and bargain hard for services (IT, entertainment industry, logistics, financial services, English teaching, etc.) *vis-a-vis* manufacturing.

5. Automobile Industry: India, South-East Asia & China

The study was initiated by IIFT on its own. The objective of this study was to analyze variation of growth of industry in select Asian countries, viz. India, China, Thailand and Indonesia. Ownership structure, taxation, domestic market and performance in international trade have been discussed. The study also focusses on how Asian auto industry is coping up with the national as well as international demand, in a world where automobile markets are getting consolidated and distribution channels have become more streamlined. This is all the more important as the product life cycle of each automobile model is getting squeezed.

6. Export Development Plan of Sikkim

The study was sponsored by APEDA. As a part of study on Preparation of Export Development Plans for North Eastern Region, the Institute has also prepared a draft Export Development Plan for Sikkim that includes following components:

- Review of Sikkim's resource base
- Identifying international marketing opportunities for Sikkim
- Identifying products with export potential from Sikkim
- Development of strategy for export promotion from Sikkim

The study has attempted to find the weak links related to export growth of the state which needs to be addressed for evolving an export marketing strategy. The action points proposed in the study include development of institutional mechanism for export promotion, development of export marketing skills, creation of website and establishment of integrated International Marketing Information Centre, establishment of cold storage and refrigerated transport facilities, establishment of permanent trade display and information centre at Gangtok, development of virtual trade fair, providing incentives for export promotion by the State Government, horticulture development, addressing comprehensive strategy on issues related to border trade, creation of a WTO cell and formulating an integrated strategy for overall development of export oriented production. Besides,

the options for getting finance under various schemes have also been suggested.

7. Foreign R&D Centres in India

The study was sponsored by DSIR. The objective of the present study was to learn from the activities of foreign owned R&D centres in India, and come to a policy prescription after making a careful study of the characteristics of R&D activities of select foreign R&D centres in India and their role in domestic R&D capacity building. The study is limited to R&D centres in India owned by foreign companies in certain select sectors. The sectors included are the following: Bio-technology & Pharmaceuticals; Agriculture; Computer Software & Hardware; Automobile; Chemical; Others (including electronic/mechanical).

8. Research Study on "Exportable R&D Services from ICMR System"

The main objectives of the study sponsored by DSIR were to:

- examine the types of R&D services available from the ICMR system, laboratory-wise in different sectors.
- find out the availability of major facilities associated with R&D work with ICMR laboratories.
- identify constraints and suggest measures to enhance exportable R&D services.
- come out with the suggestions and recommendations to promote the export of R&D services from the ICMR system.

Following are the major findings:

- Level of international exposure for marketing R&D services and global competition in most of the labs is inadequate.
- Some of the laboratories under the ICMR system have taken initiatives to forge research partnerships with MNCs, which can be leveraged to provide R&D services in areas such as drugs and pharmaceuticals, etc.
- There is potential to export R&D services from ICMR system in various areas of their core competence. However, they are lacking in information regarding business opportunities, inclination and orientation towards international marketing of R&D services.

- The various exportable R&D services of 19 ICMR are: Testing, Training, Consultancy Services, Surveys, Studies, Clinical Trials, Contract Research and Supply of Information/Database.
9. **New EU-GSP: Implications on Indian Textiles & Clothing Sector**

The study was conducted on behalf of the Textiles Committee, Government of India, Ministry of Textiles.

The objective of the study was to analyze the impact of the new GSP scheme introduced by the EU on 1 April 2005 (valid till 31 December 2008), on the textile and clothing exports, and to suggest necessary strategies to maximize the benefits for the small and medium Indian textiles and clothing exporters under the scheme. The basic assumption that guided the study was the apprehension about the Indian exporters losing GSP benefits on account of stringent Rules of

Origin (RoO) provided under the new EU-GSP scheme, which requires strategizing to get benefits out of the scheme. Based on a survey covering textile clusters in Tamil Nadu, Maharashtra, Karnataka and New Delhi, the study found out that EU is the top destination accounting for 48.7 per cent of the total exports. The enlarged EU market has opened up possibilities of increased exports as well as thrown challenges for the exporters in terms of competition from countries such as China. The challenges come both as demands for better quality products and for newer and contemporary designs. Added to this is the fact that the demands for the Indian textile products have been increasingly coming from countries such as Poland, Czech Republic, Slovakia, Cyprus, Malta, Hungary, Slovenia, Latvia, Lithuania and Estonia. The study also found out lower levels of awareness among the Indian textiles and clothing exporters of availability of preferences as well as of utilization of the existing spaces for maximization of benefits.



SEMINARS/WORKSHOPS

1. Training Programme for APEDA SMEs in Food Processing Sector

Under the SME Centre the above Programme was conducted at IIFT New Delhi Campus during 25-30 May 2006. It was attended by 17 participants. Considering the specificity of the area, the programme at New Delhi covered four sub-sectors: (i) Dairy; (ii) Fruits & Vegetables; (iii) Meat and poultry; and (iv) Cereal and cereal preparation.

This Programme aimed a capacity building for small agricultural exporters and importers in India to help SMEs in understanding the structure of Processed Food Industry, develop awareness about international business regulatory environment, to understand the operational and logistics functions in processed food trade, identify market opportunities for exports; and to provide inputs and skills for Forex risk management.

2. Training Programme for APEDA SMEs in Food Processing Sector

Six-day training programme for APEDA registered SMEs in Food Processing Industry for West Bengal region was held during 25-30 November 2006 at IIFT, Kolkata, wherein 16 SMEs from Food Processing Industry were trained. Considering the specificity of the area the programme at Kolkata covered four sub-sectors: (i) Dairy; (ii) Rice; (iii) Fruits; and (iv) Vegetables.

This Programme aimed at capacity building for small agricultural exporters and importers of West Bengal eastern region to help them understand the structure of Processed Food Industry, develop awareness about international business regulatory environment, to understand the operational and logistics functions in processed food trade, identify market opportunities for exports and to provide inputs and skills for forex risk management.

3. International Technology Trade and Management, Pune

A 3-day MDP on the subject above was held at Pune with the association of MITCON Institute of Management, Pune during 14-16 December 2006. It was attended by 133 participants. The topics deliberated were:

1. Concepts & Introduction to Globalization
 2. Globalization and Technology Management
 3. WTO, RTA, FTA
 4. Technology Financing & International Trade Finance
 5. IPR & Law
 6. Leveraging Technology Management in International Trade
 7. Quality Management and Implications of Technology in Emerging
 8. Multilateral Systems & Global Marketing Scenario and Convergence.
4. "Capacity Building Programme of SMEs in Mekong sub-Region" with special focus on Cambodia, Lao PDR and Vietnam

The above 5-day training programme on "Capacity building of SME in Greater Mekong Sub Region (GMS) and Policy Makers was successfully conducted during



11-16 December 2006. Thirty SMEs from three countries - Lao PDR, Cambodia and Vietnam were provided inputs on various issues focusing on promotion of inter regional and intra regional trade in the MEKONG region.

5. Management Teachers' Programme on International Business Strategy

At the initiative of Strategic Management Forum to conduct a series of training programmes on the subject, this was the third Programme conducted by the Institute in association with All India Council for Technical Education (AICTE) during 26-30 December 2006. It was attended by 19 participants from different colleges. The subjects covered during the Programme were: Address on Globalization; A Strategic Approach to Internationalization; Managing in a Borderless World; How Global Companies Win Out; Tap Your Subsidiaries for Global Reach; The Global Logic of Strategic Alliances, etc.

6. India's Deepening Economic Engagement with Asia

A half-day faculty Seminar on "India's Deepening Economic Engagement with Asia" was conducted by Dr. Rahul Sen, Fellow, Institute of South East Asian Studies, Singapore & Co-editor, ASEAN Economic Bulletin.



7. Understanding Progress on Doha Development Agenda in Agriculture

A half-day Seminar on the above issues was conducted by Dr. Alexander Sarris, Director, Commodities & Trade Division, FAO. An in-depth understanding about the various issues in WTO affecting the agricultural trade from the developing countries was extended by the speaker.

8. Workshop on Role of IPR to Enhance International Business of SMEs

The above Workshop was organized by Centre for International Trade in Technology (CITT) in association with CII at Jaipur on 16 March 2007. The total number of participants was 77. Some of the topics covered in the Workshop were: Issues and Challenges in IPR Management for SMEs; Acquiring Intellectual Property for International Business Competitiveness; Licensing; and Commercialization of Patents – Case Studies & Live Demonstration of Patent Filing, Trade Marks, Design and GI Registration.



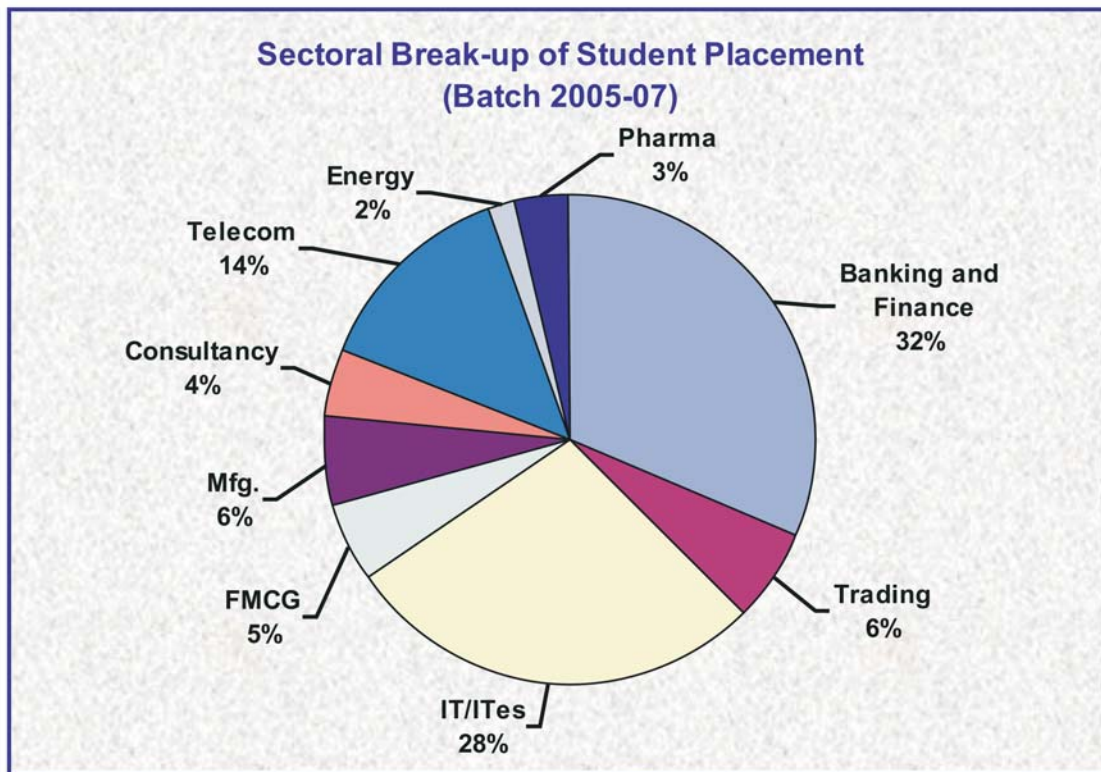
PLACEMENTS

This year, 80 companies had agreed to participate in the Placement Programme 2007. All the students of Batch 2005-07 got placed on 41 companies and 39 companies had to be regretted for our inability to offer any student. The major recruiters were from banking sector as against IT sector of the previous year.

The average salary was Rs. 9.3 lakh per annum, i.e. about 15 per cent more than the previous year. The highest domestic salary package was Rs. 19.2 lakh per annum offered by Australian Wheat Board and the highest international offer stood at US\$100,000 per annum given by Olam International. Out of the batch of 115 students, 16 students had received pre-placement offer based on their summer internship but only 5 students availed the offer. Thirty-seven students got placed as lateral candidates.

Social Awareness Programme (SAP)

Eighteen NGOs were identified for the attachment of 115 MBA (IB) students of Batch 2005-07. The NGOs were selected to cover various issues of the society such as poverty, hunger, health, family welfare, environment and education. The interaction with the NGOs started from August 2006 and the attachment for the field project was for a period of three weeks during February 2007. The programme is of three credits: one credit to be given based on the interim report and two credits based on the final report.



TECHNICAL COOPERATION

In order to retain its position as a premier top B-school and a highly rated research organization, IIFT has been successfully strengthening its relationship with regional as well as international organizations by signing MoUs, participating in interactive sessions and improving the networking among the institutions. By keeping close links with them, the Institute has derived benefits. Interaction through participation in meetings, workshops, conferences and seminars, as also exchange of information has been the major component as a sequel to the above.

