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(DEEMED UNIVERSITY)

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The Year in Review

THE world economy is facing serious challenges in sustaining the strong pace of growth experienced in past few years (UN, WESP 2008). Having grown at an average rate of about 5 per cent between 2004 and 2007, the global growth is projected to slow down to 3.7 per cent in 2008. In fact, the IMF had to further scale down the estimate it observed in the January 2008 World Economic Outlook Update, from 4.2 to 3.7 per cent, when the earlier estimate of 4.2 per cent was itself 1.2 percentage points lower than the growth of 4.9 per cent recorded in 2007.

Advanced economies grew at a rate of 3 per cent in 2006 and 2.7 per cent in 2007 and it is projected that this will drop to 1.3 per cent in 2008. The emerging and developing economies, in contrast, grew at the rate of 7.8 per cent in 2006 and 7.9 per cent in 2007 with the projection of 6.7 per cent for the year 2008. Although there were signs of slowing activity in the latter part of 2007, for the year as a whole growth remained a robust 7.9 per cent. There is thus a divergence between the performance of advanced and emerging economies. The activity in advanced economies has decelerated while the same in emerging and developing economies has continued to grow rapidly. While subprime housing mortgage crisis in the United States, the pervasive impact of financial turbulence on both banks and securities market and the resultant broad credit squeeze had a dampening impact on the economic activity in the advanced economies, the direct spillovers to emerging and developing economies, however, were largely contained. This is in contrast to earlier periods of global financial disruptions. Will emerging and developing economies be able to effectively decouple from the substantial slowdown in advanced economies in 2008? The advanced economies would need to make systematic efforts to deal with financial market turmoil in order to avoid a crisis of full blown credit crunch and the consequent downside risks to growth (WEO, April 2008).

There have been important shifts in the growth dynamics of the global economy. The growth activity over the past five years has been dominated by the emerging and developing economies, notably the BRIC, which now account for about two-thirds of the global growth. The second related shift is in the structure and the pattern of the global trade. These economies now account for about one-third of the global trade and almost half of the exports from these emerging and developing economies are intra regional. Further, there is a large domestic component of demand in the major emerging economies. As a result the economic activity in emerging and developing countries is less susceptible to advanced economy business cycle, even as these economies become increasingly open to trade. The other important feature is that the growth in emerging and developing economies is resource intensive and this has contributed to the sustained increase in the commodity prices observed over the past year, despite moderating growth in the advanced economies.

The Indian Economy

Having attained a growth rate of 9.0 per cent in 2005-06 and 9.4 per cent in 2006-07, there was some moderation in the GDP growth at an estimate of 8.7 per cent by the CSO for the year 2007-08. The annual growth rate for the Tenth Plan period (2002-07) averaged 7.8 per cent, only marginally short of the target of 8 per cent for this period, while the target for the Eleventh Plan has been set at 9 per cent. The moderation in growth in 2007-08 is partly attributable to preemptive monetary policy actions that sought to dampen excessive demand pressures, while continuing with enabling environment to enhance supply side responses in terms of investments.

The structure of the Indian economy has, over the years, undergone a substantial change. Currently, agriculture accounts for about 18 per cent

of GDP, industry's share is 27 per cent and the services account for about 55 per cent of GDP. The agriculture has been experiencing deceleration since the mid nineties. The rate of growth in this sector averaged at 2.5 per cent during the Tenth Plan Period and is around 2.6 per cent for the year 2007-08. The industrial sector grew at an average rate of 9.1 per cent during the Tenth Plan Period and is estimated to have grown by around 9.7 per cent in 2007-08 as against 10.9 per cent in 2006-07 and 9.6 per cent in 2005-06. The services sector has sustained its high growth rate and contributed substantially to overall growth. Having grown at an average rate of 9.4 per cent during the Tenth Plan Period, the services sector is estimated to have recorded a growth rate of 10.3 per cent in 2007-08 against 11 per cent in 2006-07 and 9.8 per cent in 2005-06.

Inflation, in terms of the wholesale prices started firming up from June 2006. This owed substantially to an increase in the prices of wheat, pulses, edible oils and mineral oils. The increase in the international prices of crude necessitated an upward revision in the prices of petrol and diesel in the domestic market. The growing concern for controlling inflation, thus, necessitated a number of fiscal, administrative and monetary measures. Safeguarding the continued expansion of activity amidst inflationary pressures, volatile oil markets, strong capital inflows and continued global imbalance is thus a major challenge in the year ahead.

The exports in 2007-08 at US\$155 billion, rising from a level of US\$63 billion in 2004, attained an average cumulative annual growth rate of 23 per cent. The total merchandise trade, exports and imports together, of US\$400 billion is 1.5 per cent of world trade. The combined merchandise and services trade of US\$525 billion is now equivalent to 50 per cent of our GDP. During the last four years, trade activity has created 136 lakh new jobs. This achievement is in line with the objectives of India's Foreign Trade Policy, for the period 2004-09, to double India's percentage share of global merchandise trade and to use trade expansion as an instrument of economic growth and employment generation.

Current receipts in 2006-07 amounted to US\$ 243.2 billion and current payments were placed at

US\$252.9 billion. Consequently, current account deficit was placed at US\$9.8 billion in 2006-07. Net capital flows rose from a level of US\$25 billion in 2005-06 to US\$46.4 billion in 2006-07. The excess of capital flows over the current account deficit has shown an upward trend since 2003-04. Foreign exchange reserves increased from a level of US\$151.66 billion in March 2006 to reach US\$199.26 in 2007 and were close to US\$300 billion by March 2008 (Economic Survey 2007-08).

The Institute

The Institute continued to gain further heights during the year. The overwhelming response to the two-year MBA (International Business) continued with around 37,500 candidates applying for the Degree Programme. This was the first year when the students graduating from Kolkata Centre also participated in the placement process. In spite of the fact that the number of students to be placed this year went up from around 90 to 150, the graduating batch of MBA (IB) reaffirmed the Institute's capability to produce global managers in the field of International Business when it succeeded in placing its entire batch of 2006-08 in a matter of just one day of its Placement Week. The average annual salary was about 9 per cent more than the previous year. The highest domestic salary package witnessed a quantum jump and international salaries were also impressive. The placement process has witnessed students preferring domestic profiles. The investment banking and financial services have been the major recruiters and the new emerging sectors are consulting, media and global environment. Another satisfying feature of the placement was that as many as 57 students out of 151 got placed through pre-placement offers and lateral placement process.

The Kolkata Centre of the Institute, set up during 2006 is presently running from rented premises. Since space was posing some difficulties in effectively running the various courses and providing the required facilities to the students, the third floor of the same building having approximately 5,000 sq. metre of covered area was also taken on rent.

A far as the construction of Kolkata Campus is concerned, the Architect Consulting Firm and

Project Management Consultancy Firm have been appointed. The architectural firm has finalized the Concept Design Report and necessary steps are being taken to invite financial bids to finalize the building contractor.

A great thrust was provided to international networking by the Institute with the creation of a separate Division for International Collaborations and Capacity Development last year. The Institute continued to organize two-year MBA (International Business) in Tanzania in collaboration with the Institute of Finance Management (IFM), Tanzania. International linkages of the Institute were further expanded during the year. The Institute signed MoUs with (i) IECS – Strasbourg Graduate School of Management, Robert Schuman University, France; (ii) Bocconi University, Milan, Italy; (iii) Keio University, Japan; (iv) EDHEC Business School, France; (v) Foreign Trade University, Hanoi, Vietnam; (vi) Aberystwyth University, UK; (vii) Brock University, Canada; (viii) New Castle University, UK; and (ix) International University, Geneva. The activities that will be covered under these MoUs include exchange of students and faculty, joint research and conferences.

As part of its overall strategy to give special attention to the interface with the Indian industry, the Institute started an 18-month online Executive Post Graduate Diploma in Industrial Marketing for executives of L&T. This is a three-semester online programme and at the beginning of each semester weeklong classes are held at IIFT Campus in New Delhi.

In order to provide learning opportunities on the internet to all those who want to carve a career in international business, the Institute launched, in collaboration with M/s McMillan a four-month online MDP on “Getting Started in Export-Import Trade”. The programme is designed and developed to create awareness among entrepreneurs on foreign trade policy and export promotion schemes. The programme uses latest web technologies to offer quality education in the area of international business operations.

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 institutes, both within the country and abroad, further accelerated its activities during the year. In order to improve the role of SMEs in global trade from Mekong Region and as part of the South-South cooperation, the Centre conceived a project proposal for research and training in the region with funding support from Swiss Agency for Development and Cooperation (SDC). As part of the same in Phase II the focus country was Vietnam and the Institute conducted the studies on (i) Challenges to Vietnamese SMEs in WTO Era; (ii) Impact of Vietnam’s WTO Accession on its Agricultural Sector; and (iii) Impact of Vietnam’s WTO Accession on its Textile and Garment Sector.

Research continued to be a core activity of the Institute. Apart from studies 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.

The Institute continued to introduce new Management Development Programmes during the year in the areas of Finance, Exports & Trade Operations, Stocks, Human Resource Development, IT and Software Management so as to upgrade skills in these areas. Some of the new programmes conducted during the year include (i) Cross cultural communication skills in international business, (ii) Project management focusing on international perspectives, (iii) Contemporary issues in international business, and (iv) International business process mapping. South-South cooperation and capacity building in developing countries, particularly Africa, continued as a focus area for the Institute. Three-week long programme on the WTO issues was held at IIFT, Delhi for participants from Africa with ITEC support of Ministry of External Affairs, Government of India.

Education and Training

THE IIFT School of International Business reaches out to young graduates as also to corporate world through a portfolio of programmes on wide variety of themes, which are of relevance to the contemporary business world. Our clientele consists of students participating in long duration Business Education Programmes, middle-level executives to upgrade their skills and policy-makers from India and abroad 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 2007-08.

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

The two-year full-time MBA (International Business) 2007-09 (22nd batch) commenced on 2 July 2007. One hundred and eighteen students were admitted to the Delhi Centre and fifty-four students were admitted to Kolkata Campus on the basis of an all-India selection comprising written test, group discussions and interviews.

Convocation of the 20th batch of MBA (International Business) 2005-07 was held on 19 April 2007. One hundred and fifteen students were awarded the Degree of Master in Business Administration (International Business) in the Convocation attended by Shri K.V. Kamath, Managing Director and CEO, ICICI Bank as Chief Guest. Shri G.K. Pillai, Chairman, IIFT and Secretary, Department of Commerce, Ministry of Commerce & Industry, Government of India, presided over the Convocation.

Convocation of the 21st batch of MBA (International Business) 2006-08 was held on 25 March 2008. Ninety-two students of Delhi Campus and fifty-nine students of Kolkata Campus qualified for the award of the Masters Degree which was conferred on them by Shri Kamal Nath, Hon'ble Minister of Commerce & Industry. Shri G.K. Pillai, Chairman, IIFT and Secretary, Department of Commerce, Ministry of Commerce & Industry, Government of India, presided over the Convocation.

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

The 8th batch of three-year part-time MBA (International Business) for working executives started on 7 July 2007. Fifty-six participants were admitted to the Programme on the basis of essay writing test, group discussions and interviews.

The second batch of three-year Part-time MBA (IB) for working executives at Kolkata Centre of IIFT was commenced on 7 July 2007 and 53 participants were admitted to the programme on the basis of essay writing test, group discussions and interviews. Shri Rakesh Shah, Chairman of Engineering Export Promotion Council inaugurated the Programme.

Convocation of 5th batch of three-year MBA (International Business) 2004-07 was held on 19 April 2007. Forty-one participants qualified for the award of the Masters Degree.

Convocation of the 6th batch of MBA (International Business) 2005-08 was held on 25 March 2008. Fifty students qualified for the award of the Masters Degree.

3. Two-year MBA (International Business) for the Officers of ONGC.

Convocation of the 2nd batch of MBA (IB) for the officers of ONGC was held on 25 March 2008. Twenty-two students qualified for the award of the Masters Degree.

4. Executive Post Graduate Diploma in International Business (EPGDIB)

Executive Post Graduate Diploma in International Business (Sept. 2007 – Feb. 2009) programme, started on 10 September 2007 with sixty-seven participants drawn from corporate sector, export promotion & service institutions/ organizations and government departments.

Convocation of Executive Masters in International Business (Oct. 2005 – March 2007) was held on 19 April 2007. Fifty-one participants qualified for the award of the Diploma.

Convocation of the Executive Masters in International Business (Sept. 2006 – Feb. 2008) was held on 25 March 2008. Fifty-five students qualified for the award of the Diploma.

5. Executive Masters in International Business (EMIB) thru VSAT

Convocation of second batch of Executive Masters in International Business (thru VSAT), Aug. 2005 – Jan. 2007, was held on 19 April 2007. Forty-four participants qualified for the award of the Diploma.

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

Based on the IIFT admission test and interviews held in July 2007, about 60 candidates for the next batch were selected out of a total of 157 applicants. The Programme started on 15 October 2007.

7. Executive Post Graduate Diploma in Industrial Marketing for Executives of L&T (December 2007-June 2009)

The first batch of Executive Post Graduate Diploma in Industrial Marketing for executives of L&T started 17 December 2007. Twenty-two students joined the Programme.