The IIFT is a member of the following international and regional organizations:

- International Association of Trade Training Organizations (IATTO), UK
- Academy of International Business (AIB), USA
- Association of Training Institutions for Foreign Trade in Asia and the Pacific (ATIFTAP), Manila, the Philippines
- The Association of Indian Management Scholars (AIMS), USA

Visit to Singapore, UK and USA by the Foundational Programme Students

This year the participants of two-year full-time MBA(IB) visited Singapore under the guidance of Prof. Sushil Kumar. The team visited the Trade Development Board, PSA, Chamber of Commerce as well as some private organizations/companies dealing with international trade. This provided good exposure to the participants.

Three faculty members, Prof. Harkirat Singh, Dr. Ravindra Saradhi and Dr. T.P. Ghosh with ten participants of MBA(IB) 2006-08 programme visited City College Norwich, London.

Twenty-one participants of MBA(IB) 2006-08 for ONGC executives visited George Mason University in

USA for two-week special programme under the guidance of their Programme Director, Dr. K. Rangarajan.

Student Exchange Programme

Mr. Osmany Rooman and Mr. Anand Rehtolla from CERAM Sophia Antipolis, France attended one trimester along with MBA(IB) 2006-08 programme under International Student Exchange Programme of the Institute. Four students of two-year full-time MBA(IB) 2005-07 programme, viz. Mr. Vishwas Khanna, Mr. Brijesh Kumar Nain, Ms. Sudheera Gangireddy and Ms. Pooja Bajaj attended one trimester at Pforzheim University of Applied Sciences, Germany.

Scholarships

Sir Ratan Tata Trust, Mumbai awarded five scholarships to the meritorious students of two-year full-time MBA(B) 2005-07 programme. The scholarship covers part of tuition fee subject to a maximum of Rs. 32,500 per student and does not cover hostel and/or other fees. The following five students were awarded the scholarship for the academic year 2006-07:

1. Shri Vishwas Khanna
2. Shri Deepak Venugopal
3. Shri Brijesh Kumar Nain
4. Shri Swarnim Bhardawaj
5. Ms. Sudheera Gangireddy

In addition to the above scholarship, Export-Import Bank of India also awards one scholarship to a student belonging to SC/ST category of two-year full-time MBA(IB) every year. Under this scholarship, the total tuition fee of the student is awarded as scholarship amount. For 2006-07, the scholarship of Rs. 62,500 was awarded to Ms. Sumita of MBA(IB) 2005-07 programme.

The Institute has MoUs with the following international institutions:

Institution	Memorandum of Understanding
Centre for Globalization and Sustainable Development, Columbia University	The MoU provides for undertaking joint research programmes in the areas of global competitiveness of Indian industry and FDI Policy and issues to provide inputs for formulating trade and investment policies for Government of India.
CERAM Sophia Antipolis, France	The MoU provides to pursue student and faculty exchange activities in order to promote understanding and goodwill and strengthen cultural ties and broaden student & faculty experience and horizons.
Institute for Trade Studies and Research (ITSR), Iran	The MoU provides for framework for a partnership arrangement between ITSR and IIFT ensuring close cooperation and coordination of efforts concerning research & training and sharing of information and data in areas to be agreed upon mutually.
Institute of Finance Management (IFM), Dar-es-Salaam, Tanzania	The MoU provides for IIFT to offer MBA (IB) at Dar-es-Salaam.
International Institute for Trade and Development, Bangkok, Thailand	The MoU provides for the framework for a partnership arrangement between ITD and IIFT ensuring close cooperation and coordination of efforts concerning research and training.
School of Public Policy (SPP), George Mason University, USA	The MoU provides for students exchange programme at the master's degree level with up to five students from IIFT being exchanged with up to five students from SPP.
United Nations Conference on Trade and Development (UNCTAD)	The MoU provides for setting up a Regional Centre for Training in Investment Related Issues for Asia.
Foreign Trade Training Centre (FTTC), Egypt	The MoU provides for framework for a partnership arrangement between IIFT and FTTC ensuring close cooperation and coordination of efforts concerning training, research and consultancy.
Oakland University, USA	The MoU provides for framework for a partnership between IIFT and Oakland University ensuring close cooperation and coordination of efforts concerning faculty exchange and research programme.
Vietnam Institute for Trade, Hanoi	The MoU provides for joint research and training opportunities to IIFT at the Vietnam Institute for Trade campus at Hanoi.
Pforzheim University of Applied Sciences, Germany	The MoU provides for the Institute to sponsor 2-3 students every year for one trimester to Pforzheim University of Applied Sciences, Germany. The programme is tuition free and the sponsored students receive about 650-700 Euros per month.
HENKEN Swedish School of Economics and Business Administration, Helsinki, Finland	The MoU provides for the Institute to sponsor 2-3 students every year for one trimester to HENKEN Swedish School of Economics and Business Administration, Helsinki, Finland. The programme is tuition free.
Virginia Polytechnic Institute & State University, USA (Virginia Tech)	The MoU provides for exchange of faculty & students and academic information. It also provides for joint research and conferences.
Grenoble School of Management, France	The MoU provides to pursue student and faculty exchange activities in order to promote understanding and goodwill and strengthen cultural ties and broaden student and faculty experience and horizons.
IESEG-School of Management, France	The MoU provides for exchange of faculty & students and academic information. It also provides for joint research and conferences.
Export Edge Business College (EEBC), Dublin, Ireland	The MoU provides for framework for a partnership between IIFT and EEBC ensuring close cooperation and coordination of efforts concerning student & faculty exchange and research programme.

FOREIGN TRADE LIBRARY

The Foreign Trade Library of IIFT is one of the largest of its kind (specializing in international business) in India. It continued with its endeavor to add to its collection of specialized publications and expand and improve its services. Section-wise distribution of the Library acquisition during 2006-2007 is given below:

POSITION OF LIBRARY ACQUISITIONS DURING 2006-2007

Section	Acquisition in 2006-2007	Total as on 31.3.2007
Books, Reports, Video Cassettes & CD-ROMs (including complimentary publications)	840	68,325
Documents	-	9,122
Bound volumes of periodicals	550	16,288
New Journal titles added	1	729
Databases/Online Sites	2	14
Total	1,393	94,478

Valuable information and data on International Business through books, periodicals, newspapers, documents, special research reports, video-cassette, CD-ROMs, etc., was collected and made available to the faculty, researchers, traders, participants of various training programmes, conducted by the Institute and Government Departments. Research Scholars from various universities both Indian and foreign made use of the Library for their doctoral and post-doctoral research work.

The Documentation Section was further strengthened with the addition of new periodical titles on relevant disciplines. The literature was enriched with the publications procured from international organizations such as United Nations Agencies, ITC/UNCTAD/WTO, IMF, IBRD, national and international banks, Ministries/Departments of the Government of

India, Export Promotion Councils, Commodity Boards and other trade promotion organizations. Also, in order to facilitate online access to information, the Library has also subscribed to trade related online sites, online and offline databases like Inside Trade.com, India Stat.com, International Financial Statistics, EBSCO, ProQuest, JSTOR, Capataline Plus, World Trade Atlas, WITS, Commodity Price Bulletin, Trade Map, NetLinx; CMIE databases, DGCIS, etc.

“Monthly List of Additions” of new books and reports (annotated) and “ARTINDEX” Fortnightly: List of Articles Related to Trade (annotated) are prepared regularly for in-house circulation.

WTO Resource Centre set up in the Library is fulfilling the need of research scholars, policy-makers and academicians on the issues relating to WTO and its implications for India. The Centre has a rich collection of Books, Reports, Journals, video-cassettes, CD-ROMs and news items/articles on WTO and related issues. The Centre brings out “WTO News Collection” (monthly) (annotated), “WTO Documentation List” (monthly) (annotated) and “Additions to WTO Resource Centre” (monthly) (annotated) on a regular basis for in-house circulation and partially in Ministry of Commerce.



COMPUTER CENTRE



DELHI CAMPUS

There are four Computer Centres out of which three are exclusively for the students and the fourth is dedicated to training and research activities of the Institute. Two students' computer centres comprising 40 computers are open round-the-clock and have access to all IT facilities, including internet. The Institute has 4 mbps lease line to provide internet access to all the terminals. The network facilities have been extended to entire campus. The class-rooms are equipped with LCD projectors and embedded PCs for online presentations.

The following services are being carried out in the Institute.

1. E-mail
2. Web hosting
3. SME Resource Centre
4. RDBMS
5. Library Information System
6. Result Processing
7. Feedback Processing
8. File & Print Server
9. Financial Accounting
10. Employee Information System
11. Learning Resource Centre for students
12. Campus Network for student activities.

The Institute has following infrastructure:

Servers

1. IBM Blade Centre with 5 blade servers connected to SAN Storage Device
2. Sun Enterprise-450 Servers - 2 Nos.
3. HP Proliant DL 380 - 1 No.
4. Sun Cobalt RAQ-XTR - 1 No.

Network

The local area network comprises CISCO Switches, CISCO Router, Firewall, McAfee Appliance at gateway, etc. with fibre optic connectivity in different building blocks. Wi-Fi connectivity is also available in hostels. IIFT Delhi and Kolkata Campuses are connected with 2 mbps MPLS link.

Nodes

There are about 270 Pentium-IV computers loaded with Windows XP/2K, MS-Office XP/2000, statistical software, viz. SPSS, Eviews, etc.

Video Conference

Video conference facilities are available between Delhi and Kolkata.

UPS

Centralized UPS connectivity has been provided to all computer systems in the campus.

Printers

1. HP 8500 /HP 4500 DN/HP 2550 colour laser printers
2. HP 8150 network printers
3. HP LaserJet 6L/1000/1015 printers.

Scanners

1. HP 6450C/6300C/5300C

Database

Besides fully computerized Library data the following databases are available in the Institute's Local Area Network:

1. India Trade (India's foreign trade)
2. Prowess (Company profile of India)
3. www.insidetrade.com
4. www.indiastat.com
5. Ebsco
6. World Trade Atlas
7. PC-TAS
8. International Financial Statistics
9. WITS/TRAINS

KOLKATA CAMPUS

A Computer Centre for the students with 15 P-IV computers. All services including internet, email, databases, etc. available at Delhi Campus are also provided at Kolkata through MPLS link.

The Centre has the following IT infrastructure:

Server

1. HCL WIN 2003- 1 No.
2. HP Proliant DL 380 - 1 No.

Scanner

HP ScannerJet 7800 - 1 No.

Nodes

30 P-IV computers with 15" colour monitor, Windows XP and Office 2003 installed.

Printer

1. HP 9040 network printer. - 1 No.
2. HP 2600 N colour printer - 1 No.

UPS

Centralized UPS connectivity has been provided to all computer systems in the campus.



PUBLICATIONS

The Institute brought out the following periodicals during the year 2006-07, in addition to various brochures, prospectuses and folders:

Foreign Trade Review

The Institute's quarterly journal, *Foreign Trade Review*, continues to be the platform of authoritative views and objective analysis of the foreign trade in the context of economic development. It carries papers by IIFT Faculty and outside experts.

Focus WTO

With the establishment of World Trade Organization (WTO) in 1995, the entire gamut of international trade has undergone a sea change. Hence, providing analysis and information about the WTO and how it helps, promotes and affects exports, imports and entire business operations and transactions, for Indian trade and industry is a matter of serious concern. Since there had been no bulletin or magazine available in the country dealing exclusively with WTO issues, the Institute launched in May 1999 a bi-monthly News and Views Magazine, entitled *Focus WTO* to fill this void. Each issue of *Focus WTO* is dedicated to a

particular theme. Six issues brought out during the year, focused on *Domestic Support, NAMA, Market Access in Agriculture, LDCs in WTO, Services, and Textiles*. The magazine has three sections – the first section carries Lead Article(s) while the second section presents a snapshot of news appearing in the domestic and international Press, the third section provides excerpts or complete official document(s) that are not easily available to trade and industry, as well as to the academia and other researchers.

Technology Exports

The Institute in collaboration with the Department of Scientific & Industrial Research (DSIR) brings out bi-monthly newsletter, *Technology Exports*. The Newsletter provides ample information on the latest developments in the area of technology exports and also creates awareness about India's technological capacity in the international business community.

Occasional Paper Series

Under the Occasional Paper series, the Institute brought out an Occasional Paper entitled "A Review of India Sri-Lanka Trade Cooperation".

AUDIO-VISUAL SUPPORT

The classroom inputs as in the previous years are supplemented by teaching aids like proxiscope (epidiascope), state-of-the-art sound system, video/ LCD projectors, overhead projectors, movie film projectors, slide projectors, video cassette recorder, colour TV, tape-recorders, etc. which are being frequently used in IIFT's Foundational Programmes, Management Development Programmes, seminars, workshops, etc.

INTERACTIONS

The Institute provides an excellent platform for sharing experiences and knowledge of various industry leaders and experts with the students which help them to broaden their horizon and improve their learning curve. Some eminent speakers during the year were:

Speaker	Designation	Organization
Shri M. Damodaran	Chairman	SEBI
Shri Jainder Singh	Secretary	Ministry of Information Technology
Shri Adi Godrej	Chairman	Godrej Group
Shri Kiran Karnik	President	NASSCOM
Shri Ashok Wadhwa	CEO	Ambit Corporate Finance Pte. Ltd.
Shri Ranjit Shahani	Country President	Novartis
Dr. K.C. Chakrabarty	Chairman & MD	Indian Bank
Shri Rashesh Shah	CEO	Edelweiss Capital
Shri Varun Bajpai	MD, Corporate Finance	Macquarie Securities India Pvt. Ltd.
Shri Harish H.V.	Partner, Corporate Finance	Grant Thornton India
Mr. Cyril Shroff	Sr. Partner	Amarchand Mangal Das & Co.
Shri Udayan Bose	Chairman	Thomas Cook India Ltd.
Ms. Manisha Girotra	Chairman & Managing Director	UBS Securities India Pvt. Ltd.
Shri Madan Menon	Co-CEO	Barclays Capital
Shri R. Srinivasan	National Business Editor	<i>Hindustan Times</i>
Shri G.R. Ganapathy	VP - Fixed Income Capital Markets	Citigroup
Shri Govindraj Ethiraj	Editor, News Media	<i>Business Standard</i>
Shri Sanjay Bhandarkar	Managing Director	Rothschile India
Shri Sandeep Patel	Head - Corporate Finance	Goldman Sachs India
Shri S. Durgashankar	Sr. Vice President - M&A	Mahindra & Mahindra
Shri Nandakumar Ranganath	Head - Investment Bank	DBS India
Shri Ganesh Natarajan	Dy. Chairman and MD	Zensar Technologies Ltd.
Shri Kamal Mansharamani	CEO	Birlasoft
Shri Baru S. Rao	CEO	Capgemini India
Shri G.S. Krishnamoorthy	COO	US Technology Resources, India
Shri Ajai Chowdhry	Chairman and CEO	HCL Infosystems
Shri Bharat Goenka	Managing Director	Tally Solutions Pvt. Ltd.
Shri Tanmoy Chakrabarty	VP & Head, Global Govt. Industry Group	TCS Ltd.
Shri Rajdeep Saharawat	Vice President	NASSCOM
Shri Satish Venkatachaliah	Vice President - HR	SAP Labs India
Ms. Binoo Wadhwa	Director - People Success	Sapient Corporation, India
Ms. Jayantika Dave	Director - HR, India Operations	Agilent Technologies
Shri Prashant Sankaran	CEO	Blueshift

Speaker	Designation	Organization
Mr. Andre Villeneuve	Chairman	Euronext
Shri R. Balachander	Director (Markets)	Ernst & Young
Shri Asitava Sen	Principal Consultant	PriceWaterHouse Coopers
Ms. Priti Gulati	Vice President, Debt Markets	DSP Merrill Lynch
Shri D.K.Joshi	Senior Economist	Crisil
Shri Rohit Pagare	Sr. Manager, Global Tax Advisory Services	Ernst & Young
Shri Somen Chattopadhyaya	Senior Economist	JNU
Shri Sumir Suneja	Head, Marketing	Perfetti Van Melle
Shri Manish Mansingka	Chief Operating Officer	Noble Grain India Pvt. Ltd.
Shri Probir Das	Head, Pre Analytical Systems	Becton Dickinson
Shri Yogi Sriram	Senior Vice President, HR	Taj Group
Shri Munish Purbey	Country Head	Cargill
Shri Prakash Jhanwar	Head, IT and Risk Management	Olam International
Shri Narendra Murkumbi	MD	Sri Renuka Sugars
Mr. Stefano Pelle	VP and COO	Perfetti Van Melle
Shri Rohit Aggarwal	Chairman and CEO	Techtribe
Shri Aditya Sharma	Company Secretary	PWC
Shri Prosenjit Kundu	Head, Forex	UTI Bank

GENERAL

Meetings of the Board of Management, Finance Committee and Academic Council

During the year, two meetings of the Board of Management on 14 July 2006 and 21 September 2006; two meetings of the Academic Council on 12 September 2006 and 26 March 2007; and two meetings of the Finance Committee on 11 September 2006 and 28 March 2007 were held.

Financial Highlights

Head of A/C	(Rs lakh)	
	2005-06	2006-07
Training Programmes	886.87	1,437.44
Sponsored Research Projects and Seminars	45.62	92.32
Membership Fee	0.51	1.33
Rent from Hostel	41.78	44.59
Publications & Journals	2.32	5.18
Placement Fee	8.10	8.80
Miscellaneous Receipts	97.27	226.83

राजभाषा हिंदी की गतिविधियां

संस्थान अपने मूल उद्देश्य विदेश व्यापार में शिक्षण, प्रशिक्षण एवं अनुसंधान की ही भांति संघ की राजभाषा नीति के अनुपालन के प्रति पूरी तरह जागरूक और प्रयासरत है। राजभाषा हिंदी का प्रयोग न केवल दिन-प्रतिदिन के कार्यालयीन कामकाज में है अपितु विदेश व्यापार संबंधी शिक्षण, प्रशिक्षण एवं प्रकाशन में भी हिंदी का प्रयोग किया जाता है। वर्ष 2006-07 के दौरान संस्थान द्वारा हिंदी के प्रगामी प्रयोग से संबंधित कार्यों का विवरण निम्न प्रकार है :-

1. हिंदी में शिक्षण - इसके अंतर्गत प्रत्येक वर्ष संस्थान के एमबीए(आईबी) एक्सचेंज प्रोग्राम के अंतर्गत विदेशों से आए छात्रों को हिंदी भाषा सिखाई एवं पढाई जाती है। इसके बाद उनकी परीक्षा ली जाती है और परीक्षा उत्तीर्ण करने पर प्रमाणपत्र प्रदान किया जाता है। वर्ष 2006-07 के दौरान निम्न देशों के छात्रों को हिंदी सिखाई व पढायी गयी है:

- क. फ्रांस
- ख. स्वीडन
- ग. फिनलैंड

2. हिंदी में प्रशिक्षण कार्यक्रम - संस्थान द्वारा लघु व मध्यम स्तर के महिला एवं पुरुष उद्यमियों (एसएमईज) को विदेश व्यापार संबंधी जानकारी प्रदान करने के लिए हिंदी माध्यम में प्रशिक्षण कार्यक्रम चलाए जाते हैं। वर्ष 2006-07 में संस्थान ने राजभाषा हिंदी में कुल 10 प्रबंधन विकास कार्यक्रम आयोजित किए जिनका विवरण निम्न प्रकार है :

वर्ष 2006&07 के दौरान आयोजित निर्यात प्रबंधन कार्यशालाएं

स्थान	अवधि	सहयोगी संस्था
लुधियाना, पंजाब	13-16 मई 2006	डीजिएफटी
मुलाना, हरियाणा	29-31 मई 2006	एसएसआई, करनाल
बैंगलोर, कर्नाटक	19-23 जून 2006	विश्वेश्वरैया इंडस्ट्रियल ट्रेड सेंटर
अंकलेश्वर, गुजरात	28-31 अगस्त 2006	अंकलेश्वर इंडस्ट्रीज एसोसिएशन
ग्वालियर, मध्य प्रदेश	07-10 नवंबर 2006	एमट्राईफेक, भोपाल
सहारनपुर, उत्तर प्रदेश	17-19 नवंबर 2006	इंडियन इंडस्ट्रीज एसोसिएशन
हैदराबाद	6-9 दिसंबर 2006	बदुका एजुकेशन सोसाइटी
कानपुर, उत्तर प्रदेश	19-22 जनवरी 2007	फीओ, नई दिल्ली
गुवाहाटी	21-23 फरवरी 2007	भारतीय उद्यमिता संस्थान
नाथद्वारा, उदयपुर	27-30 मार्च 2007	मोहनलाल सुखाड़िया वि.वि. उदयपुर

ये कार्यक्रम राजभाषा हिंदी के प्रचार प्रसार के साथ-साथ विदेश व्यापार के बारे में आम लोगों में जागरूकता पैदा करने और उन्हें विदेश व्यापार के लिए प्रेरित करने में काफी सहायक सिद्ध हुए

हैं। प्राप्त रिपोर्टों से पता चला है कि अनेक उद्यमी इस कार्यक्रम से मिली जानकारी के आधार पर अपना निर्यात व्यापार आरंभ करने में सफल रहे हैं।

3. धारा 3(3) का अनुपालन - संस्थान में सभी कार्यालय आदेश, परिपत्र, अधिसूचनाएं आदि द्विभाषी रूप में जारी किए जाते हैं। इसके अलावा, अवकाश आवेदन, भविष्य निधि चिकित्सा प्रतिपूर्ति बिल, यात्रा रियायत बिल, वाहन व्यय इत्यादि के फार्म पूरी तरह हिंदी और अंग्रेजी में समान रूप से उपलब्ध हैं। इसके अनुपालन के लिए संस्थान द्वारा जारी होने वाले सभी प्रवेश पत्रों को द्विभाषी कर दिया गया है।

4. संस्थान की द्विभाषी वेबसाइट - संस्थान की वेबसाइट पर महत्वपूर्ण जानकारियां हिंदी व अंग्रेजी दोनों भाषाओं में हैं। सूचना का अधिकार के अंतर्गत सभी जानकारियां हिंदी में उपलब्ध हैं।

5. हिंदी प्रशिक्षण - संस्थान के कर्मचारियों को प्रशिक्षण हेतु प्रत्येक सत्र में नामित किया जाता है। वर्तमान में श्रीमती सुशील कुमारी, कनिष्ठ लिपिक ने हिंदी शिक्षण योजना के आर के पुरम केंद्र पर प्रशिक्षण में शत प्रतिशत अंको के साथ परीक्षा उत्तीर्ण की।

6. हिंदी कार्यशाला - संस्थान में प्रत्येक तिमाही हिंदी कार्यशाला आयोजित की जाती है जिसमें अधिकारियों/कर्मचारियों को संघ की राजभाषा नीति की जानकारी प्रदान की जाती है एवं अपना दैनिक कार्य हिंदी में करने के लिए उन्हें प्रेरित व प्रोत्साहित किया जाता है।

कोलकाता परिसर के कर्मचारियों के लिए दिल्ली कार्यालय से वीडियो कांफ्रेंसिंग के माध्यम से हिंदी कार्यशाला आयोजित की गई।

7. हिंदी पखवाड़े का आयोजन - प्रत्येक वर्ष की भांति इस वर्ष भी संस्थान में 15-26 सितंबर 2006 के दौरान हिंदी पखवाड़े का आयोजन किया गया। पखवाड़े के दौरान कवि सम्मेलन व हिंदी रंगारंग कार्यक्रम के अतिरिक्त निबंध लेखन, वाद-विवाद व टाईपिंग की प्रतियोगिताएं आयोजित की गईं। इस अवसर पर संस्थान के 26 कर्मचारियों को पुरस्कृत किया गया।

7. हिंदी प्रोत्साहन योजना - हिंदी में काम करने वाले कर्मचारियों को प्रत्येक छमाही रु 600/- की प्रोत्साहन राशि दी जाती है। दिसंबर 2006 को समाप्त छमाही के लिए संस्थान के 16 कर्मचारियों को प्रोत्साहन पुरस्कार प्रदान किए गए।

9. हिंदी में प्रकाशन- संस्थान के हिंदी प्रकाशन निम्न प्रकार है :

- क. अंतरराष्ट्रीय व्यापार: अवधारणा, नीतियां एवं प्रक्रिया।
- ख. निर्यात व्यापार कैसे आरंभ करें।
- ग. वार्षिक रिपोर्ट।

STUDENT ACTIVITIES

International Management Forum (IMF)

The International Management Forum (IMF) is the elected representative body of the students of full-time MBA(IB) Programme of IIFT. The body coordinates students' activities such as organizing National Symposiums, Conclaves, Sports and Quiz Competitions, and interactions with the representatives of Government of India and corporate sectors.