8. Certificate Programme in Export Management – Evening (CPEM)

Certificate Programme in Export Management (April-July 2007) commenced on 2 April 2007. Fifty-five students joined the course.

Forty-five successful students of the CPEM (April-July 2006) were awarded Certificates at the 41st Annual Convocation of the Institute held on 19 April 2007.

Fifty-two successful students of the CPEM (April-July 2007) were awarded Certificates at the 42nd Annual Convocation of the Institute held on 25 March 2008.

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

Certificate Course in International Business Language (Evening), July-Dec. 2007, commenced on 9 July 2007. Twenty-three students were admitted to the Chinese programme, 21 were admitted to Spanish programme and 36 were admitted to the French programme.

Certificate Course in International Business Language (Evening), Jan-June 2008, commenced on 10 January 2007. Fifteen students were admitted to the Chinese programme, 28 were admitted to Spanish programme, 16 students were admitted to the German programme and 34 were admitted to the French programme.

Thirty-seven students of Spanish, 22 students of Portuguese and 43 students of Chinese Language (Jan.-June 2007) and 12 students of Spanish, 22 students of French and 10 students of Chinese Language (July-Dec. 2007) were awarded Certificates at the 42nd Annual Convocation of the Institute held on 25 March 2008.

MANAGEMENT DEVELOPMENT PROGRAMMES 2007-08

A. OPEN PROGRAMMES

1. Export-Import Procedure and Documentation

Five-day MDP on Export-Import Procedure & Documentation combining the course contents of Export Procedures & Documentation and Import Management & Procedure was organized thrice in the Institute's premises during 11-15 June 2007; 20-24 August 2007; and 10-14 December 2007.

The programme was designed to develop an integrated approach to the International Trade Transactions at Corporate Level within the framework of new trade regime. Emphasis was given on dealing with different elements of export-import management process and related aspects.

The programme content included: implications to the export-import trade, export-import planning at corporate level, export-import documentation framework, export promotion schemes (EPCG and duty exemption including advance authorization) incentives & benefits, finance for export-import trade. In all fifty-two participants from various Government Departments and Trade and Industry attended these programmes.

2. Customer Relationship Management for International Business

A one-day MDP on the Customer Relationship Management for International Business was held in the Institute's premises on 13 July 2007. The programme content included: International business and CRM, building equity through customer experience, knowing about customers- intelligence tools, setting up the analytics environment and Customer Intelligence in the societal context. Twenty participants from banks and corporate sector attended the programme.

3. Role of Logistics Management in International Trade

A two-day MDP on Role of Logistics in International Trade was held in the Institute's premises during 11-12 October 2007. The Programme was aimed at developing understanding on the role of logistics management, shipping operations and related commercial practices in international trade among business executives.

The programme content included : supply chain linkages for global competitiveness; logistics management for international trade, 3P logistics, international transportation systems, international/national logistics infrastructure, structure of shipping services; liner shipping-freighting practices; tramp shipping-chartering practices; containerization and

multimodal transport; international commercial practices and incoterms; transit risk management, freight forwarding and customs clearance of exim cargo. Thirteen participants attended the programme.

4. Cross-Cultural Communication Skills in International Business

A two-day MDP on Cross-Cultural Communication Skills in International Business was held in the Institute's premises during 29-30 October 2007. This MDP was designed to make managers aware of different dimensions of communication in different culture contexts and to help them develop communication strategies which are essential in today's global environment.

The programme primarily focused on identifying cultural differences that may affect negotiation, strategies for successful cross-cultural communication in cross-cultural negotiating situations, communicating persuasively for negotiation, leading from the front – managing negotiations. Eight participants attended the programme.

5. Database Management for Effective International Business Strategy

A two-day MDP on Database Management for Effective International Business Strategy was held in the Institute's premises during 15-16 November 2007. The programme has been designed to impart database management skills and develop appreciation of PIMS (Profit Impact of Market Strategy) database and ERP.

The programme content included : Theory of DBMS, introduction, database design, ERD, information retrieval: application of DBMS, in international business scenario, PIMS (profit impact of market strategy) database, ERP-databases as the backbone of ERP. Eight participants attended the programme.

6. International Finance: Concepts and Strategies

A two-day MDP on International Finance: Concepts and Strategies was held in the Institute's

premises during 6-7 December 2007. The programme was designed to enhance the manager's ability to deal with the tools and instruments for managing risk such as forwards, futures, options and swaps and their proper selection. The programme content included: Issues relating to external commercial borrowing and implications for currency hedging, understanding exchange rate mechanism & functioning of forex market and its participants, currency forward & futures, forex options, exchange rate forecasting, currency SWAPS, developing skills in currency risk management – rate shopping, selective hedging, switching risk and developing currency risk strategy - application of currency risk grid. Thirteen participants primarily from banks and corporate sector attended the programme.

7. Project Management with International Perspective

A Three-day MDP on Project Management with International Perspective was held in the Institute's premises during 17-19 December 2007. The programme was aimed at enhancing understanding and use of project management techniques which will lead to selection of viable projects and their proper implementation. The programme content included: Project appraisal, risk identification and sensitivity analysis, management of project time, project cost estimation and financing, project planning, execution and control, information technology projects, international projects – risks and execution and negotiation and contracts, guidelines to PMP certification from PMI, USA. Nine participants attended the programme.

8. Contemporary Issues in International Marketing

A one-day MDP on the Contemporary Issues in International Marketing was held in the Institute's premises on 11 January 2008. The basic objective of the programme was to develop a conceptual understanding among the participants on the emerging issues in international marketing and evolve a response strategy for international marketing in the present context. The programme

content included: international marketing decisions: emerging issues, global e-marketing, cross cultural issues in international marketing, strategic response to emerging challenges in international marketing. Ten participants attended the programme.

9. International Business Diplomacy and Negotiations

A three-day MDP on the International Business Diplomacy and Negotiations was held in the Institute's premises on 27-29 February 2008. The programme was designed to equip the managers with the necessary business diplomacy and negotiation skills. The programme packages the issues concerning economic diplomacy, corporate diplomacy and international negotiations in a wide variety of settings. The programme attempts to look at the negotiations on a broad platform that encompasses different settings of government-government, government-business, and business transactions and negotiation configurations and strategies in a two-party or multiparty negotiation situations. Ten participants attended the programme.

B. SPONSORED PROGRAMMES

1. Programme in Foreign Trade for Indian Trade Service Probationers

DGFT sponsored one-and-half-year residential induction training programme in Foreign Trade for ITS Probationers has been in progress since April 2007 and will be concluded in September 2008.

As a part of their professional training in IIFT during this period, the participants would be undergoing the following courses:

1. International Marketing & Research
2. WTO and Trade Issues
3. International Trade Logistics and Documentation
4. Trade Procedure and Documentation

The curriculum also includes subjects such as international finance management, global business environment, international economics, international trade operations, e-commerce, international

business negotiations, introduction to WTO and agreements, international marketing management, trade logistics – shipping, MMTS, container and cargo handling. Four ITS probationers are undergoing training, presently.

2. WTO Regional Workshop on Sanitary and Phyto-Sanitary Measures for Select Asian Countries

Three-day WTO Regional Workshop on SPS Measures for Asian Countries was held in Hotel Shangri La, New Delhi during 24-26 April 2007. The programme content included : overview of the programme – WTO, Icebreaker – WTO, overview of the SPS agreement : its scope and main provisions, general introduction to the work of the international standard-setting bodies – World Organization for Animal Health (OIE) – International Plant Protection Convention, discussion session on main SPS issues affecting trade in participants' countries and SPS Agreements. Thirty-three participants from select Asian countries attended the programme.

3. Training Programme for Indian Economic Service Officer Trainees (XXVIII Batch)

A two week's training programme for Indian Economic Service Officer Trainees was held in the Institute's premises during 21 May-1 June 2007. The programme content included: multilateral framework of international trade, GATS, globalization debate – emerging patterns of the global political economy, foreign trade policy of india, challenges confronting indian exporters, impact of globalization on the businesses, international commercial terms, international payment terms, data base, an overview of international trade logistics, export-import related physical infrastructure, containerization & multi modal transport, international business contracts and dispute settlement, workshop on import & export process, institutional framework for export promotion, international currency markets, trade promotion tools, trade fairs & exhibitions as promotion tools, trade blocs & regional economic integration, international negotiation skills, issues concerning India's IT industry, emerging issues in

international marketing, NAMA issues, agriculture related issues at WTO, intellectual property rights, dispute settlement mechanism under WTO, sources of international business information and India and the Doha development round. Seven probationers nominated by Department of Economic Affairs, Ministry of Finance attended the programme.

4. Orientation MDP on Export Marketing and Management for the officials of Kerala State Export Trade Development Council (KEREXIL)

A two-day orientation MDP on Export Marketing and Management was organized for the officials of KEREXIL at Thiruvananthapuram during 5-6 June 2007. The programme content included: getting started in export-import business – a step-by-step approach, an overview of Foreign Trade Policy 2004-09 as amended up to 1 April 2007, export-import documentation framework, impact of globalization on indian economy, choosing the right market for the right product, institutional framework for export promotion, export incentives like MAI/MDA/ASIDE and role of EPCs/CBS, customs formalities in export and imports through EDI. Sixty-five Officers from KEREXIL attended the programme.

5. MDP on UCP 600 for MMTC Officials

A two-day MDP on UCP 600 was held twice at the MMTC Training Centre, Adchini, New Delhi on 20 July 2007 and 23 July 2007. The programme content included: method of payment in international business and mechanism of letter of credit transaction, discussion on understanding of Article 1-39 of UCP 600 and the concept of UCP 600. A total of fifty-seven MMTC Officials attended these programmes.

6. Training Programme for Indian Foreign Service Probationers

Two weeks long MEA sponsored training programme for IFS Probationers was held in the Institute's premises during 30 July-10 August 2007. The programme content included: globalization debate emerging patterns of the global political economy, India's external sector, contemporary

issues in international marketing, Foreign Trade Policy of India, export-import related physical infrastructure, international commercial terms, international maritime transport, multilateral framework of international trade, international payment terms and transactions through banks, international business strategy, international business contracts and dispute settlement, international trade fairs & exhibitions, overview of international capital markets, GATS, institutional framework for export promotion, issues concerning India's IT industry, export potential of select products, NAMA issues, agriculture related issues at WTO, intellectual property rights, trade blocs & regional economic integration, international negotiations & business diplomacy and India & the Doha development round. Twenty Probationers from the Indian Foreign Services attended the programme.

7. Capacity Building Programme on Export-Import Procedure and Documentation for the executives of Mitsui & Co. (India) Pvt. Ltd.

Two-day Capacity Building Programme on Export-Import Procedure and Documentation was organized for the executives of Mitsui & Co. (India) Pvt. Ltd. in the Institute's premises during 26-27 October 2007. The programme content included: international trade documentation, international commercial contract, payment terms in international trade, exchange risk management strategies, role of logistics management in international marketing, etc. Twenty-four executives from Mitsui & Co. (India) Pvt. Ltd. attended the programme.

8. MDP on Export Marketing Procedure and Documentation for the officers of Export Credit Guarantee Corporation

A five-day MDP on Export Marketing Procedure and Documentation was organized for the officers of ECGC in the Institute's premises during 26-30 November 2007. The programme content included: Impact of globalization on Indian economy, international marketing framework, international trade documentation framework, understanding the

Foreign Trade Policy (2004-09) of India, export sales contract & incoterms 2000, choosing a right market, export promotion schemes under the foreign trade policy, methods of export payment, financing for exports, role of logistics in international trade, credit risk management, market entry strategies – location of an overseas buyer, UCP 600, customs regulations and clearance formalities for export, transit risk management and processing of an export order. Twenty-five ECGC officials attended the programme.

9. Capacity Building Programme on International Marketing for Officers of MPEDA

A two-day MDP on International Marketing for Senior Officers of Marine Products Export Development Authority (MPEDA) was held in Kochi during 17-18 December 2007. The programme content included: international trade policy and management, global business environment, trade issues under WTO, databases & analysis, international trade operation & logistics, international marketing management, economic performance indicators, structure of global trade: region-wise & analysis, macro economic framework exchange rate regimes, logistics: an integral managerial function, trade operation & documents, product identification & managing brand, pricing decision for international market, international marketing channels, strategic issues in international marketing. Eighteen senior officers of MPEDA attended the programme.

10. In-service Training on WTO and New Trade Regime for IAS Officers

A five-day In-Service Training on WTO & New Trade Regime for IAS Officers was held in the Institute's premises during 14-18 January 2008. The programme content included : framework of WTO agreements, issues in WTO indian perspective, WTO rules and RTA, India's RTAs and FTAs, non-agricultural market access and India, sanitary and phytosanitary measures and technical barriers to trade, dispute settlement understanding: cases, subsidy & countervailing measures, competition

policy, WTO agreement on agriculture, safeguard measures, trade facilitation, TRIPS, antidumping, government procurement, WTO impact on trade policy, India's negotiation: challenges & issues, GATS architecture & Doha negotiation and future of Doha round. Forty-one senior level IAS officers attended the programme.