NATIONAL LEVEL EVENTS ORGANIZED BY IIFT IN THE YEAR 2006-07

1. National Symposium on "Aiming Global Businesses: IT-ITes Industry's New Priorities, New Realities"

Information Technology has emerged as the most fundamental strategic tool for an organization. IT has influenced every aspect of commercial enterprise - its structure, its products and services, its markets and processes. IT has been contributing significantly to productivity and growth in global economy. In IT and ITes, India has emerged as the most preferred destination for business process outsourcing, a key driver of growth for the software industry and the services sector. With this background, a national symposium on "Aiming Global Businesses: IT-ITes Industry's New Priorities, New Realities" in association with NASSCOM was organized on 21 August 2006 at IIFT, New Delhi.

The Key Note address was given by Mr. Kiran Karnik, President, NASSCOM and the white paper prepared by the students was released by the Guest of Honour, Mr. Jainder Singh, IT Secretary, Government of India.

The first session of the symposium focused on "Challenges for IT - ITes Firms to Sustain Their Global Competitiveness" and had eminent speakers, namely Mr. Ganesh Natrajan, CEO and MD, Zensar Technologies; Mr. Baru S. Rao, CEO, Cap Gemini, India; Mr. Kamal Mansharamani, CEO Birla Soft, and others.

The second session had focus on "Domestic IT Market - The Road Ahead". Mr. Ajai Chaudhary, Founder

HCL, Chairman and CEO - HCL Info System, Mr. Bharat Goenka, MD, Tele Solutions; Mr. Tanmoy Chakrabarty, VP and Head - Govt. Practice, TCS were the prominent speakers.

The last session was on "Issues and Challenges for Global IT-ITes Managers: HR Perspective". This session was graced by Mr. Satish Venkatachaliah, VP-HR, SAP Labs India Pvt. Ltd.; Ms. Binoo Wadhwa, Director, People Strategy, Sapient India as speakers.

2. National Symposium on "Mergers and Acquisitions: Emerging Trends"

The process of liberalization, privatization and globalization has influenced the functioning and governance of Indian companies and has forced Indian companies to refocus their strategies. In the process of refocusing, mergers and acquisitions (M&A) are becoming the need of the hour. Indian corporate houses are now refocusing on the lines of core competence, market share and global competitiveness.

From meager 20-25 deals in the year 1995-96, the M&A activities had witnessed exponential growth over the last decade or so. Indian companies struck deals worth US\$25.6 billion in the first six months of 2006, up from US\$8 billion in the first half of 2005, and US\$23.6 billion for the whole year.

In such a scene, a national symposium on "Mergers and Acquisitions: Emerging Trends" in association with Bombay Chamber of Commerce and Industry was organized on 11 October 2006 at Hotel Taj President, Mumbai. The Key Note address was given by Mr. M. Damodran, Chairman, SEBI and the Guest of Honour address was given by Mr. Adi Godrej, Chairman, The Godrej Group.

The first session was on "Acquisition Dynamics" and was chaired by Dr. K.C. Chakrabarty, Chairman and Managing Director, Indian Bank. The other prominent speakers were Mr. Rashesh Shah, CEO, Edelweiss Capital; Mr. Ashok Wadhwa, CEO, Ambit, Corporate Finance; Mr. Varun Vajpai, MD, Corporate Finance, Macquarie Securities India.

The second session had focus on “Mergers: Paradigm Shift”. This session was moderated by Mr. Ravi Srinivasan, National Business Editor, *Hindustan Times* and the other prominent speakers were Mr. H.V. Harish, Partner, Grant Thornton India, Mr. Cyril Shroff, Sr. Partner, Amarchand Mangaldass & Co.; Mr. Sanjay Bhandarkar, MD, Rothschild and Mr. S. Durgashanker, Senior VP-M&A, Mahindra & Mahindra.

The last session was a Panel Discussion on “Cross Border Deals: Challenges in Global Consolidation”. The participating panel members were Ms. Manisha Girotra, CMD, UBS Securities India, Mr. Sandeep Patel, Goldman Sachs; Mr. Udayan Bose, Chairman, Thomas Cook India Ltd. amongst others. This session was moderated by Mr. Govindraj Ethiraj, Editor, News Media, *Business Standard*.

3. Quo Vadis

Quo-vadis is an annual event comprising international paper writing competition, quizzing competition - BIZDOM, case study, etc. The Quo-Vadis was organized on 17, 18 and 19 November 2006. This year, Quo-Vadis had participation from top B-schools across the country including IIMs, XLRI, Symboisis, etc. and international student participation from Singapore.

Events were organized by the respective clubs in their functional areas. There were competitions like paper presentations, case studies analysis, quizzes, online strategy games, on-the-spot marketing strategy games, etc. A Case Study competition sponsored by Aditya Birla Management Centre was organized by Social Awareness Club - Koshish. The case highlighted life problems given by various NGOs.

4. B.T. Accumen

This event was initiated by *Business Today* in 2002 and is a national level B-school competition, where participants are tested on their debating and quizzing

abilities. The event consists of four regional rounds at Delhi, Mumbai, Bangalore and Kolkata followed by the final in Delhi. This year again, IIFT hosted the North Zone round which witnessed active participation from top institutes in the region.

5. Tradewinds

IIFT’s annual symposium series - Tradewinds was held on 9 November 2006. The theme for Marketing Symposium was “Redrawing Distribution Channels: Reaching Markets Effectively”. The session was moderated by Ms. Priyadarshini Narendra of Technopak. The theme for Trade Symposium was “Agri-retailing: The Changing Face of Agriculture”. Mr. Vijay Kumar, Vice President, International Business, Reliance Retail Agri Supply chain, moderated the session. Other speakers were Mr. Sridhar Venkiteswarran, Executive Director, Avalon Consulting, Mr. Tarun Sahni, Corporate VP, Triveni Group. The IT symposium had theme as “Digital India: A Giant on the March”. Mr. Venkatesh Velluri, Country Head, Agilent Tech, Mr. K.K. Sirohi, VP, International Telecommunication Union were the speakers.

6. Koshish

Koshish - a club run by IIFT students focuses in providing help to underprivileged and mentally challenged people of the society. Koshish had organized Blood Donation Camp in association with the Rotary Club and Innerwheel Club of Delhi Panchshila Park. About 70 units of blood was collected in the camp.

7. TIE

Times Indus Enterprise - IIFT hosted the inaugural session of the Legends & Leaders series organized by TIE as a part of National Entrepreneurship Week. Dr. Saurabh Srivastava, Chairman of the Asian Venture Capital Association and Mr. Kiran Karnik, President, NASSCOM graced the occasion as speakers.

**AWARDS WON BY IIFTIANS IN NATIONAL AND INTERNATIONAL
COMPETITION IN THE YEAR 2006-07**

Position	Location	Event	Participants
Winners at National Level Competitions			
1	Grand Maratha Sheraton, Mumbai	Business Quiz (BT Acumen)	Arka Bhattachrya Swarnim Bharadwaj
1	MDI, Gurgaon	Business Quiz (Imperium)	Arka Bhattachrya Nishant Singh
National Finalists	NCPA, Mumbai	UTI Biz-Quiz	Arka Bhattachrya Nishant Singh
2	Great Lakes, Chennai	M&A (L'Attitude)	Shama Rao Rahul Gupta Badri Narayanan
2	IIM, Ahmedabad	Live Stock (Chaos)	Amik Kumar Vikram Sharma Abhishek Menon Gunjit Jain Rohit Dahuja Shachin Nagrajan
1	XLRI, Jamshedpur	Dell War of Wits	Amit Kumar Ravi Teja Vikram Sharma Anil Babu Arun Sriram
2	DMS, IIT-Madras	LICI Case Study (Samanvay)	Komal Sarawgi Manjari Singhali
1	XLRI, Jamshedpur	Paper Writing	Ankur Thadani Shirsha Ganguly
2	NMIMS, Mumbai	Paper Writing	Ankur Thadani Shirsha Ganguly
National Finalists	IIM, Ahmedabad	Strategy Competition (Mousetrap)	Ankur Thadani Prateek Sanghi Nishant Singh
3	MDI, Gurgaon (Imperium)	Strategy Competition	Ankur Thadani Prateek Sanghi Ashish Nichani Shirsha Ganguly
1	DMS, IIT-Madras	Marketing Strategy (Trailblazers)	Gunjit Jain Shitiz Modi
1	MDI, Gurgaon	Marketail (Imperium)	Gunjit Jain Shitiz Modi
1	MDI, Gurgaon Outsourcing	Paper writing - Innovative	Akshay Chopra Ashish Jain Meera Rajendran
1	IMI, Delhi	Finance Case Study	Shama Rao Vikas Upadhyaya

Position	Location	Event	Participants
2	XLRI, Jamshedpur	ABG Finance & Strategy Game	Arun Sriram Shama Rao Siddharth Kumar Pooja Bajaj
1	JIMS, Delhi	Business Quiz (Verve)	Praveen Kumar Ravichandran Sriram
2	IIM - Lucknow	Business Quiz (Manfest)	Praveen Kumar Ravichandran Sriram
3	Amity, Noida	Business Quiz	Praveen Kumar Ravichandran Sriram
1	DMS, IIT - Madras	Marketing Case Study, Product Launch	Gunjit Jain Devika P. Sharma
1	XLRI, Jamshedpur	Paper Writing	Ankur Thadani Shirsha Ganguly
1	SIBM, Pune	Perfetti Case Study	Prateek Sanghi Nidhi Arora
3	IIFT, Delhi	ABG Live Case Study	Manjari Singhali Surabhi Agarwal
3	IIM - Ahmedabad	SME	Sandeep Sagi Partha P. Basumataray
1	XIMB, Bhuwaneshwar	Marketing Case Study	Prahlad Krishnamurthi
3	DMS, IIT - Delhi	Advertising Contest (Scintilla)	Surabhi Agarwal Saikat Sarkar Vardan Sharma
2	NIM, Ahmedabad	IT Paper Writing Contest	Vinit Sharma Shashank Shekhar
2	NIM, Ahmedabad	Marketing Paper Writing	Bhavin Tharwani Puneet Roy
2	NIM, Ahmedabad	Finance Paper Writing	Bhavin Tharwani Puneet Roy
Zonal Finalists	IIT, Delhi	TATA Crucibles	Siddharth Vaya Ruchir Mishra
2	VGSOM, IIT-Kharagpur	Finance Case Study	Anupam Mohapatra Rohit Kumar
3	IIM - Ahmedabad	Marketing, Product Launch	Vardan Sharma Surabhi Agarwal
1	IMT Ghaziabad	TT Doubles (Chakravyuha Sports Meet)	Arun Sangwan Ashish Jain

AUDITORS REPORT

To

The Members
Board of Management,
Indian Institute of Foreign Trade
New Delhi

- A. We have audited the annexed Balance Sheet of **Indian Institute of Foreign Trade (Society Registered under Societies Registration Act, 1860)**, as on 31st March 2007 and also the annexed Income & Expenditure Account and Receipts & Payments Account for the year ending on that date annexed thereto. These financial statements and books of accounts are the responsibility of the management of the company. Our responsibility is to express an opinion on these financial statements and books of accounts based on our audit.
- B. We conducted our audit in accordance with auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material mis-statement(s). An audit includes examining on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis of our opinion.
- C. The income earned and expenditure incurred, as referred in accounting policy 1(f) and 1(h) during the year has been accounted on the cash basis, which is not in accordance with the AS-9 of the Institute of Chartered Accountants of India. If the same had been accounted for on accrual basis the surplus for the year would have been higher. However the effect of the same is not quantifiable.

Subject to our comments above we report that:

- (a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit subject to the comments in the CARO, 2003.
- (b) In our opinion, the Society has kept proper books of account as required by law so far, as appears from our examination of the books.
- (c) the Society's Balance Sheet and the Income & Expenditure Account and Receipts & Payments Account dealt with by this report are in agreement with the books of account.
- (d) In our opinion and to the best of our information and according to the explanations given to us, and subject to the comments given above the accounts give the information required by the law and in the manner so required and give a true and fair view:
- (i) in the case of the Balance Sheet of the state of affairs of the Society as on 31st March 2007,
- (ii) in the case of the Income & Expenditure Account of the surplus for the year ended of that date, and
- (iii) in the case of Receipts & Payments Account, of the receipts and payments for the year ended on that date.

For **N.C. Mittal & Co.**
Chartered Accountants

'Behl House' 13, Daryaganj
New Delhi-110002
Dated: 12 October 2007

sd/-
(CA Karunesh Mittal)
Partner
M. No. 95976

INDIAN INSTITUTE OF FOREIGN TRADE
BALANCE SHEET AS AT 31ST MARCH 2007

(Amount : Rs)

Particulars	Schedule	31-03-2007	31-03-2006
CORPUS/CAPITAL FUND AND LIABILITIES			
Corpus, Capital & Other Funds	1	517,350,742	465,071,751
Earmarked/Endowment Funds	2	22,250,359	22,497,898
Current Liabilities and Provisions	3	50,114,569	46,838,680
TOTAL		589,715,670	534,408,329
ASSETS			
Fixed Assets	4	159,552,112	168,228,175
Investments in Earmarked Funds	5	22,250,359	22,497,898
Investments in Others	6	260,945,883	225,763,573
Current Assets, Loans, Advances, etc.	7	146,967,316	117,918,683
TOTAL		589,715,670	534,408,329
Significant Accounting Policies	16		
Contingent Liabilities and Notes on Accounts	17		

G.K. PILLAI
Chairman

K.T. CHACKO
Director

P.K. PURI
Registrar

In terms of our report of even date annexed.

For N.C. Mittal & Co.
Chartered Accountants

Karunesh Mittal
Partner
M. No. 95976

Place: New Delhi
Dated : 12 October 2007

INDIAN INSTITUTE OF FOREIGN TRADE
INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON 31ST MARCH 2007

(Amount : Rs)

Particulars	Schedule	31-03-2007	31-03-2006
A. INCOME			
Income from Services	8	159,835,412	100,175,488
Grants	9	38,574,423	14,498,791
Grant – Centre for WTO Studies	9A	9,997,300	8,487,760
Fees/Subscriptions	10	132,586	268,926
Income from Royalty, Publications, etc.	11	518,463	1,527,620
Interest Earned	12	13,117,428	4,705,212
Other Income	13	7,391,816	1,389,907
Prior-Period Income	13A	653,706	179,764
TOTAL (A)		230,221,133	131,233,468
B. EXPENDITURE			
Establishment Expenses	14	49,405,539	49,248,173
Other Administrative Expenses, etc.	15	120,282,553	78,806,331
Depreciation – (Corresponding to Schedule 4 excluding on funded assets)		20,100,673	21,479,126
Prior-Period Expenses	15A	586,585	1,752,672
Expenses for Centre for WTO Studies	15B	10,047,930	8,086,566
TOTAL (B)		200,423,280	159,372,867
Balance being excess of Income over Expenditure (A – B)		29,797,853	(28,139,399)

G.K. PILLAI
Chairman

K.T. CHACKO
Director

P.K. PURI
Registrar

In terms of our report of even date annexed.

For **N.C. Mittal & Co.**
Chartered Accountants

Karunesh Mittal
Partner
M. No. 95976

Place: New Delhi
Dated : 12 October 2007

INDIAN INSTITUTE OF FOREIGN TRADE
RECEIPTS AND PAYMENTS FOR THE YEAR ENDED ON 31ST MARCH 2007

(Amount : Rs)

RECEIPTS	31-03-2007	31-03-2006	PAYMENTS	31-03-2007	31-03-2006
I. Opening Balances			I. Expenses		
(a) Cash and Stamps in Hand	44,208	11,441	(a) Establishment Expenses	4,247,199	24,846,071
(b) Bank Deposits			(b) Administrative Expenses	178,913,536	110,315,785
(i) Current Accounts	(324,668)	23,913,230	II. Investments and Deposits made		
(ii) Deposit Accounts (STD)	96,172,670	94,127,738	Out of own Funds (Investments - Others)	182,681,202	39,125,000
(iii) Savings – Mediclaim A/c	306,172	273,874	III. Expenditure on Fixed Assets & Capital Work-in-Progress		
II. Grants Received			Purchase of Fixed Assets	31,182,917	2,483,296
(a) From Government of India	51,000,000	29,300,000	IV. Other Payments	44,982,184	24,690,888
III. Income on Investments from			V. Closing Balances		
(a) Earmarked/Endowment Funds	–	–	(a) Cash & Stamps in Hand	56,504	44,208
IV. Interest Received			(b) Bank Balances		
(a) On Bank Deposits	1,864,510	2,522,393	(i) Current Accounts	20,705,957	(324,668)
(b) Loans, Advances, etc.	3,853	17,058	(ii) Deposit Accounts (STD)	67,130,819	96,172,670
V. Other Income			(iii) Savings – Mediclaim A/c	325,322	306,172
(a) Market Survey/Seminar Fees, Training Fee	184,112,483	102,588,948	TOTAL	530,225,639	297,659,422
VI. Other Receipts					
(a) Maturity of FD	71,239,546	32,184,715			
(b) Miscellaneous	125,806,866	12,720,025			
TOTAL	530,225,639	297,659,422			

G.K. PILLAI
Chairman

K.T. CHACKO
Director

P.K. PURI
Registrar

In terms of our report of even date annexed.

For N.C. Mittal & Co.
Chartered Accountants

Karunesh Mittal
Partner
M. No. 95976

Place: New Delhi
Dated : 12 October 2007

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2007

SCHEDULE 1: CAPITAL, CORPUS FUND & OTHER FUNDS**(Amount : Rs)**

Particulars	31-03-2007		31-03-2006	
A. CAPITAL FUND				
Balances as at the beginning of the year				
Capital Grant for Land & Building		53,499,000		53,499,000
Capital Grant for New Building		107,289,068		107,289,068
Balance of other grants as at the beginning of the year	149,348,448		143,034,999	
Additions during the year	11,428,277	160,776,725	6,313,449	149,348,448
Donated Asset Fund				
Opening Balance	36,673		40,339	
Less: Depreciation	3,666	33,007	3,666	36,673
Permanent Membership	7,678,635		7,238,253	
<i>Add:</i> Interest (less adjustments)	52,894	7,731,529	440,382	7,678,635
Balances at the end of the year		329,329,329		317,851,824
B. CORPUS FUND				
Balance as at the beginning of the year		128,435,965		144,867,497
<i>Add:</i> Interest on Investment		11,117,449		14,530,028
<i>Add:</i> Balance of net income transferred from Income & Expenditure Account		29,797,853		(28,139,399)
Total		169,351,267		131,258,127
<i>Add:</i> Transferred to Gratuity Reserve Fund and Leave Encashment Reserve Fund (less adj.)		248,087		(-) 2,822,161
		169,599,354		128,435,966
C. Gratuity Reserve Fund		15,386,562		15,604,165
D. Leave Encashment Reserve Fund		3,035,497		3,179,796
TOTAL		517,350,742		465,071,751

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2007

SCHEDULE 2 – EARMARKED/ENDOWMENT FUNDS

(Amount : Rs)

Particulars	FUND-WISE BREAK-UP										TOTAL
	STC Chair	Escorts Chair	EDI Chair VSNL	EDI Chair Balmer-Lawrie	APEDA Chair	MMTC Corpus	PEC Corpus	Dun & Brad Street Award	A.K. Sengupta Award		
(a) Opening balance of the funds (As at 1.4.2006)	3,791,891	63,808	5,003,038	1,162,201	2,925,831	7,274,012	1,470,940	72,045	4,893		
(b) Additions to the funds during 2006-07											
(i) Income from investments made on account of funds	126,539	-	78,146	15,629	37,219	124,062	19,850	3,511	94		
(ii) Other additions											
TOTAL (a+b)	3,918,430	63,808	5,081,184	1,177,830	2,963,050	7,398,074	1,490,790	75,556	4,987		
(c) Utilisation/Expenditure towards objectives of funds											
(i) Revenue expenditure											
- Salaries, wages and allowances, etc.										397,000	
- Other administrative expenses										127,992	
- Adjustments (int. Reversal, etc.)										20,479	
TOTAL (c)	-	-	71,090	14,218	38,398	524,992	20,479	-	85		
NET BALANCE AT THE END OF THE YEAR (a+b-c)	3,918,430	63,808	5,010,094	1,163,612	2,924,652	6,873,082	1,470,311	75,556	4,902		
Particulars	FUND-WISE BREAK-UP										TOTAL
	B.M. Ghai Award	Sumitra Chisti Award	Srinivasa Iyenger Award	Rangaswamy Award	V. Krishna Kumar Award	Scholarship Receipt A/c	Unilever Professorship				
(a) Opening balance of the funds (as on 1.4.2006)	18,357	26,153	9,502	6,402	149,387	508,329	11,109	22,497,898			
(b) Additions to the funds during 2006-07											
(i) Income from investments made on account of funds	306		124	74		20,780		426,334			
(ii) Other additions											
TOTAL (a+b)	18,663	26,153	9,626	6,476	149,387	529,109	11,109	22,924,232			
(c) Utilisation/Expenditure towards objectives of the funds											
(i) Revenue expenditure											
- Salaries, wages and allowances, etc.										397,000	
- Other administrative expenses										276,873	
- Adjustments (int. Reversal, etc.)	282		128	77		4,124					
TOTAL (c)	282	-	128	77	-	4,124	-	673,873			
NET BALANCE AT THE END OF THE YEAR (a+b-c)	18,381	26,153	9,498	6,399	149,387	524,985	11,109	22,250,359			

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2007

SCHEDULE 3 : CURRENT LIABILITIES AND PROVISIONS**(Amount : Rs)**

Particulars	31-03-2007	31-03-2006
A. CURRENT LIABILITIES		
1. Sundry Creditors:		
(a) Others	551,842	288,795
2. Advances Received	5,964,357	2,470,311
3. Other Current Liabilities	25,015,546	25,122,924
TOTAL (A)	31,531,745	27,882,029
B. PROVISIONS		
1. Taxation (Property Tax)		
2. Gratuity	15,386,562	15,604,165
3. Accumulated Leave Encashment	3,035,497	3,179,796
4. Bonus	160,765	172,690
TOTAL (B)	18,582,824	18,956,651
TOTAL (A+B)	50,114,569	46,838,680

**INDIAN INSTITUTE OF
SCHEDULES FORMING PART OF THE BALANCE**

SCHEDULE 4: FIXED ASSETS

Particulars	GROSS BLOCK				
	Rate of Depreciation	As on 01.04.2006	Additions	Deductions/ Transfers	As on 31.03.2007
A.					
1. Land					
(a) Freehold	-	9,180,467	-	-	9,180,467
(b) Leasehold	-	-	-	-	-
2. Building					
(a) Freehold	-	-	-	-	-
(b) Leasehold	5.00%	127,310,064	-	-	127,310,064
3. Furniture & Fixtures, Electrical Equipment, Tape Recorder & Accessories, Audio-Visual Equipment	4.76%	69,796,952	3,817,256	-	73,614,208
4. Vehicles	8.33%	471,391	-	-	471,391
5. Typewriters, Duplicators, Air-conditioners, Transformers, Water Coolers & Office Equipment	6.25%	12,242,808	1,263,764	-	13,506,572
6. Computer Hardware	25%	72,833,978	4,977,657	-	77,811,635
7. Books	33.33%	15,073,360	1,369,600	-	16,442,960
TOTAL (A)		306,909,020	11,428,277	-	318,337,297
B. Other Fixed Assets					
(a) Assets SIDA					
(i) Photo Copiers, Books/Trade Directory, Printing Machine/ Lettering Machine & Typewriters	6.25%	568,982	-	-	568,982
(ii) Audio-Visual Equipment and Micro Fiche Reader	4.76%	897,520	-	-	897,520
(b) Donated Assets Fund					
(i) Computers	25%	2,136,508	-	-	2,136,508
(ii) Fountain & Saraswati Idol	4.76%	77,000	-	-	77,000
TOTAL (B)		3,680,010	-	-	3,680,010
TOTAL (A+B)		310,589,030	11,428,277	-	322,017,307
Previous Year		304,374,881	6,313,449	99,300	310,589,030

Note: Deductions are on account of disposal of assets.

FOREIGN TRADE

SHEET AS AT 31ST MARCH 2007

(Amount : Rs)

DEPRECIATION					NET BLOCK	
Up to 31.03.2006	Deductions/ Transfers	For the year	Adjustments	Total as on 31.03.2007	As at 31.03.2007	As at 31.03.2006
-	-	-	-	-	9,180,467	9,180,467
-	-	-	-	-	-	-
-	-	-	-	-	-	-
49,421,172	-	3,892,688	-	53,313,860	73,996,204	77,888,892
18,907,720	-	3,341,090	-	22,248,810	51,365,398	50,889,232
295,053	-	39,267	-	334,320	137,071	176,338
3,494,453	-	731,843	-	4,226,296	9,280,276	8,748,355
54,727,623	-	9,792,631	-	64,520,254	13,291,381	18,106,355
11,871,498	-	2,303,154	-	14,174,652	2,268,308	3,201,862
138,717,519	-	20,100,673	-	158,818,192	159,519,105	168,191,501
568,982	-	-	-	568,982	-	-
897,520	-	-	-	897,520	-	-
2,136,508	-	-	-	2,136,508	-	-
40,327	-	3,666	-	43,993	33,007	36,673
3,643,337	-	3,666	-	3,647,003	33,007	36,673
142,360,856	-	20,104,339	-	162,465,195	159,552,112	168,228,174
120,920,417	42,353	21,482,791	-	142,360,855	168,228,175	183,454,464

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2007

SCHEDULE 5 : INVESTMENTS IN EARMARKED/ENDOWMENT FUNDS

(Amount : Rs)

Particulars	31-03-2007	31-03-2006
1. Investments in:		
(a) FDRs	14,225,620	14,081,674
(b) STDs	8,024,739	8,416,224
TOTAL	22,250,359	22,497,898

SCHEDULE 6 : INVESTMENTS – OTHERS

Particulars	31-03-2007	31-03-2006
A. Corpus	242,523,824	206,979,612
C. Gratuity Reserve Fund	15,386,562	15,604,165
D. Leave Encashment Reserve Fund	3,035,497	3,179,796
TOTAL	260,945,883	225,763,573

SCHEDULE 7 : CURRENT ASSETS, LOANS, ADVANCES, ETC.