11. MDP on Understanding WTO & State Level Implication and Implementation Issues for the officers of Government of Madhya Pradesh, Bhopal

A two-day MDP on Understanding WTO & State Level Implication and Implementation Issues was held in RCVN Academy of Management and Administration, Bhopal during 13-14 February 2008. The programme content included: bio-diversity & bio-technology, introduction to WTO: structure & functions, globalization, framework of WTO agreements with special focus on agriculture, non-agricultural market access, trade related aspects of intellectual property rights, services and WTO and future actions by State Government. One hundred officers from the State Government attended the programme.

12. Capacity Building Programme on WTO Related Issues for the officials from African Countries

A three weeks long MEA Sponsored Capacity Building Programme on WTO Issues was held in the Institute's premises during 24 March-11 April 2008. The programme was organized on the occasion of the Africa Summit under India Technical Economic Cooperation (ITEC) funding. The programme content included : role of WTO in a globalized economy, framework of multilateral agreements under Uruguay round, WTO, import licensing and QRs, global business environment, WTO rules and RTAs and its impact on Africa, Africa - integration with global economy, regionalism vs. multilateralism, agreement on agriculture – main provisions, GATS, current status of negotiations on agriculture in WTO, WTO & competition policy, group work by participants, SPS & TBT, subsidy & countervailing

measures, TRIMS, non-agriculture market access, agreement on anti-dumping & case studies, geographical indications, PTAs: issues and challenges for Africa, WTO and trade policy, government procurement, Africa tribute, issues for dispute settlement in developing countries, safeguard measures and presentation on group work by participants. Eighteen officials from ten African countries attended the programme.

C. COLLABORATIVE PROGRAMMES

1. 7th Refresher Programme in International Trade with FIEO

In the series of its collaborative programmes with Federation of Indian Export Organizations (FIEO), the seventh five-day Refresher Programme in International Trade was held in the Institute's premises during 18-22 June 2007. The programme content included: challenges in global marketing, overview of customs rules/regulations covering export-import transactions, framework of international trade documents, role of distribution, pricing and selection of market for export business, understanding schemes of managing currency risk in export transaction, export finance schemes – facilities to gold card holder exporters – cost reduction approach, export promotion incentives and MDA schemes for exporters, introduction to ECGC policies, and claims for export payments, implications of changes in UCP 600 challenges for exporter & importer, sharing of experiences with successful exporter and use of internet for export business development. Fifty trade and industry members of FIEO attended the programme.

2. 8th Refresher Programme in International Trade with FIEO

The eighth five-day Refresher Programme in International Trade with Federation of Indian Export Organizations (FIEO) was held in the Institute's premises during 31 March-4 April 2008. The programme content was similar to S.No. 1 above. Thirty-five members of FIEO attended the programme.

D. MDPs ORGANIZED AT KOLKATA CENTRE**13. AP, WTO Programme**

A Capacity Building Programme on WTO Agreement effecting Agricultural Export from the State of Andhra Pradesh was held at IIFT, Kolkata in January 2008. The programme aimed at enhancing awareness for officials of WTO Cell, Govt. of Andhra Pradesh on various WTO issues like agreements on agriculture, sanitary and phyto sanitary issues, technical barriers to trade and anti dumping general agreement on trade services, IPR, etc. Twenty-five officials from AP Govt. attended the programme.

14. FIEO Programme

The objective of the programme was to enhance the knowledge of environment & WTO issues, International Marketing, International Finance, International documentation and logistics etc. *Target group:* FIEO Member Organizations

15. EEPC Programme

The objective of the programme was to enhance the understanding of different elements of export-import management process and to address the needs and issues concerning SMEs. *Target group:* EEPC Member Organizations

E. ONLINE PROGRAMMES**1. Getting Started in Export-Import Trade (Macmillan India Ltd.)**

The Institute launched a 4-month long Online MDP on Getting Started in Export-Import Trade on 20 September 2007 in technical collaboration with Macmillan India Limited. The programme comprising eight modules is spread over a period of four months. The programme is open for enrollment throughout the year as per prescribed schedule.

The programme offers question-answer sessions, online interaction with the faculty, e-chatting, etc. Further, at the end of each module, each participant is provided an opportunity for self assessment through assignments, MCQs, short and long answer questions and a comprehensive project report.

On the successful completion of the course, the participants are awarded a Certificate of Participation from Indian Institute of Foreign Trade. In its first batch 12 people enrolled and successfully completed their course.

PROGRAMMES CONDUCTED DURING 2007-08 — AT A GLANCE

<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	Delhi	2007	14
2.	MBA (International Business)	Delhi	2006-08 2007-09	93 118
		Kolkata	2006-28 2007-09	58 54
3.	MBA (International Business) – Part Time	Delhi	2005-08 2006-09 2007-10	60 61 56
		Kolkata	2006-09 2007-10	62 53
4.	MBA (International Business) for Officers of ONGC	Delhi	2006-08	22
5.	Executive Post Graduate Diploma in Industrial Marketing for Executives of L&T	Delhi	Dec. '07- June '09	22
6.	Executive Masters in International Business thru VSAT	All over India (91 Cities)	2007-08	110

<i>Sl. No.</i>	<i>Programme</i>	<i>Venue</i>	<i>Dates/ Duration</i>	<i>No. of participants</i>	
7.	Executive Masters in International Business	Delhi	Sept.'06 - Feb.'08	68	
	Executive Post Graduate Diploma in International Business		Sept.'07 - Feb.'09	67	
8.	MBA (International Business)	Tanzania	2006-2009	56	
B. PART-TIME CERTIFICATE COURSE					
1.	Certificate Programme in Export Management	Delhi	April-July 2007	55	
2.	Chinese Language Course	Delhi	July-Dec. 2007	23	
3.	French Language Course	Delhi	July-Dec. 2007	36	
4.	Spanish Language Course	Delhi	July-Dec. 2007	21	
5.	Chinese Language Course	Delhi	Jan.-June 2008	15	
6.	French Language Course	Delhi	Jan.-June 2008	34	
7.	Spanish Language Course	Delhi	Jan.-June 2008	28	
8.	German Language Course	Delhi	Jan.-June 2008	16	
C. EXECUTIVE DEVELOPMENT PROGRAMMES					
(i) OPEN PROGRAMMES					
1	Export Import Procedure & Documentation	Delhi	11-15 June 2007	12	
2	Customer Relationship Management for International Business	Delhi	13 July 2007	20	
3	Export Import Procedure & Documentation	Delhi	20 -24 Aug. 2007	20	
4	Role of Logistics Management in International Trade	Delhi	11-12 Oct. 2007	13	
5	Cross-Cultural Communication Skills in International Business	Delhi	29-30 Oct. 2007	08	
6	Database Management for Effective International Business Strategy	Delhi	15-16 Nov. 2007	08	
7	International Finance : Concepts and Strategies	Delhi	06-07 Dec. 2007	13	
8	Export Import Procedure & Documentation	Delhi	10 -14 Dec. 2007	20	
9	Project Management with International Perspective	Delhi	17-19 Dec. 2007	09	
10	Contemporary Issues in International Marketing	Delhi	11 Jan. 2008	10	
11	International Business Diplomacy and Negotiations	Delhi	27-29 Feb. 2008	10	
<i>Sl. No.</i>	<i>Programme</i>	<i>Sponsoring Organization</i>	<i>Venue</i>	<i>Dates/ Duration</i>	<i>No. of participants</i>
(ii) SPONSORED PROGRAMMES					
1	Programme in Foreign Trade for Indian Foreign Trade Service Probationers	DGFT, New Delhi	Delhi	1 April 2007-30 Sept. 2008	4
2	WTO Regional Workshop on SPS Measures for Select Asian Countries	WTO Secretariat, Geneva	Delhi	24-26 April 2007	33
3	Training Programme for the Indian Economic Service Officer Trainees (XXVIII Batch)	Dept of Econ. Affairs, Min. of Fin.	Delhi	21 May - 01 June 2007	7

<i>Sl. No.</i>	<i>Programme</i>	<i>Sponsoring Organization</i>	<i>Venue</i>	<i>Dates/ Duration</i>	<i>No. of participants</i>
4	Orientation MDP on Export Marketing and Management for the officials of KEREXIL	KEREXIL, T'uram	T'puram	05-06 June 2007	65
5	MDP on UCP 600 for MMTC Officials	MMTC	Delhi	20 July 2007	270
6	MDP on UCP 600 for MMTC Officials	MMTC	Delhi	23 July 2007	30
7	Training Programme for Indian Foreign Service Probationers	FSI, MEA	Delhi	30 July -10 Aug. 2007	20
8	Capacity Building Programme on Export-Import Procedure and Documentation for the executives of Mitsui & Co. (India) Pvt. Ltd.	Mitsui & Co. (India) Pvt. Ltd.	Delhi	26-27 Oct. 2007	24
9	MDP on Export Marketing Procedure and Documentation for the officers of Export Credit Guarantee Corporation	ECGC	Delhi	26-30 Nov. 2007	25
10	Capacity Building Programme on International Marketing for Officers of MPEDA	MPEDA, Kochi	Kochi	17-18 Dec. 2007	18
11	In-service Training on WTO & New Trade Regime for IAS Officers	DOPT	Delhi	14-18 Jan. 2008	41
12	MDP on Understanding WTO & State Level Implication and Implementation Issues for the officers of Government of Madhya Pradesh, Bhopal	RCVPN Academy	Bhopal	13-14 Feb. 2008	100
13	Capacity Building Programme on WTO Related Issues for the officials from African Countries	MEA under ITEC Assistance	Delhi	24 March-11 April 2008	18
<i>Sl. No.</i>	<i>Programme</i>	<i>Collaborative Organization</i>	<i>Venue</i>	<i>Dates/ Duration</i>	<i>No. of participants</i>
(iii) COLLABORATIVE PROGRAMMES					
1	7th Refresher Programme in International Trade (with FIEO)	FIEO	Delhi	18-22 June 2007	50
2	8th Refresher Programme in International Trade (with FIEO)	FIEO	Delhi	31 March-4 April 2008	35
(iv) MDPs AT KOLKATA CENTRE					
1	Capacity Building Programme on WTO Agreement effecting Agricultural Export from the State of Andhra Pradesh	Govt. of AP	Kolkata	January 2008	25
2.	FIEO Programme		Kolkata		
3.	EEPC Programme		Kolkata		
(v) ONLINE PROGRAMMES					
1.	Getting Started in Export-Import Trade	Macmillan India	Online	4-month, launched on 20 Sept. 2007	12

Research

1. **Review of Implementation of the Agreement on Agriculture**

This Study was sponsored by the Ministry of Commerce & Industry. It examined the implementation issues relating to the subsidies discipline under the AoA. It analyzed the implementation of commitments relating to subsidies for the US and the EU. The findings relevant from the point of view of the on-going Doha Round negotiations in which India, along with the other developing countries, have argued that any agreement reached at the end of the negotiations should include strengthened disciplines aimed at reining-in of developed country subsidies.

2. **Export Potential Survey and Strategies for Karnataka**

The Sponsors - VITC, Karnataka government- has assigned IIFT a study to identify the potential products and associated policy measures to boost their export. The study was carried out in two phases. In the first phase the potential products were identified through analysis of secondary data. In the second phase, the research team conducted a survey of various stakeholders. The survey was held in six identified districts of Karnataka. Through this survey, the validity of secondary analysis was tested through stakeholder's perception about potential exportable products. The perception survey helped to add some products over and above the list identified through secondary analysis. Secondly, problems associated with exporting products from Karnataka were also identified. The study further tried to filter the results through analysis of tariff and non-tariff barriers in the destination countries for the identified products. Based on this a set of recommendations have been made which suggests a comprehensive strategy for the state government to follow. It is expected that the suggestions of this study would be taken up for implementation by Karnataka Government.

3. **Food Safety Challenges Faced by Processed Food Exporters in EU Country Markets**

European Union (EU) legislation calls for many health and supervisory requirements that are meant to guarantee that imports meet the standards of production in Member states. However, the EU's rules on certification for imports are complex and are not always harmonized across Member States. Also difference remains in both regulatory and technical requirements and countries have different approaches to surveillance and enforcement. Further, the private food safety guidelines and standards (EUREP-GAP, HACCP, BRC, SQF, and ISO 9000) imposed by importers and retailers for the production, handling, and distribution of fresh fruits & vegetables and fish products, which exceed the public food safety requirements, throw further challenge.

In this context, Centre for MSME Studies, IIFT and EU- India Trade and Investment Development Programme (TIDP) developed the database including the rules and regulations of the select EU countries for major agricultural items of export importance to India. European Union countries included UK, Spain, France, Italy, Denmark, Belgium, Germany, and Netherlands and the identified products under consideration were Dairy, Meat, Poultry, Eggs, Honey, Rice, Spices, Fresh and Processed Fruits & Vegetables, Nuts & Oilseeds. Report has been submitted by the Centre and the software preparation is presently in progress.

4. **Study on "Appreciation in Indian Rupee: Challenges For Indian Handicrafts Exporters"**

A study to assess the Impact of Currency Appreciation on India's Handicrafts Exports was conducted by the Institute at the request of the Development Commissioner (Handicrafts), Ministry of Textiles, Government of India. It was a quick Study which had to be completed within a time-frame of 21 days covering four major clusters of

handicrafts, viz. Moradabad, Jodhpur, Narsapur and Mirzapur.

The draft report was submitted to the Development Commissioner (Handicrafts) and further refinements are in progress.

5. Survival of Start-Ups

A study on Status and Technological Needs of Start-Ups was taken up with the funding from Department of Scientific and Industrial Research, Ministry of Science and Technology, Government of India.

The study identifies the difficulties and constraints faced by Start-up companies in India and suggests remedial measures.

The major findings of this study include the following:

In India, Start-ups have performed below expectation due to a combination of factors which ranges from attitude and habits of Start-ups themselves to credit availability, technology absorption, market information, environmental related factors and frequent government policy changes.

6. Gauging Potential of India's FTA with the Gulf Cooperation Council (GCC)

The Research Study which is in progress was sponsored by the Ministry of Commerce & Industry. The study intends to analyze the economic synergies between India and the GCC countries, and attempts to assess the benefits which will accrue to India on entering into a Free Trade Agreement with the latter. It will analyze the prospect of an FTA in goods sector considering the potential opportunities and both the tariffs and non-tariff barriers. It will also briefly comment on the potential import consequences. The study intends to analyze both currently traded and potentially traded products. Possibilities of broadening this agreement to include services and investment will also be evaluated.

7. Feasibility Study for Setting-up a Cashew Board

A detailed review of the issues constraining the overall development of cashew industry in India

has been carried out. Given the strong inter-relationships between production, processing and marketing activity, the review of the existing institutional and organizational set-up was carried out to analyze the effectiveness of policy support for the overall development of the cashew industry.

In the context of increasing global competition, the suggestions have been drawn, keeping in mind the emerging concern areas and the need to strengthen the domestic cashew industry.

Some of the suggestions proposed are:

1. Development of Cashew Industry should focus on all nodes of the value chain, i.e. Production, Processing, Marketing and Exporting.
2. At the Production Level, suggestions for increasing yield and commercial orientation of the crops were proposed.
3. At the Processing Level, suggestions for linking processing to production were forwarded.
4. At the Marketing Level, proposal for understanding the dynamics of domestic market and integrating the same in the export market was put forth.
5. Changes at Organizational Level were proposed.

8. Need and Feasibility of India's Bilateral Free Trade Agreement with Israel

The Study conducted for the Department of Commerce studied the following:

- Macroeconomic Profile and Performance of Israel
- Analysis of External Sector of Israel
- Bilateral Trade Relations with India
- Analysis of Potential Tradable Products
- Analysis of Trade Barriers
- Goods Sector Cooperation
- Cooperation in Service Sector
- Investment Opportunities.

Seminars/Workshops

1. Capacity Building Programme on Changing Business Landscape in MSME Sector (7-17 July 2007)

Centre for SME Studies at Indian Institute of Foreign Trade conducted Capacity Building Programme on Changing Business Landscape in MSME sector for the officers of MSME, Government of India in collaboration with Small Industries Development Organization. The programme intended to develop sustainable export facilitation & handholding services specifically for exporting SMEs through capacity building of Officers from the Ministry of Micro, Small and Medium Enterprises.

2. Capacity Building Programme on SMEs in Vietnam (2-7 November 2007)

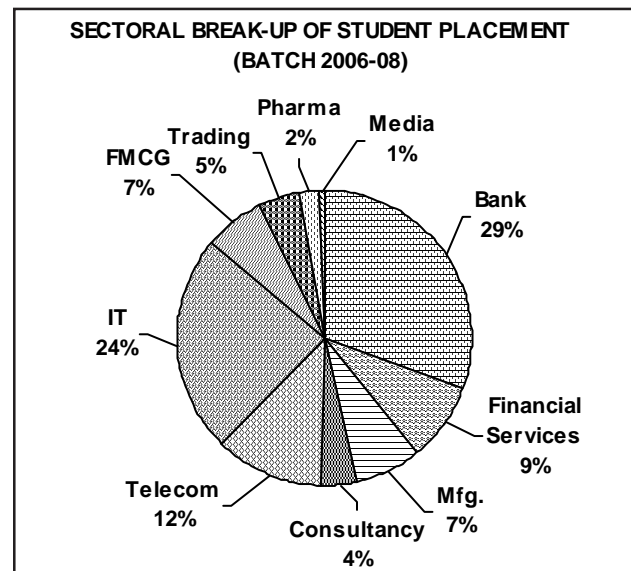
The Programme conducted jointly by Indian Institute of Foreign Trade (IIFT) and International Institute for Trade and Development (ITD), Thailand was sponsored by Swiss Agency for Development & Cooperation (SDC), Berne, Switzerland and assisted by Vietnam Institute of Foreign Trade, Hanoi. The Programme aimed at development and trade capacity building of the SME sector and the stakeholders of Greater Mekong Sub Region (GMS) countries with special focus on Vietnam.

Organizations participated in the programme included Vietnam Chamber of Commerce and Industry (VCCI), Vietnam Association of Seafood Exporters and Producers (VASEP), Vietnam-India Entrepreneurship Development Centre (VIEDC) and Young Businesspeople Association (YBA), HCMC from Vietnam, Association of Lao Garment Industry (ALGI) and Lao National Chamber of Commerce and Industry (LNCCI) from Lao, Sentosa Silk from Cambodia, Southwest China Investment Promotion Centre from China and Myanmar Industry Association from Myanmar.

Placements

OVER 100 companies agreed to participate in the Placement Programme 2008. All the students of Batch 2006-08 were placed by 52 companies. The major recruiters were again from the banking sector.

The average salary was about 9% more than the previous year. The highest domestic salary package witnessed a quantum jump. The international salaries were also impressive. Out of the batch of 151, 42 students (31 from Delhi Campus and 11 from Kolkata Campus) had received Pre-Placement offers based on their summer internship but only 5 students availed the offer. Fifty-three students got placed as lateral candidates. The sectoral break-up is as follows:



Social Awareness Programme (SAP)

Thirty-nine NGOs (19 NGOs in Delhi for 92 students and 20 NGOs in Kolkata for 59 students) were identified as partner NGOs for the attachment of 151 MBA (IB) students of Batch 2006-08 under Social Awareness Programme. The NGOs were selected carefully so as to cover various areas such as poverty, hunger, health, family welfare, environment and education. The interaction with the NGOs started from August 2007 and the attachment for the field project was for a period of three weeks during February 2008. The programme is of three credits.

International Cooperation

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

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

Academy of International Business (AIB), USA

The Academy of International Business (AIB) is an association of scholars and specialists in the field of international business. Members include scholars from the leading global academic institutions as well as consultants, researchers, and NGO representatives. The Academy has thirteen chapters established around the world to facilitate networking as well as the facilitation and exchange of knowledge at a more local level.

Association of Management Development Institutions in South Asia

The Association of Management Development Institutions in South Asia (AMDISA), networks management development centers across seven nations and promotes partnership between business schools, business leaders and policy administrators for enhancing the quality and effectiveness of management education in South Asia.

AMDISA provides multiple ways by which member-institutions collaborate within theregion.

AMDISA also provides professional development opportunities for management faculty, and institution building assistance to business schools and corporate management development centers.

Eduniversal Official Selection

Indian Institute of Foreign Trade (IIFT, New Delhi) has been selected for the 2007/2008 Eduniversal Official Selection – the first universal panorama of the 1000 business schools that count on Earth considering their international influence and recognition. (www.eduniversal.com).

European Foundation for Management Development (EFMD), Brussels

EFMD is based in Brussels, Belgium. With more than 650 member organizations from academia, business, public service and consultancy in 75 countries, EFMD provides a unique forum for information, research, networking and debate on innovation and best practice in management development.

EFMD is recognized globally as an accreditation body of quality in management education and has established accreditation services for business schools and business school programmes, corporate universities and technology-enhanced learning programmes.

International Association of Trade Training Organizations (IATTO), UK

IATTO was incorporated in 1996. Membership of IATTO enables individuals and organizations to network with and learn from fellow international trade educators and specialists operating in other parts of the world. It also provides access to an international accreditation system with unique features aimed at enhancing the marketability of international trade training programmes and certification.

Swiss Agency for Development and Cooperation (SDC), Barne, Switzerland

SDC is an international agency which pursues three principal objectives to reduce poverty worldwide, to guarantee human safety and security, and to safe globalization in a way that fasters development. In its pursuit to achieve these objectives, IIFT has been tied up to work as a partner in helping the Inter and Intra Regional Trade in the Greater Mekong Sub-Region.

United Nations Conference on Trade and Development (UNCTAD)

UNCTAD promotes the development-friendly integration of developing countries into the world economy. It functions as a forum for inter-

governmental deliberations, supported by discussions with experts and exchanges of experience, aimed at consensus building and provides technical assistance tailored to the specific requirements of developing countries, with special attention to the needs of the least developed countries and of economies in transition. IIFT has carried out some research studies which were funded by UNCTAD.

Student Exchange Programme

Out Bound Students

This year 14 students went from IIFT to the following universities/institutions abroad under the exchange programme.

1. Pamplin College of Business, Virginia Polytechnic Institute & State University, Blacksburg, VA, USA (Virginia Tech)
2. Grenoble School of Management, Grenoble Cedex, France
3. IESEG School of Management, Lille Catholic University, Lille, France

Memorandum of Understanding

The Institute has MoUs with the following international institutions/universities:

<i>Institution</i>	<i>Memorandum of Understanding</i>
Aberystwyth University, Aberystwyth, UK	The MoU provides for exchange of students and faculty members, joint research projects, joint cultural programmes and organization of joint conferences.
Brock University, St. Catharines, Ontario, Canada	The MoU provides for exchange of students, general staff (administrative and technical) and of faculty members. The cooperation agreement also provides to promote collaborative research, other educational developments, and to further mutual understanding.
Centre for Globalization and Sustainable Development, Columbia University, New York, USA	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, French Riviera Chamber of Commerce and Industry, Sophia Antipolis Cedex, 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.
Edhec Business School, Lille Cedex and Nice Cedex, France	The MoU provides for exchange of students and faculty members and conducting joint conferences, research projects and also participation in joint cultural programmes.

4. CERAM Sophia Antipolis, French Riviera Chamber of Commerce and Industry, Sophia Antipolis Cedex, France
5. HENKEN Swedish School of Economics and Business Administration, Henken University, Helsinki, Finland
6. Pforzheim University, Pforzheim, Germany
7. Universita Commerciale L. Bocconi, Milano, Italy

In Bound Students

The Institute also receives MBA (IB) students from different overseas partner universities/institutions.

1. Grenoble School of Management, Grenoble Cedex, France
2. IESEG School of Management, Lille Catholic University, Lille, France
3. CERAM Sophia Antipolis, French Riviera Chamber of Commerce and Industry, Sophia Antipolis Cedex, France

<i>Institution</i>	<i>Memorandum of Understanding</i>
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 Training Centre (FTTC), Nasr City, Cairo, Egypt	The MoU provides for framework for a partnership arrangement between IIFT and FTTC ensuring close cooperation and coordination of efforts concerning training, exchange of experts and scholars, research and consultancy also involving share and exchange of relevant information and documentation on a regular basis.
Foreign Trade University Hanoi, Vietnam	The MoU involves cooperation among the two institutions in terms of student and faculty exchange and participation in joint conferences, cultural programmes and joint research projects.
German Development Institute (GDI), Tulpenfeld, Bonn, Germany	The German Development Institute is partnering with IIFT in capacity building, besides exploring possibilities of collaborative research. IIFT is nominating faculty members for Global Governance Programme organized by German Development Institute with financial assistance from INWENT.
Grenoble School of Management, Grenoble Cedex, 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. The MoU also provides for exploration of joint research collaboration, developing short study tours, developing executive programmes and conference organization.
HENKEN-Swedish School of Economics and Business Administration, Henken University, 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 MoU also provides for exchange of information, pool experiences and collaboration in research.
IECS Strasbourg Graduate School of Management, Université Robert Schuman, Strasbourg Cedex, France	The MoU provides for exchange of scholars and students besides organization of joint research programmes and other academic exchanges, besides establishment of joint academic programmes.
IESEG School of Management, Lille Catholic University, Lille, France	The MoU provides for exchange of faculty & students and academic information. It also provides for joint research and conferences.
Institute of Finance Management (IFM), Dar-es-Salaam, Tanzania	The MoU provides for IIFT to offer part time MBA (International Business) at Dar-es-Salaam. IIFT is also helping IFM in capacity development. Further, there is provision for joint research, publications, consultancy, information and data exchange, joint organization of training programmes, workshops and seminars.
Institute for Trade Studies & Research (ITSR), Tehran, 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 and to offer consultancy services in areas to be agreed upon mutually.
International Institute for Trade and Development, Bangkok, Thailand	The MoU provides the framework for a partnership arrangement between ITD and IIFT ensuring close cooperation and coordination of efforts concerning research and training, exchanging relevant information and documentation on regular basis, joint research projects and exchange of experts and scholars.