Particulars	31-03-2007	31-03-2006
A. CURRENT ASSETS:		
1. Inventories:		
(a) Stock of books/stationery/photostat papers, etc. (At cost as certified by the Management)	3,041,701	2,880,722
2. Sundry Debtors:		
(a) Debts outstanding for a period exceeding six months	3,608,877	5,606,269
(b) Others	6,348,850	1,198,647
3. Cash & Stamps in Hand	56,504	44,208
4. Bank Balances:		
(a) With Scheduled Banks:		
- Current Accounts (Book overdraft)	20,705,957	(324,668)
- Deposit Accounts (Short-term deposits)	71,734,494	96,172,671
- Savings Accounts (Medi-Claim Insurance)	325,322	306,172
TOTAL (A)	105,821,705	105,884,021
B. LOANS, ADVANCES AND OTHER ASSETS:		
1. Loans:		
(a) Staff	2,377,045	2,830,895
2. Advances and other amounts recoverable in cash or in kind or for value to be received:		
(a) Prepayments	31,556,608	8,388,322
(b) Others	7,211,958	815,445
TOTAL (B)	41,145,611	12,034,662
TOTAL (A+B)	146,967,316	117,918,683

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT
FOR THE YEAR ENDED ON 31ST MARCH 2007

SCHEDULE 8 : INCOME FROM SERVICES

(Amount : Rs)

Particulars	31-03-2007	31-03-2006
1. Income from Services		
(a) Maintenance Services (Equipment/Property)	6,859,298	6,927,523
(b) Training/Research Programmes	152,976,114	93,247,965
TOTAL	159,835,412	100,175,488

SCHEDULE 9 : GRANTS

Particulars	31-03-2007	31-03-2006
Grants received from Govt. of India	50,000,000	20,300,000
Less: Expenditure on Capital Items	11,425,577	5,801,209
TOTAL	38,574,423	14,498,791

SCHEDULE 9A : GRANTS FOR CENTRE FOR WTO STUDIES

Particulars	31-03-2007	31-03-2006
Grants received from Govt. of India	10,000,000	9,000,000
Less: Expenditure on Capital Items	2,700	512,240
TOTAL	9,997,300	8,487,760

SCHEDULE 10 : SUBSCRIPTIONS

Particulars	31-03-2007	31-03-2006
1. Annual Subscriptions	132,586	268,926
TOTAL	132,586	268,926

SCHEDULE 11 : INCOME FROM ROYALTY, PUBLICATIONS, ETC.

Particulars	31-03-2007	31-03-2006
1. Income from Publications	18,463	27,620
2. Others (Royalty from Collaborative Institutes)	500,000	1,500,000
TOTAL	518,463	1,527,620

SCHEDULE 12 : INTEREST EARNED

Particulars	31-03-2007	31-03-2006
1. On Term Deposits:		
(a) With Scheduled Banks	13,073,914	4,572,119
2. On Loans:		
(a) Employees/Staff	43,514	133,093
TOTAL	13,117,428	4,705,212

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT
FOR THE YEAR ENDED ON 31ST MARCH 2007

SCHEDULE 13 : OTHER INCOMES

(Amount : Rs)

Particulars	31-03-2007	31-03-2006
1. Miscellaneous Income	7,391,816	1,389,907
TOTAL	7,391,816	1,389,907

SCHEDULE 13A : PRIOR PERIOD INCOMES

Particulars	31-03-2007	31-03-2006
1. Programme Fee	43,100	122,974
2. Seminar Fee	-	41,254
3. Library Fee	-	12,965
4. Placement & Recruitment Charges	-	-
5. Miscellaneous Income	245,106	2,571
6. Maintenance Services (Equipment/Property)	365,500	-
TOTAL	653,706	179,764

SCHEDULE 14 : ESTABLISHMENT EXPENSES

Particulars	31-03-2007	31-03-2006
1. Salaries and Wages	40,897,287	37,246,750
2. Allowances and Bonus	1,357,333	620,710
3. Contribution to Provident Fund	3,125,430	2,950,619
4. Staff Welfare Expenses	690,217	3,264,728
5. Expenses on Employees' Retirement and Terminal Benefits	2,950,586	4,237,508
6. Others (Faculty Development Programmes)	384,686	927,858
TOTAL	49,405,539	49,248,173

SCHEDULE 15 : OTHER ADMINISTRATIVE EXPENSES, ETC.

Particulars	31-03-2007	31-03-2006
1. Expenses on Security	2,638,721	1,467,366
2. Electricity and Power	9,965,653	8,831,618
3. Repairs and Maintenance	13,579,391	4,343,038
4. Rent, Rates and Taxes	9,408,709	1,365,245
5. Vehicle Running and Maintenance	637,822	440,663
6. Postage, Telephone and Communication Expenses	2,063,515	1,622,334
7. Printing and Stationery	945,542	783,348
8. Travelling and Conveyance Expenses	2,824,680	565,457
9. Expenses on Seminars/Workshops/Programmes	45,826,900	38,362,889
10. Subscription Expenses (Publication Expenses)	346,376	249,399
11. Auditors Remuneration	22,472	55,610
12. Advertisement and Publicity	2,600,356	628,764
13. Others	29,422,416	20,090,600
TOTAL	120,282,553	78,806,331

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT
FOR THE YEAR ENDED ON 31ST MARCH 2007

SCHEDULE 15A : PRIOR PERIOD EXPENSES**(Amount : Rs)**

Particulars	31-03-2007	31-03-2006
1. Salary and Staff Welfare Expenses	27,459	102,542
2. Programme Expenses	112,307	635,640
3. Telephone Expenses	13,939	143,599
4. Travelling & Conveyance	-	17,608
5. Ground Rent	-	103,349
6. Printing and Stationery	-	67,701
7. Computer Software	-	178,569
8. Deputation Abroad	-	190,801
9. Postage & Telegram Expenses	-	15,108
10. Advertisement Expenses	-	-
11. Repairs & Maintenance	-	100,782
12. Legal and Consultancy Charges	71,133	-
13. Miscll. Expenses	361,748	196,973
TOTAL	586,585	1,752,672

SCHEDULE 15B : EXPENSES FOR CENTRE FOR WTO STUDIES

Particulars	31-03-2007	31-03-2006
1. Salaries & Wages	2,998,818	2,934,732
2. General Expenses	180,435	508,055
3. Magazines and Periodicals	146,593	10,467
4. Seminars/Workshops/Conferences, etc.	4,302,185	2,223,517
5. Lease Rent	2,400,000	2,400,000
6. Others	19,898	9,795
TOTAL	10,047,930	8,086,566

SCHEDULE 16: SIGNIFICANT ACCOUNTING POLICIES

1. ACCOUNTING CONVENTION

- (a) The financial statements are prepared on the basis of historical cost convention unless otherwise stated and on the accrual method of accounting.
- (b) Grant-in-aid received for recurring and non-recurring expenses (other than for fixed assets) is treated as income as and when received. Grant-in-aid for expenditure on Fixed Assets is transferred to Capital Fund.
- (c) Income from various activities has been accounted for on accrual basis, except Membership Fee, which is accounted for as and when received.
- (d) Permanent Membership Fee received is not treated as income and instead transferred to a specific fund.
- (e) Application Fee is recognized as income as and when received.
- (f) Interest on short-term deposits with banks and advances given to employees are accounted for on cash basis.
- (g) Interest received on investments made against specific funds and Permanent Membership Fee is transferred to the respective funds and are not treated as income.
- (h) Expenditure on Leave Travel Concession has been accounted for on Cash Basis.
- (i) Expenditure on software is expensed-off during the year of its acquisition.

2. FIXED ASSETS

Fixed Assets are stated at cost of acquisition (inclusive of inward freight, duties, taxes and incidental and direct expenses related to acquisition) less accumulated depreciation.

3. DEPRECIATION

- (a) Depreciation on building is charged @ 5% on written-down value method.
- (b) Depreciation on other assets is charged on straight-line method based on the age of the assets determined by the Institute. The effective rate of depreciation works out as follows:

(i) Furniture, Fixture, Electrical Equipment, Tape Recorders & Audio-Visual Equipment	4.76%
(ii) Typewriters, Duplicator, Air-Conditioners	6.25%
(iii) Motor Cars, Scooter & Cycles	8.33%
(iv) Library Books	33.33%
(v) Computers	25.00%
- (c) Depreciation is charged @ 50% of the applicable rate in case of assets acquired after 30th September.
- (d) Depreciation on assets created out of any specific fund is debited to the respective fund account.
- (e) Fees and Expenditure on short term Training Programmes/Market Functional Research activities are shown under Current Liabilities and Current Assets respectively and will be accounted for in the year of completion of Programme/Projects.

4. GOVERNMENT GRANTS / SUBSIDIES

Government grants/subsidies are accounted on realization basis.

5. RETIREMENT BENEFITS

Provision for Gratuity and accumulated leave is made on the basis of the actuarial valuation carried out for this purpose.

6. STOCK OF BOOKS, STATIONERY, ETC.

Stocks of Books, Stationery, etc. are valued at cost on "First-Come-First-Out" basis.

SCHEDULE 17: NOTES TO ACCOUNTS

1. Claims against the Institute not acknowledged as debts: Nil (Previous year: Rs Nil).
2. Provision for Gratuity Liability amounting to Rs. 1857521/- (accumulating to Rs. 15386562/-, previous year: Rs. 15604165/-) has been made as per actuarial valuation.
3. Provision for accumulated leave encashment benefit to the employees has been made to extent of Rs. 726265/- (accumulating to Rs. 3035497/-, previous year: Rs. 3179796/-) on actuarial basis.
4. In the opinion of the Institute, the current assets, loans and advances of the Institute have a realizable value at least to the extent shown in the accounts and the provision for all known liabilities including depreciation are adequate.
5. Debit and credit balances are subject to confirmation/reconciliation.
6. Provision of Rs. 160765/- has been made for bonus for the year 2006-2007. Bonus pertaining to the year 2005-2006 amounting to Rs. 173189/- has been paid during the year.
7. During the year 2006-07 Property Tax amounting to Rs. 1149149/- has been paid to Municipal Corporation of Delhi. The same has been charged to Property Tax Account.
8. The Balance Sheet, Receipts and Payments Account and Income and Expenditure Account have been drawn in accordance with the Common Format of Accounts prescribed by the Office Memorandum dt. 18/21 February 2002 of Govt. of India, Ministry of Commerce and Industry, Department of Commerce.
9. The audit of the IIFT CPF Trust has been conducted till the FY 2000-01. Employer's Liability, if any, arising out of mismatch in investment earnings have not been provided in the books. The same shall be provided in the year in which such liability gets crystallized.
10. Debtors, amounting to Rs. 1186632/- are outstanding for more than 3 years. Management is of the opinion that the same are realizable.
11. Against the demand of Rs. 16240921/- raised by the Joint Director of Income Tax (Exemptions) for the Assessment Year 2003-2004 the Institute had filed appeal with Commissioner of Income Tax (Appeals). The CIT (Appeals) vide order dated 23.07.07 has allowed the appeal in favor of the Institute. As no liability has crystallized therefore the same has not been provided.
12. The Kolkata Centre of the Institute started functioning from the month of July 2007. The Income & Expenditure of the Institute also includes income & expenditure of Kolkata Centre.
13. The Institute has created funds for leave encashment and gratuity for meeting future liability. The funds have been created out of Corpus Fund. Accordingly, investments of Corpus Fund have been earmarked for these funds.
14. Previous year's figures have been regrouped and rearranged wherever necessary.
15. The figures given in the Receipt & Payment Account, Income & Expenditure Account and Balance Sheet are rounded off to the nearest rupee.
16. Schedules 1 to 17 form an integral part of accounts and have been duly authenticated.

G.K. PILLAI
Chairman

K.T. CHACKO
Director

P.K. PURI
Registrar

Place : New Delhi
Dated : 12 October 2007

IIFT FACULTY

<i>Name</i>	<i>Qualification</i>	<i>Specialization</i>
DIRECTOR		
K. T. Chacko	M.A. (Economics) M.P.A (Harvard, USA)	Foreign Trade Policy & Trade Facilitation, Monetary Policy, Public Finance
CHAIRPERSONS		
Dr. Rakesh Mohan Joshi	M.B.A. , EMIT(Gold Medalist)(IIFT), Ph.D.	International Marketing, International Marketing Research, International Business Strategy, Trade Promotion
Dr. Ravi Shanker	M.Sc. , M.B.A. , Ph.D.	Marketing of Services, Marketing Management and Strategy, Distribution Management.
Dr. (Mrs.) Satinder Bhatia	M.Com. , M.Phil (Organization Behaviour), Ph.D. (Financial Management) PMP (Project Management Professional)	Managerial Accounting, Financial Management, Project Appraisal and Finance and Commodity and Forex Derivatives
Dr. (Mrs.) Vijaya Katti	M. A. (Economics), Ph.D. , Post Doctoral Research	India's Trade with SAARC, Indo-Nepal Economic Relations, WTO & Related Issues: Trade in Textiles and Clothing, GATS, NAMA, Trade Facilitation & India, EU Enlargement and Implications for India's Exports, FTAs and Rules of Origin
PROFESSORS		
Ashok Kapoor	B.Sc. (Hons), LL.B. , CA, IIB	International Financial & Forex Management, Banking and Financial Services, Export/ Import Finance, International Payment Terms, Foreign Exchange Risk Management.
Dr. (Mrs.) D. Sunitha Raju	M.A. , Ph.D.	Agriculture Trade Issues, Economic Environment & Policy, Industry Sector Analysis.
G.P. Sharma	M.A. (Eng.), LL.B. PG Diploma in Marketing Management, PG Diploma in Personnel Management	International Trade Logistics, International Trade Operations, Global Sourcing for Business Development
Harkirat Singh	M.Sc. (Chemistry), C.A. , IIB, Diploma - International Marketing, CCEM (IIFT)	International Financial Management & Forex Management.

<i>Name</i>	<i>Qualification</i>	<i>Specialization</i>
Dr. K. Rangarajan	M.Com., AMT, AAMA (Aus), Ph.D.	Strategic Management, Corporate Restructuring, Internationalization of SMEs.
Dr. Ranajoy Bhattacharyya	M.Sc. (Eco), M.Phil (Eco), Ph.D. (Eco)	International Economics, Environment Economics
ASSOCIATE PROFESSORS		
Dr. Biswajit Nag	M.A., PG Diploma in Financial Management, Ph.D. (Eco)	Industrial Economics, Applied Econometrics, International Trade & Finance.
Dr. Gautam Kumar Dutta	B.E. (Mechanical), M.B.A., Ph.D (IIT)	Marketing Management & Entrepreneurship
Dr. Niti Nandini Chatnani	B.Sc., M.B.A., Ph.D.	Finance: Security Analysis and Portfolio Management, Micro Finance
O.P. Wali	Master in Rural Management (IRMA), Certified Software Quality Professional, Certificate Programme in Chinese Language, Certified in ITIL Foundation from CSEB(UK)	Marketing, Information System & Project Management
Dr. Pinaki Dasgupta	M.Com., M.B.A., Ph.D.	Marketing, Consumer Behaviour, Advertising and Promotion Management & Strategic Brand Management.
Dr. Pooja Lakhanpal	M.A. (Psychology), Ph.D.	Psychology for Managers, Organizational Behaviour and Human Resource Management
Dr. Prabir K. Das	M.Sc. (Agri Statistics), Ph.D.	Business Statistics and Business Research Methods (Marketing Research)
Rohit Mehtani	B.S. (Delhi), M.S.(BITS, Pilani), M. Tech.Mgt. (Australia), M.B.A. (International Business) M.P.A. (Trade Policy & Commercial Ciplomacy), M.A. Global Political Economy (England/British Chevening Scholarship), Post Graduate International Trade Programme (IIFT), Post Graduate International Business Programme (IIM, Calcutta),	International Political Economy, International Business Diplomacy, International Business Negotiations, International Business Strategy, International Business Operations

<i>Name</i>	<i>Qualification</i>	<i>Specialization</i>
Dr. Saswati Tripathy	M.A. (App. Maths), M.Phil (App. Maths), Ph.D.	Qualitative Methods, Business Statistics, Graph Theory & Combinatorics, Simulation & Modelling, Numerical Methods, Discrete Mathematical Structure, Business Maths.
Sushil Kumar	M. Sc. (Operational Research) CCEM, IIFT, One-year Diploma in French Language from Chamber of Commerce, Brussels (Belgium).	Market Research/Market Surveys with special emphasis on Exports, Country and Commodity Studies, Application of Quantitative Techniques in International Business.
Dr. Sheeba Kapil	M.B.A. (Finance), Ph.D.	Corporate Finance, Investment Analysis, Investment Risk and Derivative Management, Behavioral Finance
Dr. T. Devi	B.Sc. (Maths), MCA (Computer Applications) M.Phil (Computer Sc.), Ph.D. (Engg.-IT in Mfg.), UK	Database Management, Internet for Exporters, Decision Support System for Integrated Supply Chain Management, Process Modeling & Improvement, Knowledge Management & Innovation, IT for Process Management and Dynamic Modeling.

ASSISTANT PROFESSORS

Dr. Anil Misra	M.B.A. , D.P.A. , Ph.D.	Finance and Accounts
Dr. Anshu Saxena Arora	B.Tech. (Electronics & Telecommunication), M.B.A. , Ph.D. (IIT, Delhi) P.M.P. (PMI, USA)	Information Technology Applications in Management, Information Technology Project Management and Management Information & Decision Support Systems.
Dr. Basanta K. Sahu	M.A. (Economics), M.Phil. (Economics), Ph.D. (Economics)	<i>Teaching (Economic and Trade Policy) :</i> International Economics, Indian Economic Policy, Development Economics, Social Sector Development and Issues on Globalization, <i>Policy Research:</i> Non-farm Sector, Agriculture, Rural & Regional Development, Land Market, Poverty Analysis, Drought Policy in India, Social Sector Development & Livelihood issues.
Bibek Ray Chaudhuri	M.A. (Economics), M.Phil. (Economics), NET-JRF	Macroeconomics, Productivity Analysis, Applied Econometrics, Survey (Export Potential)
Debashis Chakraborty	M.A. (Economics), M.Phil. (Economics)	International Trade, World Trade Organization and Indian Agriculture
Dr. Jacqueline Symss	M.Com. , Ph.D.	Management Accounting and Management of Financial Services
Dr. Ram Singh	M.B.A. , Ph.D.	Trade Operation

<i>Name</i>	<i>Qualification</i>	<i>Specialization</i>
Dr. R.K. Wadhwa	M.A. (Economics), Ph.D.	International Marketing Management & Research, Getting Started in Export Trade, Export Promotion, International Trade Logistics and Operations, Trading with Sub-Saharan Africa and Latin America, Market Surveys, Export Potential Surveys, FDI and Technology Transfer.
Dr. Saikat Banerjee	B.A. (Eco. Hons), PGDPR, PGDM & SM, MBA (Marketing), Ph.D.	Strategic Management/Strategic Marketing
T.P. Ghosh	M.A. (Eco.), M.Phil.	Financial Management, Derivatives and Risk Management, Infrastructure Financing, Excel Spreadsheet Modeling in Finance, Performance and Corporate Governance of Family Firms, Financial Markets and Institutions
Tamanna Chaturvedi	M.Sc. (Ag Economics) Academic Associate, Centre for Management in Agriculture from IIM-Ahmedabad.	Agricultural Economics: WTO & Trade Policy Issues (Agriculture), SME Studies
Dr. V. Raveendra Saradhi	M.Com., Ph.D.	International Trade & Finance, International Financial Management, Financial Management, Management Accounting

IIFT SUPPORT SERVICES

Placement & Corporate Advisor

Munish Bhargava

Systems Manager

Bimal Kumar Panda

Asstt. Systems Manager

Anita Singh

Editor

Anil Kumar Kanungo

Computer Programmers

Arijita Gupta

S. Balasubramanian

Deputy Librarian

B. Pankti

Assistant Librarians

Amita Anand

Nirmala

R.S. Meena

Research Officers

E. Murali Darshan

Madan Lal

IIFT ADMINISTRATION

Registrar

P.K. Puri

Sr. Administrative Officers

L.D. Mago

S.K. Batra

Finance Officer

Kapil Chawla

Administrative Officers

B. Madhu Babu

Girish Chawla

S.K. Verma

Section Officers

Amit Ghoshal

B. Prasannakumar

Bhuwan Chandra

Desh Raj

Dilip Gopalkrishnan

Gaurav Gulati

K.J. Chhibber

S.P. Singh

Sunil Kumar

GUEST FACULTY

Sh. Manoj Bindal
Professor
Narayana IIT Academy
New Delhi

Fr. A.C. Jesurajan
Professor
XLRI
Jamshedpur

Mrs. Mala Sinha
Reader
Faculty of Management Studies
Delhi University
Delhi

Sh. Man Mohan Agarwal
Dean
School of International Studies
JNU
New Delhi

Sh. Pradeep K. Bhaumik
Professor
International Management Institute
New Delhi

Sh. Y.L. Grover
Ex-Dean (Kurukshetra University)
Management Education &
Research Institute
New Delhi

Sh. S.K. Sehgal
Ex-Dean
Indian Institute of Foreign Trade
New Delhi

Sh. Dinesh Kumar Likhi
Joint Director
SAIL
New Delhi

Sh. Sukhdev Singh
Sr. Project Director
IMRB-International
New Delhi

Sh. Rajeev M. Srivastava
General Manager(F & A)
Flex Industries Ltd.
New Delhi

Sh. P.N. Shukla
Principal Consultant
Mind Share HR Consultants
Gurgaon

Sh. Ravi Kumar
Director
Modlingua (Centre for Modern
Languages, Spanish)
JNU
New Delhi

Sh. Rakesh Kumar
Professor(Chinese Language)
JNU
New Delhi

Sh. Rajat S. Bakshi
Professor
MDI
Gurgaon

Dr. (Mrs.) Madhulika Kaushik
Professor
IGNOU
New Delhi

Mrs. Sarbani Roy Choudhury
Associate Professor
International Management Institute
New Delhi

Sh. P.C. Mehra
Professor of Marketing
International Marketing Institute
New Delhi

Sh. Kartik Raina
Prop.
Learning Facilitators
New Delhi

Sh. Pankaj Vajpayee
Consultant
Value Research India (P) Ltd.
New Delhi

Sh. Prem Puri
Commodities Editor
Economic Times

Sh. Govind Ambady
CEO, AWB India
New Delhi

Sh. K.K. Jindal
Programme Director
NIBSCOM
NOIDA (UP)

Sh. Sabir Hussain
Lecturer
Delhi University
Delhi

Sh. Rakesh Seth
Vice-President-HR
Everest Industries Ltd.
New Delhi

Dr. T.N. Sindhwani
Chief Consultant
Nimble Systems (P) Ltd.