<i>Institution</i>	<i>Memorandum of Understanding</i>
Keio University, Japan	The MoU provides to promote cooperation between the two institutions in education and academic research. It also supports joint research activities, participation in seminars and conferences, mutual faculty visits, exchange of students and scientific information, in the form of publications, instruction materials, etc.
Leeds Metropolitan University, Leeds, UK	The two organizations will collaborate on a range of projects leading to knowledge transfer and curriculum development including collaboration with bids to external agencies, staff exchange, joint research and management development programmes.
NewCastle University, Newcastle, UK	The MoU involves active cooperation between the two institutions in the fields of joint research, joint teaching and development of new degree programmes, interchange of staff and graduate students and exchange of information.
Oakland University, Rochester, MI, USA	The MoU provides for framework for a partnership between IIFT and Oakland University ensuring close cooperation and coordination of efforts concerning student exchange, faculty exchange and research programme.
Pamplin College of Business, Virginia Polytechnic Institute & State University, USA (Virginia Tech)	The MoU provides for exchange of faculty and students (undergraduate and /or graduate), and exchange of academic information and materials. It also provides for joint research programmes and joint conferences, joint supervision of MS and Ph.D students, exchange of periodicals and other publications and organization of other academic exchanges.
Pforzheim University, Pforzheim, Germany	The MoU provides for the Institute to sponsor 2-3 students every year for one trimester to Pforzheim University of Applied Sciences, Germany and the students receive scholarship of 650-700 Euros per month from the university.
School of Public Policy (SPP), George Mason University, Fairfax, Virginia, USA	The MoU provides for students exchange at the master's degree level with up to five students. Further, there is provision for developing a joint and collaborative research programme.
The International University in Geneva, Geneva, Switzerland	The MoU provides for exchange of students and scholars besides organization of joint research programmes and other academic exchanges, and establishment of joint academic programmes.
Universita Commerciale L. Bocconi, Milano, Italy	The MoU provides for exchange of students and faculty members, joint research project, cultural programmes and joint conferences.
Universitat des Saarlandes, Germany	The MoU involves exchange of students and staff in programmes, collaboration in teaching, research and development and exchange of academic materials and publications.
Vietnam Institute for Trade, Hanoi, Vietnam	The objective of this Memorandum of Understanding is to provide the framework for a partnership arrangement between IIFT and VIT ensuring close cooperation and coordination of efforts concerning training, research, exchange of data and holding workshops and seminars.

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 endeavour to add to its collection of specialized publications and expand and improve its services.

Valuable information and data on International Business through books, periodicals, newspapers, documents, special research reports, 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.

Sector-wise distribution of the Library acquisition during 2007-08 is as follows:

Delhi Campus

POSITION OF LIBRARY ACQUISITIONS DURING 2007-08

Section	Acquisition in 2007-08	Total as on 31.3.2008
Books, Reports, Video Cassettes & CD-ROMs and Documents	1,112	78,559
Periodicals and Journals	321	17,338
Databases/Online Sites	4	18
Total	1,447	95,915

Kolkata Campus

POSITION OF LIBRARY ACQUISITIONS DURING 2007-08

Section	Total as on 31-3-2007	Acquisition in 2007-08	Total as on 31.3.2008
Books, Reports, Video Cassettes & CD-ROMs	654	536	1,190
Journals/Periodicals	36	22	58
Total	690	556	1,248

General

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

During the year, three meetings of the Board of Management on 24 May 2007, 11 October 2007 and 5 February 2008; two meetings of the Academic Council on 11 September 2007 and 13 March 2008 and two meetings of the Finance Committee on 17 September 2007 and 14 March 2008 were held.

Computer Centre

DELHI CAMPUS

There are well equipped Computer Centres exclusively for the students and for training and research activities of the Institute. The computer centres for the students 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 all possible places in the campus through wired and wireless. The classrooms are equipped with LCD projectors and PCs for presentations.

The following services are being carried out in the Institute.

1. E-mail
2. Web services
3. SME Resource Centre
4. RDBMS
5. Library Information System
6. Audio Communication facilities
7. Online quiz test
8. Result Processing
9. Feedback Processing
10. File & Print Server
11. Financial Accounting
12. Employee Information System
13. Learning Resource Centre for students
14. Campus Network for students activities.

The Institute has following infrastructure:

Servers

1. IBM Blade Centre with 8 blade servers connected to SAN Storage Device
2. HP Proliant DL 380 – 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.

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

It has Computer Centre with 15 PCs available for the students. 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:

Servers

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

Nodes

Fifty-three computers with 15" colour monitors installed with Windows XP and MS Office 2003 software.

Publications

THE Institute brought out the following periodicals during the year 2007-08, 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 diversified 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 *Trade & Environment*, *Non-Tariff Barriers*, *Special & Differential Treatment*, *Rules of Origin*, *Geographical Indications and Remanufacturing*. 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.

Research Papers published by IIFT Faculty

Vijaya Katti, "India and the Regional Economic Integration in South Asia" *Indian Foreign Affairs Journal*, Vol.2 No. 4, October-December 2007 (pp. 93-116).

Vijaya Katti, "Agricultural Imports from India: Issues Concerning Human Resource Development" *Sharad Krishi*, CITA, December 2007.

Satinder Bhatia, "Financial Supply Chains – Ray of Hope for SMEs", *Leathers*, Vol. 24 No. 1, January 2008.

Rajendra Prasad Sharma, "Personal Selling Effectiveness : An Empirical Study of Life Insurers in India", *SCOUR*, Vol. 01 No. 02, July 2007.

Sheeba Kapil, "Branch Expansion By Public Sector Banks: A Review", *CJMR*, Vol. VI, No. II, July-December 2007.

Sheeba Kapil, "Managing Interest Rate Risk – Role of Interest Rate Derivative", *ANMINR Journal*, March 2008.

Sheeba Kapil, S. Bhatia, "The Need, Relevance And Efficiency of CTAs in India", *ANMINR Journal*, March 2008.

Sheeba Kapil, "The Risk of Camel's Back", *The Edge*, Vol. IV No. 3, July 2007.

Sheeba Kapil and K.N. Kapil, "Strategic Process Integration in Product Development in Technology Oriented Small Scale Industries in NCR region", *NMIMS – Management Review*, Vol. XVIII Nos. I & II, January-December 2006.

Anil Misra and Kanwal Anil, "Economic Value Added as the Most Significant Measure of Financial Performance : A Study of Select Indian Firms", *Journal of International Business and Economics (JIBE)*, Vol. VII, No. 1, 2007.

B.K. Sahu, Pani Panchayat in Orissa, India: The Practice of Participatory Water Management, *Development*, Vol. 51.1, March 2008.

B.K. Sahu, Post-Liberalization Experience of Agricultural Growth, Poverty, Employment and Rural indebtedness in Orissa, in R K Mishra and Nandita Sethi (eds.), *Rethinking India's Growth Strategy Services v/s Manufacturing*, Volume 1, Concept Publication, New Delhi, (2008).

B.K. Sahu, Agrarian Distress and Indebtedness in Orissa: Nature, Dimension and People's Resilience, in K.K. Bagchi (ed.), *Agrarian Crisis and Livelihood Security of Rural Labour in India*, Abhijeet Publication: New Delhi (forthcoming).

B.K. Sahu, "Regional Disparity & Performance of Poor States in India: Recent Experiences from Orissa", in T.S. Papola and Alakh N. Sharma (eds.) *Economic Growth & Regional Balance : Experiences and Implications for India*, IHD, New Delhi (2007) (with K. Sarap).

Debashish Chakraborty, "The WTO Ruling on the EU-US Biotech Products Dispute : A Review of

Issues", (Co-authored with B. Nag), *Asian Biotechnology and Development Review*, 9(2), pp. 79-86, 2007.

Debashish Chakraborty, "Environmental Regulations and Indian Leather Industry" (Co-authored with P. Chakraborty), *Economic and Political Weekly*, 42(19), pp. 1669-71, 2007.

Debashish Chakraborty, "Should India Opt for Full Capital Account Convertibility? Some Exploratory Results" (Co-authored with A. Guha), *Foreign Trade Review*, 42(1), pp. 1-27, 2007.

Debashish Chakraborty, "Towards an Increasing Collaboration at WTO Forums : The Case of China and India" (Co-authored with B. Nag), *Taiwanese Journal of WTO Studies*, No. 7, pp. 3-35, 2007.

Debashish Chakraborty, "Implementing WTO Rules through Negotiations and Sanction : The Role of Trade Policy Review Mechanism and Dispute Settlement System" (Co-authored with J. Chaisse), *The Journal of International Economic Law*, 28(1), pp. 153-185, 2007.

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 are:

Speaker	Designation	Organization
Mr. Stefano Pelle	VP South Asia & Russia, Chairman, India	Perfetti Van Melle
Mr. Anil Kaul	CEO	Absolutdata Research & Analytics
Mr. Rantej Singh	VP Trade Finance	Bank of America
Mr. Rajendra S Pawar	Chairman	NIIT
Mr. Sandeep Nagpal	Business Development & Relationship Manager	Microsoft India
Ms Sharanita Keswani	Director (Mktg)	Lemon Tree Hotels
Mr. Arvind Mathur	Head - Public Sector & Director	Citigroup
Mr. Amit Bhuchar	Senior Manager - Business Development, IT Sales	CTS
Mr. Sanjay Gakhar	Assistant VP	MCX – Commodity Trading
Mr. Sudhir Bhasin	Director	Rockfort Trading Co., Dubai
Dr. Shunli Yao	Senior Research Fellow	Center for Chinese Agricultural Policy, Beijing
Mr. J.K. Dadoo	Secretary	Department of Environment, GOI
Mr. Donald Asher		Internationally acclaimed author and speaker on career and admission process
Dr. Biswajit Dhar	Prof. & Head	Centre for WTO Studies, IIFT
Mr. Rohit Sarkar	Special Consultant	Planning Commission, Govt. of India
Mr. Roopen Roy	MD	Delloite
Mr. Basant Maheshwari	CEO	Equity Desk
Mr. Saikat Sinha Roy	Professor	Jadhavpur University
Mr. B.M. Roy	AGM	SBI (Treasury Sales)
Dr. Mukul Mitra	Ex-AGM	SBI
Mr. A.N. Sen	AVP	Indiabulls
Mr. Amitava Sikdar	Dy. Governor	RBI
Mr. Basant Maheshwari	CEO	Equity Desk
Mr. Indranil Das	Head - Automotive & Engineering Sector	PWC
Mr. Kartik Raina	Ex-MD	Dr. Morepan
Mr. R. Murgai	Vice President - Channel Marketing	HCCB
Mr. Kishore Chakraborti	Associate Vice President and Director, Consumers Insight	McCann Erickson, India
Ms. Jayanthi Kaushik	Senior Manager, Export	Dabur
Mr. Vivek Kumar	Consumer Marketing	Sify
Mr. Chandan Ghosh	Sr. VP, International Business	Bharti Airtel
Mr. Rajnish Wahi	Chief Officer, Business Development	Fun Multiplexes
Mr. Rahul Kasliwal	National Enterprise and Academic Marketing Manager	Microsoft, India
Mr. Prakash Kashyap	MD	Mart
Mr. Vishavpati Trivedi	MD	Air India
Mr. K.V. Rao	Executive Vice President	Tata Chemicals
Mr. John Ustaa	CEO	Hindustan Coca Cola Beverages

राजभाषा हिंदी की गतिविधियां

संस्थान अपने मूल उद्देश्य - शिक्षण, प्रशिक्षण एवं अनुसंधान की ही भांति संघ की राजभाषा नीति के कार्यान्वयन के प्रति पूरी तरह सचेत और जागरूक है। राजभाषा हिंदी का प्रयोग न केवल दिन-प्रतिदिन के कार्यालयीन कामकाज में है अपितु विदेश व्यापार संबंधी प्रशिक्षण भी हिंदी माध्यम में प्रदान किया जाता है। वर्ष 2007-08 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 2007-08 के दौरान फ्रांस से आए छात्रों को हिंदी सिखाई व पढाई गई है।

2. शिक्षण एवं प्रशिक्षण कार्यक्रम - संस्थान द्वारा अंग्रेजी न जानने वाले अतिलघु, लघु व मध्यम दर्जे के महिला एवं पुरुष उद्यमियों और छात्रों को विदेश व्यापार संबंधी जानकारी प्रदान करने के लिए प्रबंधन विकास कार्यक्रम (एमडीपीज) हिंदी माध्यम में भी आयोजित किए जाते हैं। संस्थान के हिंदी एमडीपीज पूरे देश में लोकप्रिय हैं। वर्ष 2007-08 में संस्थान ने राजभाषा हिंदी में कुल 7 प्रबंधन विकास कार्यक्रम आयोजित किए जिनका विवरण निम्न प्रकार है :

संस्थान द्वारा आयोजित की गई हिंदी प्रविकाओं की सूची (वर्ष 2007-08)

राज्य/स्थान	दिनांक/अवधि	सहयोगी संस्थाएं
केरल/कोचिन	19-22 जून 2007	सीफूड एक्सपोर्ट्स एसोसिएशन
उत्तर प्रदेश/लखनऊ	11-14 सित. 2007	फीओ - कानपुर
उत्तर प्रदेश/वाराणसी	21-24 जनवरी 2008	बी.एच.यू. - वाराणसी
उत्तर प्रदेश/इलाहाबाद	03-06 मार्च 2008	इलाहाबाद विश्वविद्यालय, इलाहाबाद
राजस्थान/राजसमन्द	11-14 मार्च 2008	उदयपुर विश्वविद्यालय
पंजाब/लुधियाना	31 मार्च से 03 अप्रैल 2008	पंजाब अपरेल पार्क, लुधियाना
दिल्ली/आईआईएफटी	31 मार्च से 03 अप्रैल 2008	फीओ - दिल्ली