Sh. Deepak Chawla
Professor & Dean
International Management Institute
New Delhi

Dr. M.M. Anand
Professor and Former Dean & Head
FMS, Delhi University
Delhi

Sh. Sahib Singh
Ex-Associate Professor
Indian Institute of Foreign Trade
New Delhi

Sh. Balendu Srivastava
Sr. Project Director
IMRB
New Delhi

Sh. Sumeet Pahwa
Director-Strategy
MADISON
New Delhi

Ms. Harjyoti Ghai
Associate Vice President & RSD
IMRB-International
New Delhi

Sh. Sanjay Gandhi
Kenhal Digital
Faridabad

Sh. S. Prabakar Kamath
Training & Consulting -HRD
(Self Employed)
New Delhi

PERMANENT MEMBERS (as on 31.3.2007)

1. A Sirkar & Co. (Jewellers) Pvt. Ltd.
Kolkata
2. Agri. & Processed Food Products
Export Development Authority
New Delhi
3. All India Handicrafts Board
New Delhi
4. Allahabad Bank
Kolkata
5. Allana Cold Storage Pvt. Ltd.
Mumbai
6. Amaravathi Textiles
Karur
7. Amrutanjan Limited
Chennai
8. Anglo French Drug Co. (Eastern) Ltd.
Bangalore
9. Arvind Distillery & Chemicals Ltd.
Chennai
10. Andhra Bank
Hyderabad
11. AIMIL Ltd.
New Delhi
12. Alleppey Company Ltd.
Alleppey
13. Academy of Management Studies
Dehradun
14. Amira Foods (I) Ltd.
New Delhi
15. AVIS International Ltd.
New Delhi
16. Alankar Global Pvt. Ltd.
New Delhi
17. Apparel Export Promotion Council
New Delhi
18. Adani Exports Ltd.
Ahmedabad
19. Ashok Leyland Ltd.
Chennai
20. B.T.X. Chemicals (P) Ltd.
Mumbai
21. Bank of India
Mumbai
22. Bank of Madura Limited
Chennai
23. Bharat Electronics Limited
Bangalore
24. Bharat Heavy Electricals Ltd.
New Delhi
25. Bharat Heavy Plate & Vessels Ltd.
Visakhapatnam
26. Bharat Motors
Chennai
27. Britannia Industries Ltd.
Bangalore
28. Brooke Bond India Ltd.
Bangalore
29. Balaji Distilleries Ltd.
Chennai
30. Bird & Company Pvt. Ltd.
Kolkata
31. Bank of Baroda
New Delhi
32. Bombay Dyeing & Mfg. Company Ltd.
Mumbai
33. Bharat Aluminium Co. Ltd.
New Delhi
34. Cotton Textile Export Promotion Council
Mumbai
35. Cashew Export Promotion Council of India
Cochin
36. Ceat Tyres of India Ltd.
Mumbai
37. Chase Bright Steel Co. Ltd.
Mumbai
38. Chartered Institute of Transport in India
New Delhi
39. Chillies Export House Ltd.
Virudhunagar
40. Cimmco International
New Delhi
41. CMC Limited
New Delhi
42. CMS Institute of Foreign Trade
Hyderabad

- | | |
|---|--|
| 43. CAPEXIL
Kolkata | 63. Electronics Trade & Technology Development Corporation Ltd.
New Delhi |
| 44. Coffee Board
Bangalore | 64. Engineers India Limited
New Delhi |
| 45. Coir Board
Kochi | 65. Excel Industries Limited
Mumbai |
| 46. Commerce & Export Promotion Wing
Govt. of Andhra Pradesh
Hyderabad | 66. Export-Import Bank of India
New Delhi |
| 47. Council for Leather Export
Chennai | 67. Engineering Export Promotion Council
New Delhi |
| 48. Camphor & Allied Products Ltd.
New Delhi | 68. Ess Gee International
New Delhi |
| 49. Carpet Export Promotion Council
New Delhi | 69. Eagle Flask Industries Pvt. Ltd.
Mumbai |
| 50. Crescent Engineering College
Chennai | 70. Escorts Limited
Faridabad |
| 51. Directorate of Industries
Govt. of Himachal Pradesh
Shimla | 71. Federal Bank Limited
Alwaye |
| 52. Directorate of Industries
Govt. of Madhya Pradesh
Bhopal | 72. Ferns Exports
Mumbai |
| 53. Directorate of Industries
Govt. of Maharashtra
Mumbai | 73. Food Corpn. of India
New Delhi |
| 54. Dr. Reddy's Laboratories Ltd.
Hyderabad | 74. Federation of Indian Chambers of
Commerce & Industry
New Delhi |
| 55. Directorate of Export Promotion & Marketing
Govt. of Orissa
Bhubaneswar | 75. Fertilizers & Chemicals (Travancore) Limited
Cochin |
| 56. Directorate of Industries & Commerce
Govt. of Karnataka
Bangalore | 76. Ficom Organics Limited
Mumbai |
| 57. Dhanalakshmi Weaving Works
Cannanore (Kerala) | 77. Foam Mattings (India) Limited
Alleppy |
| 58. D.C.M. Limited
New Delhi | 78. G.S.T. Corporation
New Delhi |
| 59. Dun & Bradstreet Information
Services India Ltd.
Mumbai | 79. Geep Industrial Syndicate Ltd.
New Delhi |
| 60. Eastern Silk Industries Ltd.
Kolkata | 80. Greaves Cotton & Co. Ltd.
Mumbai |
| 61. ECGC of India Limited
Mumbai | 81. Grindwell Norton Limited
Mumbai |
| 62. Electronics Corp. of India Ltd.
Hyderabad | 82. Groundnut Extractions Export
Development Association
Mumbai |
| | 83. Gujarat Alkalies & Chemicals Ltd.
Baroda |
| | 84. Guru Nanak Mercantile Co.
Jalandhar |

- | | |
|--|--|
| 85. Gujarat International Trade Promotion Council
Gandhi Nagar | 107. Indian Institute of Export and Import
Management
Mumbai |
| 86. Geekay Exim (I) Ltd.
Mumbai | 108. Indian Bank
Chennai |
| 87. Gandhi Institute of Technology and
Management (GITAM)
Visakhapatnam | 109. Indian Cotton Mills' Federation
New Delhi |
| 88. G. Premjee Limited
Bangkok | 110. Indian Overseas Bank
Chennai |
| 89. Gitanjali Exports Corp. Ltd.
Mumbai | 111. Indian Railway Construction Co. Ltd.
New Delhi |
| 90. Gem & Jewellery EPC
Mumbai | 112. Indian Rare Earths Limited
Mumbai |
| 91. Gitanjali Gems Ltd.
Mumbai | 113. Industrial Dev. Bank of India
Mumbai |
| 92. Haryana State Small Industries
& Export Corporation Limited
Chandigarh | 114. India Sugar and General Industry
Export-Import Corporation Ltd.
New Delhi |
| 93. H.M.T. (International) Ltd.
Bangalore | 115. Indian Institute of Export Management
Bangalore |
| 94. Hero Cycles Pvt. Ltd.
Ludhiana | 116. Imkemex India Limited
Mumbai |
| 95. H.P. State Small Industries &
Export Corporation Limited
Shimla | 117. Jindal Strips Ltd.
New Delhi |
| 96. Hill Tiller & Company
Bangalore | 118. Jammu & Kashmir Bank Ltd.
Srinagar |
| 97. Heavy Engineering Corpn. Ltd.
Ranchi | 119. Jute Corporation of India Ltd.
Kolkata |
| 98. Hindustan Organic Chemicals Ltd.
Mumbai | 120. Kirloskar Oil Engines Ltd.
Pune |
| 99. Hindustan Lever Limited
Mumbai | 121. Kerala State Export Trade Development Council
Trivandrum |
| 100. Hindustan Zinc Limited
Udaipur | 122. Kissan Products Limited
Bangalore |
| 101. Hyderabad Lamps Limited
Secunderabad | 123. Kirloskar Pneumatic Co. Ltd.
Pune |
| 102. IRCON International Ltd.
New Delhi | 124. Kerala State Industrial Development Corpn.
Trivandrum |
| 103. Indian Renewable Energy Dev. Agency Ltd.
New Delhi | 125. Kerala State Civil Supplies Corporation Ltd.
Kochi |
| 104. I.T.C. Limited
Kolkata | 126. Karnataka State Industrial Investment &
Development Corpn. Ltd.
Bangalore |
| 105. India Trade Promotion Organization
New Delhi | 127. Khushi Ram Behari Lal Ltd.
Delhi |
| 106. India-CIS Chamber of Commerce & Industry
New Delhi | 128. Kudremukh Iron Ore Co. Ltd.
Bangalore |

- | | |
|---|---|
| 129. Lakshmi Machine Works Ltd.
Coimbatore | 151. National Institute of Fashion Technology
New Delhi |
| 130. Lotus International
Mumbai | 152. Nagarjuna Signods Ltd.
Hyderabad |
| 131. L.G. Balakrishnan & Bros. Ltd.
Coimbatore | 153. Narula Udyog (I) Pvt. Ltd.
New Delhi |
| 132. Liberty Footwear Company
Karnal | 154. National Institute of Agricultural
Extension Management
Hyderabad |
| 133. Maruti Udyog Limited
New Delhi | 155. National Mineral Dev. Corpn. Ltd.
Hyderabad |
| 134. Mahindra & Mahindra Limited
Mumbai | 156. National Building Construction
Corporation Ltd.
New Delhi |
| 135. Mazagon Dock Ltd.
Mumbai | 157. National Textile Corpn. Ltd.
Mumbai |
| 136. Magnum International Trading Company
Limited
New Delhi | 158. National Small Industries Corpn. Ltd.
New Delhi |
| 137. Mysore Coffee Curing Works Ltd.
Chikmagalur | 159. National Agricultural Cooperative Marketing
Federation of India Ltd.
New Delhi |
| 138. Marine Products Export Dev. Authority
Kochi | 160. New Central Jute Mills Co. Ltd.
Kolkata |
| 139. MSTC Ltd.
Kolkata | 161. Nav Bharat Corporation
Mumbai |
| 140. Metal Box Company of India Ltd.
Chennai | 162. National Bank for Agriculture &
Rural Development
Mumbai |
| 141. Maharashtra State Textile Corpn. Ltd.
Mumbai | 163. Ordnance Factory Board
Kolkata |
| 142. MECON Ltd.
New Delhi | 164. Overseas Construction Council of India
New Delhi |
| 143. Mica Manufacturing Co. Pvt. Ltd.
Kolkata | 165. Pan Foods Limited
Panipat |
| 144. MMTC Limited
New Delhi | 166. Powerloom Development & EPC
Mumbai |
| 145. MSSIDC Limited
Mumbai | 167. Paam Pharmaceuticals (Delhi) Ltd.
Delhi |
| 146. Mohan Exports (India) Ltd.
New Delhi | 168. PSG Institute of Management
Coimbatore |
| 147. Maharashtra State Agricultural
Marketing Board
Pune | 169. PCI Ltd.
New Delhi |
| 148. Maxwell Exim Ltd.
Pondicherry | 170. Polyolefins Industries Ltd.
Mumbai |
| 149. MVR Industries Ltd.
Pondicherry | 171. Parekh Brothers
Mumbai |
| 150. Metrochem Industries Ltd.
Ahmedabad | |

- | | |
|---|--|
| 172. Punjab & Sind Bank
New Delhi | 194. Seth Ghasiram Gopikishen Badruka
Educational Society (Regd)
Hyderabad |
| 173. Projects & Equipment Corpn. of India Ltd.
New Delhi | 195. T. Abdul Wahid & Company
Chennai |
| 174. Punjab National Bank
New Delhi | 196. Tata Exports Limited
Mumbai |
| 175. Raanee Agency
Salem | 197. Tata Industries Pvt. Ltd.
Mumbai |
| 176. Rubber Board
Kottayam | 198. Technofab Engg. Ltd.
New Delhi |
| 177. Rashtriya Ispat Nigam Ltd.
Visakhapatnam | 199. Texmaco Limited
Kolkata |
| 178. Reckitt & Colman of India Ltd.
Kolkata | 200. Tea Board
Kolkata |
| 179. Rajasthan Small Industries Corpn. Ltd.
Jaipur | 201. Thermax Limited
Pune |
| 180. Su-Raj Diamonds (I) Ltd.
Mumbai | 202. Triveni Structural Ltd.
Allahabad |
| 181. Satnam Overseas Limited
New Delhi | 203. TNT India Ltd.
New Delhi |
| 182. Shah Pneumatics
Mumbai | 204. U.B. Exports
Bangalore |
| 183. Sangli Bank Limited
Sangli | 205. U.P. Cooperative Federation Ltd.
Lucknow |
| 184. Shreeji Chemicals
Ahmedabad | 206. U.P. Export Corporation Ltd.
New Delhi |
| 185. Shapoorji Pallonji & Co. Pvt. Ltd.
Mumbai | 207. Usha Intercontinental (India)
New Delhi |
| 186. STC of India Ltd.
New Delhi | 208. V.D. Swami & Company Ltd.
Chennai |
| 187. Shriram Jute Mills Ltd.
Kolkata | 209. V.S. Dempo & Co. Ltd.
Panaji |
| 188. Steel Authority of India Ltd.
Kolkata | 210. Vardhman Spinning &
General Mills Limited
Ludhiana |
| 189. SAIL International Ltd.
New Delhi | 211. Vasu Agarbathies
Mysore |
| 190. Sanghavi Exports
Mumbai | 212. Victor Tools Pvt. Ltd.
Jalandhar |
| 191. Synthetic & Rayon Textiles Export
Promotion Council
Mumbai | 213. VBC Educational Society
Visakhapatnam |
| 192. Spices Board
Cochin | 214. Voltas Limited
Hyderabad Unit
Hyderabad |
| 193. Sports Goods Export Promotion Council
New Delhi | |