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 उद्यमियों ने 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। जिससे संस्थान में हिंदी पत्राचार की स्थिति अच्छी है।

4. संस्थान की द्विभाषी वेबसाइट - संस्थान की वेबसाइट हिंदी व अंग्रेजी दोनों भाषाओं में है।

5. प्रशिक्षण कार्य - संस्थान के कर्मचारियों को प्रशिक्षण हेतु प्रत्येक सत्र में नामित किया जाता है। वर्तमान में श्री कवर सिंह, कनिष्ठ लिपिक हिंदी शिक्षण योजना के आर के पुरम केंद्र पर प्रशिक्षण प्राप्त कर रहे हैं। इसके पूर्व श्री सतपाल गौतम, वरिष्ठ लिपिक को हिन्दी टंकण प्रशिक्षण हेतु आर के पुरम स्थित प्रशिक्षण केन्द्र पर संस्थान द्वारा भेजा गया था। श्री सतपाल गौतम ने प्रशिक्षण उत्तीर्ण करते हुए 100 में से 88 अंक प्राप्त किए हैं।

6. हिंदी कार्यशाला - संस्थान में हिंदी कार्यशाला का नियमित आयोजन किया जाता है। इस कार्यशाला में कर्मचारियों को हिंदी में कार्य करने के लिए प्रेरित एवं प्रशिक्षित किया जाता है। वर्ष 2007-08 में हिंदी में की गई कार्यशाला की तिथि इस प्रकार हैं :

तिमाही	आयोजन की तिथि
जुलाई-सितंबर 2007	26 सितंबर 2007

7. हिंदी पखवाड़े का आयोजन - प्रत्येक वर्ष की भांति इस वर्ष भी संस्थान में 17-27 सितंबर 2007 के दौरान हिंदी पखवाड़े का आयोजन किया गया। पखवाड़े के दौरान कवि सम्मेलन व हिंदी कार्यशाला के अतिरिक्त निबंध लेखन प्रतियोगिता, वाद-विवाद प्रतियोगिता एवं टाईपिंग प्रतियोगिताएं भी आयोजित की गईं। इस अवसर पर संस्थान के 24 कर्मचारियों को पुरस्कृत किया गया।

8. हिंदी प्रोत्साहन योजना - हिंदी में काम करने वाले कर्मचारियों को प्रत्येक छमाही 600/- रु० की प्रोत्साहन राशि दी जाती है। दिसंबर 2007 को समाप्त छमाही के लिए संस्थान के निम्न 20 कर्मचारियों को प्रोत्साहन पुरस्कार प्रदान किए गए हैं। इस प्रोत्साहन योजना से हिंदी के प्रगामी प्रयोग में तेजी आई है।

1. शांति स्वरूप भारद्वाज, 2. बिशनदत्त मिश्रा, 3. चिंरजी लाल, 4. अनिल कुमार मीणा, 5. राजकुमार, 6. जगत राम जोशी, 7. सुभाष चंद्र, 8. नेपाल सिंह, 9. मानसिंह, 10. सुशीला, 11. चांदनी, 12. नत्थूराम, 13. मदनलाल, 14. देशराज, 15. रामनिवास, 16. बरुण भट्टाचार्य, 17. कमल सिंह, 18. गिरिश कु. गुप्ता, 19. संतोष कु. चौबे, 20. जितेंद्र सकसेना।

9. हिंदी में प्रकाशन - संस्थान की वार्षिक रिपोर्ट का हिंदी में प्रकाशन किया गया।

Student Activities

International Management Forum (IMF)

All the students' activities at IIFT fall under the purview of the International Management Forum (IMF) which is an elected body of the students of full time MBA (IB) Degree Programme of IIFT. It consists of 10 elected members, five from each campus, i.e. Delhi and Kolkata. The IMF coordinates all the students' activities such as organizing National Symposiums, Conclaves, Sports & Quiz Competitions, and interactions with leaders in knowledge sphere.

Events Organized during 2007-08

1. H.R. Conclave

HR Conclave was organized during July 2007 at Delhi on the theme "Strategic People Policy for the Emerging Globalized Economy". Issues pertaining to Managing Talent, People Challenges at the Cutting and Making M&A Work. The following prominent speakers participated in the Symposium:

- Mr. Manjit Singh Lakhmana, HR Head, India, Bank of America
- Mr. Abhijeet Bhaduri, HR Head, Frito Lay India
- Mr. Suresh Ramasubramanian, Director HR, Indian Subcontinent, Yum! Restaurants Int.
- Ms. Celine George, VP-HR, Technopak
- Mr Somnath Sinha, HR-Operations and Strategy, IBM
- Mr. S Ramesh Shankar, HR Head, Britannia Industries Ltd
- Mr. P.V. Ramanamurthy, VP-HR, Hindustan Coca Cola Beverages Pvt Ltd.

2. Trade Conclave

The Trade Conclave was held on 31 July 2007 at Delhi on the theme "Comprehensive Analysis of Different Aspects of the Value Chain of Indian Agri Business and New Initiatives". The eminent speakers were:

- Mr. S. Sivakumar, CEO, ITC-IBD
- Mr. Ravindra Jain, President, Adani Wilmar Agribusiness
- Mr. Siraj Choudhary, Head, Cargill India refineries
- Mr. Narendra Gupta, Chief Business Officer, NCDE
- Mr. Kalyan Chakravarthy, Country Head, Yes Bank Agri-business
- Mr. Sanjeev Asthana, CEO, Reliance Agri

3. National Consulting Symposium

The National Consulting Symposium was held on 9 August 2007 at Delhi on the theme "Changing Business Synario and New Frontiers in Consultancy". Mr. Arun Maira, Chairman Boston Consulting Group, India delivered the Key Note Address. The symposium covered the various issues on reinventing the value chain, changing scenario of M&A format V/s content in consulting and software as a service. The other prominent speakers were:

- Mr. Sanjay Bhatia, President, PHD Chamber of Commerce & Industry
- Mr. Anil Rajpal, Vice President - Retail, Technopak
- Mr. Ashish Basil, Partner, Lead Advisory Services Ernst & Young Pvt. Ltd.
- Ms. Kalpana Jain, Senior Director, Deloitte & Touche Ltd.
- Mr. Manoj Soni, Director, Business Development, Oracle India
- Mr. Munish Sabharwal, Vice President, Structuring & Deal Closing, Bennett & Coleman Ltd.
- Mr. Sandip Patel, Country Leader, IBM Business Consulting Services

4. National Marketing Symposium

The National Marketing Symposium was held in Kolkata on 21 September 2007 on the theme

“Changing Face of Marketing in the Creative Economy”. The Symposium had the following sub-themes: New Strides of Tangibles, Services Marketing: Ready to Serve – Laterally and Retelling the Retail for different sessions. Prominent speakers included:

- Mr. S.K. Misra, Regional Director, CII (Eastern Region)
- Mr. Rajiv Agrawal, CEO, Essar Telecom Retail
- Mr. Harish Bijoor, Brand-Expert & CEO, Harish Bijoor Consults Inc.
- Mr. N.D. Mehta, Chairman & Managing Director, Selvel Advertising Pvt Ltd
- Mr. Abhishek Kumar, VP (Large Format Retail) Khadims India
- Mr. G. Kannan, Country Head, Swatch Group
- Mrs. Apurva Purohit, CEO, Radio City 91.1 FM
- Mr. Hitesh Oberoi COO, Naukri.com
- Mr. Maninder Juneja, Head-Retail Liabilities Group, ICICI Bank
- Mr. R.K. Agarwal, Director, Ernst & Young India
- Mr. Lloyd Mathias Director Marketing – India & South West Asia, Motorola Inc.
- Mr. Amitava Sain, Senior Principal Consultant, PwC India Pvt. Ltd.
- Mr. N. Venkat, CEO, Emami Ltd
- Mr. Ranju Kumar Mohan, Vice President (Marketing), Henkel India Ltd.

5. National Finance Symposium

The National Finance Symposium was held on 9 October 2007 in Mumbai. The theme of the symposium was “Financing Corporate India’s Growth – Trends, Issues and Opportunities”. The Symposium had sub-themes as Emerging Avenues of Financing – The Domestic Angle, Cross Border Investment and Banking and over and above Regulatory, Ethical and other issues for different sessions. Mr. M. Damodaran, Chairman, SEBI delivered the Key Note Address and the prominent speakers were:

- Mr. Rashesh Shah, CEO, Edelweiss Capital
- Mr. Sanjay Nayar, CEO, Citigroup (India)
- Mr. Sunil Gulati, President, Yes Bank

- Mr. R. Sridharan, MD & CEO, SBI Capital Markets
- Mr. A.K. Ravi Nedungadi, CFO, UB Group
- Ms. Falguni Nayar, MD, Kotak Investment Bank
- Mr. Koushik Chatterjee, CFO, Tata Steel

6. Trade Winds

The annual event “Trade Winds” was held on 21 November 2007 at Kolkata. The theme was “Moving Ahead: The Indian Way”. The prominent speakers for the event were:

- Mr. Arvind Pandalai, CMD, STC
- Mr. Shekhar Datta, Chairman, BSE
- Mr. Bhaskar Ghose, MD & CEO, IndusInd Bank
- Mr. Harsh Saxena, Head of Product Department, Reliance Logistics
- Mr. Jayant Bhuyan, CEO, IBEF
- Mr. Atanu Mukherjee, Chief Architect, Cognizant Technology Solutions
- Mr. Shekhar Sathe, Group Head - Risk Management, Kotak Mahindra Bank Limited.
- Mr. Shoummo K. Acharya, MD, VIE-trans

7. Quo-Vadis

Quo-Vadis – the annual event – was organized during 16-18 November 2007 at Delhi. This three-day long fest had participants from most of the top B-schools of the country. The event included Strategy Simulation Competition, Debate, Case Study competition, Online Games, Panel Discussion on Media, Infrastructure and 6 Pay Commission, Workshops: SEBI on Capital Market and Booz Allen Hemilton for Consulting Workshop. The prominent speakers were:

- Mr. Vishvapati Trivedi, MD, Air India
- Mr K.V. Rao, Executive Vice President, Tata Chemicals
- Dr. Devi Shetty (Narayan Hrudalaya)
- Mr. John Ustaa, CEO, Hindustan Coca Cola Beverages

8. B.T. Accumen

This event was initiated by *Business Today* in 2002 and is a national level B-school competition

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

9. *Times Indus Enterprise*

IIFT hosted the TIE event – Legends & Leaders – at Delhi. Mr. Rajendra Pawar, Chairman, NIIT and Mr. Saurabh Srivastava, Chairman of the Asian Venture Capital Association were present during the interactive Workshop on Entrepreneurship.

10. *Koshish*

A Club run by IIFT students focuses on assistance to underprivileged and mentally challenged people and senior citizens of the society. Koshish organized a blood donation camp in association with Rotary and Innerwheel Club of Panchshila Park. Students

visited an old age and children home on the Independence Day. A live case study competition was held under Quo Vadis 2007 where students had to suggest measures to raise awareness and improve operations of Sahaj Sankalp, a registered NGO which provides education and nutrition to needy children in family home called 'Balgrah'. The competition Goal Mart had student teams using their marketing acumen to sell HelpAge products in and around Kamla Nagar. Old newspapers and books were sold as a part of fund raising activity for charitable cause.

11. *Live Projects*

Many students worked on Live Projects with different companies. Some of them being Pepsico, HCL, Godfrey Phillip, Indus, KPIT Cummins, Jasper Infotech, IMRB, Smith Services Inc. (USA), Virginia Tech, Finish Government.

AWARDS WON BY IIFTIANS IN NATIONAL/ INTERNATIONAL EVENTS IN 2007-08

<i>Position</i>	<i>Location</i>	<i>Event</i>	<i>Participants</i>
<i>Business Competitions</i>			
First	FORE School of Management	Veni Vidi Vici, a business simulation competition	Nipun Gupta Abhishek Chandgothia
Third	IIFT, New Delhi	Ran Niti - The Business Game	Priyanka Agarwal Soumayadeep Ganguly Siddharth Jain Shweta Dogra
Second	Insightory, a knowledge organization of USA	Global Management Insights Contest	Nipun Gupta Abhishek Chandgothia Mohit Lohia
	Insightory Paper Contest (The paper was awarded the highest category prize)	www.insightory.com	Akshay Mathur
<i>HR Management</i>			
Second	NITIE, Mumbai	HR Strats	Pradeep Kumar
<i>Finance Competitions</i>			
First	IIM Lucknow	Finesse	Radhika Srinivasan Rajitha Swaminathan Karthik H. Shama Rao
Third	IBS Hyderabad	Microfinance paper presentation 2007	Nishit Ranjan Naveen Phulwani
Second	IIFT, Delhi	Presentation on Leveraged Buyouts	Nipun Gupta Mohit Lohia
First	IIFT Delhi	Finwiz- Margdarshan	Soumayadeep Ganguly Siddharth Jain

Position	Location	Event	Participants
First	IIFT, Delhi	Lehman Brother's conducted competition	Siddharth Jain Debman Shruti
First	IMI Delhi	Disquietude	Karthik H. Vivekanandan V.
Second	IIM Lucknow	E* Capitalist, Manfest	Saswat Kumar Sahu Sankalp Chaturvedi
Entrepreneurial			
Second	IIM Indore	Disha, B-Plan Competition	Nishit Ranjan Kaushik Chattopadhyaya Yogesh Bhattar
First	Amity Business School	Lakshya 2008, B-Plan Competition	Nishit Ranjan Suyash Mehrotra
Second	IMI Delhi	Idea Tick Elevator Pitch B-Plan	Suyash Mehrotra
First	Amity University	Tatva: Entprenuerial Research & Business Competitions	Soumayadeep Ganguly Tarunesh Mathur
Second	IMT Ghaziabad	Negotium Consilium	Samik Sarkar Shashank Agnihotri Ravi Bubkiya
Semi-Finalist	International Fellowship Program	Echoing Green Foundation, New York	Suyash Mehrotra
Consulting Competitions			
First	SRCC	Consul Primo	Nikhil Goyal Murali Ramesh Martin Gangte
First	IIFT, Delhi	Tomorrow's Consulting Guru, Quo Vadis 2007	Shruti Mehrotra
First	IIFT, Delhi	Operazor	Kaushik Chattopadhyaya Rituraj
First	FMS, Delhi	E&Y Case Study on Strategy	Mandeep Singh Kavish Goel Apramey Dubey
First	Dept. of Management Studies, IIT Delhi	'Big Bang' Business Strategy Contest	Akshay Mathur Abishikth Reddy Ajay Ojha Ankur Mittal
Trade Competitions			
Third	IIFT, Delhi	Blash- Unleashing potential: New farm supply chain initiatives in Indian agriculture	Siddharth Jain Ravi Barwar
First	IIFT, Delhi	Trade Conclave Paper presentation (New farm supply chain initiatives)	Maxlin Thomas Yogesh Bhattar
Second	Electrisk, Intaglio @ IIM Calcutta	MF Management cum Live Stock/ Commodity Trading	Robin Goyal Sankalp Chaturvedi Amol Kumar V. Patil
Business Simulation Event			
First	ICFAI Kolkata	FINWIZ, BRIO	Gaurav Dhanani Sankalp Chaturvedi Ankit Chhabbra

Position	Location	Event	Participants
Marketing Competitions			
Second	MICA	Brandmile	Ruchita Misra Pradeep Ponnadi
First	MICA, Ahmedabad	Brandmile Paper Contest	Akshay Mathur
First	XLRI, Jamshedpur	TATA EXEMPLAR-Ensemble 2008	Deepti Behl Sukhad Juneja Prahlad Krishnamurthy
Second	IMI-Delhi	Bedevere	Ruchita Misra Pradeep Ponnadi
Second	IIT Madras	Inkspot & Samanvay	Vivekanandan V. Karthik M.
Third	IIFT, Delhi	Backes & Strauss Case Study Competition	Shashank Agnihotri Swapneel Jain Sunny Bhunwal
Second	Amity Business School, NOIDA	Anveshan Research Paper	Suyash Mehrotra Nipun Gupta
Second	IIFT, Delhi	Goalmart	Radhika Srinivasan Rajitha Swaminathan Tarunesh Mathur
First	IIFT, Delhi	CYGNUS	Ruchita Misra Tarunesh Mathur
Second	MDI, Gurgaon	The Brand Reporter (TBR) - Research Scholar Project	Suyash Mehrotra Soumayadeep Ganguly Siddharth Jain Shivam Wadhera
Quizzes and Debates			
Third in All-India Finals and Winner of the Northern Zone rounds	National Finals in ITC Grand Central, Mumbai	BT ACUMEN Debate	Anchal Gupta Arka Bhattacharya
All India Finalist	Mumbai	AXIS Bank Quest	Anchal Gupta Ritu Raj
First	IIPM, Delhi	Debate competition, Amaze '08	Anchal Gupta Arka Bhattacharya
First	IMT, Ghaziabad	Poles Apart, Passion '07	Anchal Gupta Arka Bhattacharya
Finalist	IIM, Ahmedabad	Bizquizzitive, Confluence '08	Anchal Gupta Arka Bhattacharya Nishant Singh
First	IIFT, Delhi	Enigma, Quo Vadis 2007	Nishit Ranjan
Third	IISWBM	The Duel	Khyati Gupta Alok Singhal
Second	IIM Calcutta	Carpe Diem	Khyati Gupta
IT			
First	IMI, Delhi	Brain-dump Research Paper	Suyash Mehrotra Nipun Gupta

Technology Venture Competition

The Institute together with The Foundation for a Sustainable Future (FSF), San Francisco, conducted the first annual Al Gore Sustainable Technology Venture Competition during January-February 2008 for MBA, engineering and other postgraduate students in India, with a focus on bringing new sustainable technologies to market through entrepreneurship.

To win the Al Gore Sustainable Technology Venture Competition, contestants had to prepare a business plan that can meet traditional profitability and return-on-investment standards while also demonstrating eco-friendliness and eco-sensitivity by increasing sustainability.

Each plan was evaluated for its sustainability benefits. Students had to discuss the metrics by which these benefits could be quantified. The evaluation of plans /proposals was done by a panel of judges including industrialists and venture capitalists. The top eight plans were selected for presentation at the Institute.

The finalists and semifinalists of this competition received cash prizes of Rs 100,000 and Rs 70,000 respectively and got a chance to participate in the fifth annual McGinnis Venture Competition hosted by Carnegie Mellon University in March 2008. Both the teams won laurels there by winning the best technical proposal and the second overall prize respectively.

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 2008 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.
- D. The Loan and Advances given to Staff of Rs. 39,13,401/- out of which Rs. 3,89,716/- is outstanding for more than 12 months for which the adjustment or recovery is doubtful.

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.
- (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 2008,
- (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: 26 September 2008

sd/-
(CA N.C Mittal)
Partner

INDIAN INSTITUTE OF FOREIGN TRADE
BALANCE SHEET AS AT 31ST MARCH 2008

(Amount : Rs)

Particulars	Schedule	31-03-2008	31-03-2007
CORPUS/CAPITAL FUND AND LIABILITIES			
Corpus, Capital & Other Funds	1	568,977,780	517,350,742
Earmarked/Endowment Funds	2	23,077,400	22,250,359
Current Liabilities and Provisions	3	52,204,215	50,114,569
TOTAL		644,259,395	589,715,670
ASSETS			
Fixed Assets	4	155,938,586	159,552,112
Investments in Earmarked Funds	5	23,077,400	22,250,359
Investments in Others	6	324,200,690	260,945,883
Current Assets, Loans, Advances, etc.	7	141,042,719	146,967,316
TOTAL		644,259,395	589,715,670
Significant Accounting Policies	16		
Contingent Liabilities and Notes on Accounts	17		

G.K. PILLAI
Chairman

K.T. CHACKO
Director

L.D. MAGO
Registrar

In terms of our report of even date annexed.

For N.C. Mittal & Co.
Chartered Accountants

sd/-
(N.C. Mittal)
M. No. 14213
Partner

Place: New Delhi
Dated : 26 September 2008

INDIAN INSTITUTE OF FOREIGN TRADE
INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON 31ST MARCH 2008

(Amount : Rs)

Particulars	Schedule	31-03-2008	31-03-2007
A. INCOME			
Income from Services	8	184,892,343	159,835,412
Grants	9	16,578,220	38,574,423
Grant – Centre for WTO Studies	9A	13,645,551	9,997,300
Fees/Subscriptions	10	125,695	132,586
Income from Royalty, Publications, etc.	11	11,917	518,463
Interest Earned	12	6,278,976	13,117,428
Other Income	13	2,820,909	7,391,816
Prior-Period Income	13A	510,171	653,706
TOTAL (A)		224,863,782	230,221,133
B. EXPENDITURE			
Establishment Expenses	14	61,653,322	49,405,539
Other Administrative Expenses, etc.	15	114,525,513	120,282,553
Depreciation – (Corresponding to Schedule 4 excluding on funded assets)		17,213,524	20,100,673
Prior-Period Expenses	15A	700,522	586,585
Expenses for Centre for WTO Studies	15B	9,307,215	10,047,930
TOTAL (B)		203,400,096	200,423,280
Balance being excess of Income over Expenditure (A – B)		21,463,687	29,797,853

G.K. PILLAI
Chairman

K.T. CHACKO
Director

L.D. MAGO
Registrar

In terms of our report of even date annexed.

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

sd/-
(N.C. Mittal)
M. No. 14213
Partner

Place: New Delhi
Dated : 26 September 2008

INDIAN INSTITUTE OF FOREIGN TRADE

RECEIPTS AND PAYMENTS FOR THE YEAR ENDED ON 31ST MARCH 2008

(Amount : Rs)

RECEIPTS	31-03-2008	31-03-2007	PAYMENTS	31-03-2008	31-03-2007
I. Opening Balances			I. Expenses		
(a) Cash and Stamps in Hand	56,504	44,208	(a) Establishment Expenses	46,655,207	4,247,199
(b) Bank Deposits			(b) Administrative Expenses	104,689,359	178,913,536
(i) Current Accounts	20,705,957	(324,668)			
(ii) Deposit Accounts (STD)	67,130,819	96,172,670	II. Investments and Deposits made		
(iii) Savings – Mediclaim A/c	325,322	306,172	Out of own Funds (Investments - Others)	59,560,132	182,681,202
II. Grants Received					
(a) From Government of India	46,983,810	51,000,000	III. Expenditure on Fixed Assets & Capital Work-in-Progress		
			Purchase of Fixed Assets	6,598,802	31,182,917
III. Income on Investments from			IV. Other Payments	82,576,299	44,982,184
(a) Earmarked/Endowment Funds	-	-	V. Closing Balances		
IV. Interest Received			(a) Cash & Stamps in Hand	41,764	56,504
(a) On Bank Deposits	6,220,913	1,864,510	(b) Bank Balances		
(b) Loans, Advances, etc.	-	3,853	(i) Current Accounts	(7,903,265)	20,705,957
V. Other Income			(ii) Deposit Accounts (STD)	80,041,632	67,130,819
(a) Market Survey/Seminar Fees, Training Fee	181,841,113	184,112,483	(iii) Savings – Mediclaim A/c	337,500	325,322
VI. Other Receipts			TOTAL	372,597,430	530,225,639
(a) Maturity of FD	5,000,238	71,239,546			
(b) Miscellaneous	44,332,754	125,806,866			
TOTAL	372,597,430	530,225,639			

G.K. PILLAI
Chairman

K.T. CHACKO
Director

L.D. MAGO
Registrar

In terms of our report of even date annexed.

For N.C. Mittal & Co.
Chartered Accountants

sd/-
(N.C. Mittal)
M. No. 14213
Partner

Place: New Delhi
Dated : 26 September 2008

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2008

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

Particulars	31-03-2008		31-03-2007	
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	160,776,725		149,348,448	160,776,725
Additions during the year	9,580,033	170,356,758	11,428,277	
Donated Asset Fund				
Opening Balance	33,007		36,673	
Less: Depreciation	3,665	29,342	3,666	33,007
Permanent Membership	7,731,529		7,678,635	
Add: Interest (less adjustments)	448,481	8,180,010	52,894	7,731,529
Balances at the end of the year		339,354,178		329,329,329
B. CORPUS FUND				
Balance as at the beginning of the year		169,599,354	128,435,965	
Add: Interest on Investment		20,138,502	11,117,449	
Add: Balance of net income transferred from Income & Expenditure Account		21,463,687	29,797,853	
Total		211,201,543	169,351,267	
Add: Transferred from Gratuity Reserve Fund and Leave Encashment Reserve Fund (less adjustments)		429,597	248,087	169,599,354
C. Gratuity Reserve Fund		14,223,496		15,386,562
D. Leave Encashment Reserve Fund		3,768,966		3,035,497
TOTAL		568,977,780		517,350,742

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2008

SCHEDULE 2 – EARMARKED/ENDOWMENT FUNDS

(Amount : Rs)

Particulars	FUND-WISE BREAK-UP										TOTAL
	STC Chair	EDI Chair VSNL	EDI Chair Balmer-Lawrie	APEDA Chair	MMTC Corpus	PEC Corpus	Dun & Brad Street Award	A.K. Sengupta Award	BM Ghai Award		
(a) Opening balance of the funds (As at 1.4.2007)	3,918,430	5,010,094	1,163,612	2,924,652	6,873,082	1,470,311	75,556	4,902	18,381		
(b) Additions to the funds during 2007-08											
(i) Income from investments made on account of funds	208,645	279,713	55,943	167,811	559,369	89,499	4,413	336	1,119		
(ii) Other additions											
TOTAL (a+b)	4,127,075	5,289,807	1,219,555	3,092,463	7,432,451	1,559,810	79,969	5,238	19,500		
(c) Utilisation/Expenditure towards objectives of the funds											
(i) Revenue expenditure											
- Salaries, wages and allowances, etc.					196,500	25,500	18,885				
- Other administrative expenses					32,159	5,145	444			65	
- Adjustments (Intt. Reversal, etc.)	17,718	16,170	3,234	9,648							
TOTAL (c)	17,718	16,170	3,234	9,648	228,659	30,645	19,329	19	19	65	
NET BALANCE AT THE END OF THE YEAR (a+b-c)	4,109,357	5,273,637	1,216,321	3,082,815	7,203,792	1,529,165	60,640	5,219	19,435		
Particulars	FUND-WISE BREAK-UP						TOTAL				
	Sumitra Chisti Award	Srinivas Iyenger Award	Rangaswamy Award	Scholarship Receipt A/c			2007-08				
(a) Opening balance of the funds (as on 1.4.2007)	27,960	9,498	6,399	523,178			22,026,055				
(b) Additions to the funds during 2007-08											
(i) Income from investments made on account of funds	1,930	559	336	34,930			1,404,603				
(ii) Other additions											
TOTAL (a+b)	29,890	10,057	6,735	558,108			23,430,658				
(c) Utilisation/Expenditure towards objectives of the funds											
(i) Revenue expenditure											
- Salaries, wages and allowances, etc.							268,205				
- Other administrative expenses	400	32	19	27,320			85,053				
- Adjustments (Intt. Reversal, etc.)	400	32	19	27,320			353,258				
TOTAL (c)	29,490	10,025	6,716	530,788			23,077,400				
NET BALANCE AT THE END OF THE YEAR (a+b-c)											

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2008

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

Particulars	31-03-2008	31-03-2007
A. CURRENT LIABILITIES		
1. Sundry Creditors:		
(a) Others	1,543,166	551,842
2. Advances Received	1,012,071	5,964,357
3. Other Current Liabilities	31,504,384	25,015,546
TOTAL (A)	34,059,621	31,531,745
B. PROVISIONS		
1. Gratuity	14,223,496	15,386,562
2. Accumulated Leave Encashment	3,768,966	3,035,497
3. Bonus	152,132	160,765
TOTAL (B)	18,144,594	18,582,824
TOTAL (A+B)	52,204,215	50,114,569

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

SCHEDULE 4: FIXED ASSETS

Particulars	GROSS BLOCK				
	Rate of Depreciation	As on 01.04.2007	Additions	Deductions/ Transfers	As on 31.03.2008
A.					
1. Land					
(a) Freehold	-	9,180,467	-	-	9,180,467
(b) Leasehold	-	-	-	-	-
2. Building					
(a) Freehold	-	-	-	-	-
(b) Leasehold	5.00%	127,310,064	133,688	-	127,443,752
3. Furniture & Fixtures, Electrical Equipment, Tape Recorder & Accessories, Audio-Visual Equipment	4.76%	73,614,208	3,366,246	-	76,980,454
4. Vehicles	8.33%	471,391	555,650	441,199	585,842
5. Typewriters, Duplicators, Air-conditioners, Transformers, Water Coolers & Office Equipment	6.25%	13,506,572	2,028,775	207,421	15,327,926
6. Computer Hardware	25%	77,811,635	6,241,401	-	84,053,036
7. Books	33.33%	16,442,960	1,561,150	93,838	17,910,272
TOTAL (A)		318,337,297	13,886,910	742,458	331,481,749
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)		322,017,307	13,886,910	742,458	335,161,759
Previous Year		310,589,030	11,428,277	-	322,017,307

Note: Deductions are on account of disposal of assets.

FOREIGN TRADE

SHEET AS AT 31ST MARCH 2008

(Amount : Rs)

DEPRECIATION					NET BLOCK	
Up to 31.03.2007	Deductions/ Transfers	For the year	Adjustments	Total as on 31.03.2008	As at 31.03.2008	As at 31.03.2007
-	-	-	-	-	9,180,467	9,180,467
-	-	-	-	-	-	-
-	-	-	-	-	-	-
53,313,860	-	3,702,554	-	57,016,414	70,427,334	73,996,204
22,248,810	-	3,415,302	-	25,664,112	51,316,342	51,365,398
334,320	323,761	65,919	-	76,478	509,364	137,071
4,226,296	88,536	727,125	-	4,864,885	10,463,041	9,280,276
64,520,254	-	7,548,399	-	72,068,653	11,984,383	13,291,381
14,174,652	46,919	1,754,225	-	15,881,958	2,028,314	2,268,308
158,818,192	459,216	17,213,524	-	175,572,500	155,909,245	159,519,105
568,982	-	-	-	568,982	-	-
897,520	-	-	-	897,520	-	-
2,136,508	-	-	-	2,136,508	-	-
43,993	-	3,666	-	47,659	29,341	33,007
3,647,003	-	3,666	-	3,650,669	29,341	33,007
162,465,195	459,216	17,217,190	-	179,223,169	155,938,586	159,552,112
142,360,856	-	20,104,339	-	162,465,195	159,552,112	168,228,174

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2008

SCHEDULE 5 : INVESTMENTS IN EARMARKED/ENDOWMENT FUNDS

(Amount : Rs)

Particulars	31-03-2008	31-03-2007
1. Investments in:		
(a) FDRs	23,077,400	14,225,620
(b) STDs	-	8,024,739
TOTAL	23,077,400	22,250,359

SCHEDULE 6 : INVESTMENTS – OTHERS

Particulars	31-03-2008	31-03-2007
A. Corpus	306,208,228	242,523,824
C. Gratuity Reserve Fund	14,223,496	15,386,562
D. Leave Encashment Reserve Fund	3,768,966	3,035,497
TOTAL	324,200,690	260,945,883

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

Particulars	31-03-2008	31-03-2007
A. CURRENT ASSETS:		
1. Inventories:		
(a) Stock of books/stationery/photostat papers, etc. (At cost as certified by the Management)	3,242,414	3,041,701
2. Sundry Debtors:		
(a) Debts outstanding for a period exceeding six months	6,189,053	3,608,877
(b) Others	6,735,312	6,348,850
3. Cash & Stamps in Hand	41,764	56,504
4. Bank Balances:		
(a) With Scheduled Banks:		
- Current Accounts (Book overdraft)	(7,903,265)	20,705,957
- Deposit Accounts (Short-term deposits)	96,729,144	71,734,494
- Savings Accounts (Medi-Claim Insurance)	337,500	325,322
TOTAL (A)	105,371,922	105,821,705
B. LOANS, ADVANCES AND OTHER ASSETS:		
1. Loans:		
(a) Staff (incl. advances)	3,913,401	2,377,045
2. Advances and other amounts recoverable in cash or in kind or for value to be received:		
(a) Prepayments	29,330,416	31,556,608
(b) Others	2,426,980	7,211,958
TOTAL (B)	35,670,797	41,145,611
TOTAL (A+B)	141,042,719	146,967,316

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT
FOR THE YEAR ENDED ON 31ST MARCH 2008

SCHEDULE 8 : INCOME FROM SERVICES

(Amount : Rs)

Particulars	31-03-2008	31-03-2007
1. Income from Services		
(a) Maintenance Services (Equipment/Property)	9,796,701	6,859,298
(b) Training/Research Programmes	175,095,642	152,976,114
TOTAL	184,892,343	159,835,412

SCHEDULE 9 : GRANTS

Particulars	31-03-2008	31-03-2007
Grants received from Govt. of India for:		
1. Plan Schemes of Delhi Campus	25,000,000	50,000,000
Less: Expenditure on Capital Items	8,225,584	11,425,577
2. Construction of Kolkata Campus	5,000,000	-
Less: Expenditure on construction activities	5,196,196	-
TOTAL	16,578,220	38,574,423

SCHEDULE 9A : GRANTS FOR CENTRE FOR WTO STUDIES

Particulars	31-03-2008	31-03-2007
1 Grants received from Govt. of India for Activities of the Centre	15,000,000	10,000,000
Less: Expenditure on Capital Items	1,354,449	2,700
TOTAL	13,645,551	9,997,300

SCHEDULE 10 : SUBSCRIPTIONS

Particulars	31-03-2008	31-03-2007
1. Annual Subscriptions	125,695	132,586
TOTAL	125,695	132,586

SCHEDULE 11 : INCOME FROM ROYALTY, PUBLICATIONS, ETC.

Particulars	31-03-2008	31-03-2007
1. Income from Publications	11,917	18,463
2. Others (Royalty from Collaborative Institutes)	-	500,000
TOTAL	11,917	518,463

SCHEDULE 12 : INTEREST EARNED

Particulars	31-03-2008	31-03-2007
1. On Term Deposits:		
(a) With Scheduled Banks	6,220,913	13,073,914
2. On Loans:		
(a) Employees/Staff	58,063	43,514
TOTAL	6,278,976	13,117,428

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT
FOR THE YEAR ENDED ON 31ST MARCH 2008

SCHEDULE 13 : OTHER INCOMES**(Amount : Rs)**

Particulars	31-03-2008	31-03-2007
1. Miscellaneous Income	2,820,909	7,391,816
TOTAL	2,820,909	7,391,816

SCHEDULE 13A : PRIOR PERIOD INCOMES

Particulars	31-03-2008	31-03-2007
1. Programme Fee	493,820	43,100
2. Seminar Fee	-	-
3. Library Fee	-	-
4. Placement & Recruitment Charges	-	-
5. Miscellaneous Income	16,351	245,106
6. Maintenance Services (Equipment/Property)	-	365,500
TOTAL	510,171	653,706

SCHEDULE 14 : ESTABLISHMENT EXPENSES

Particulars	31-03-2008	31-03-2007
1. Salaries and Wages	44,163,058	40,897,287
2. Allowances and Bonus	2,668,830	1,357,333
3. Contribution to Provident Fund	3,612,520	3,125,430
4. Staff Welfare Expenses	1,757,137	690,217
5. Expenses on Employees' Retirement and Terminal Benefits	1,971,715	2,950,586
6. Others (Faculty Development Programmes)	1,893,814	384,686
7. Contingencies to meet deficit in IIFT CPF Trust	5,586,248	-
TOTAL	61,653,322	49,405,539

SCHEDULE 15 : OTHER ADMINISTRATIVE EXPENSES, ETC.

Particulars	31-03-2008	31-03-2007
1. Expenses on Security	3,750,740	2,638,721
2. Electricity and Power	10,597,106	9,965,653
3. Repairs and Maintenance	4,963,220	13,579,391
4. Rent, Rates and Taxes	11,490,152	9,408,709
5. Vehicle Running and Maintenance	666,227	637,822
6. Postage, Telephone and Communication Expenses	2,205,863	2,063,515
7. Printing and Stationery	983,629	945,542
8. Travelling and Conveyance Expenses	1,540,296	2,824,680
9. Expenses on Seminars/Workshops/Programmes	47,822,560	45,826,900
10. Subscription Expenses (Publication Expenses)	301,942	346,376
11. Auditors Remuneration	26,967	22,472
12. Advertisement and Publicity	1,567,596	2,600,356
13. Others	28,609,215	29,422,416
TOTAL	114,525,513	120,282,553

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT
FOR THE YEAR ENDED ON 31ST MARCH 2008

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

Particulars	31-03-2008	31-03-2007
1. Salary and Staff Welfare Expenses	35,362	27,459
2. Programme Expenses	252,545	112,307
3. Telephone Expenses	48,489	13,939
4. Travelling & Conveyance	2,733	-
5. Ground Rent	-	-
6. Printing and Stationery	86,393	-
7. Computer Software	-	-
8. Deputation Abroad	-	-
9. Postage & Telegram Expenses	-	-
10. Advertisement Expenses	-	-
11. Repairs & Maintenance	-	-
12. Legal and Consultancy Charges	-	71,133
13. Miscellaneous Expenses	275,000	361,748
TOTAL	700,522	586,585

SCHEDULE 15B : EXPENSES FOR CENTRE FOR WTO STUDIES

Particulars	31-03-2008	31-03-2007
1. Salaries & Wages	3,577,841	2,998,818
2. General Expenses	321,725	180,435
3. Magazines and Periodicals	991,402	146,593
4. Seminars/Workshops/Conferences, etc.	613,148	4,302,185
5. Lease Rent	3,500,000	2,400,000
6. Others	303,099	19,898
TOTAL	9,307,215	10,047,930

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, Stationary 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.330860/- (accumulating to Rs.14223496/-, previous year Rs. 15386562/-) has been made as per actuarial valuation.
3. Provision for accumulated leave encashment benefit to the employees has been made to extent of Rs.1423255/- (accumulating to Rs.3768966/-, Previous Year Rs.3035497/-) on actuarial basis.
4. In the opinion of the Institute, the current assets, loans and advances of the Institute have a realizable value 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.148845/- has been made for bonus for the year 2007-08. Bonus pertaining to the year 2006-07 amounting to Rs.157478/- has been paid during the year.
7. During the year 2007-08, 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 vide OM no.G.20008/2/2002-B&A, dated 21st February 2002 of Govt. of India, Ministry of Commerce and Industry, Department of Commerce.
9. The audit of the IIFT CPF Trust has been completed up to the FY 2007-08. The accumulated liability of Rs. 5586248/- of IIFT towards its CPF Trust as on 31-3-2008 has been provided in the books of account.
10. Debtors, amounting to Rs.2052157/- are outstanding for more than 3 years. Management is of the opinion that the same are realizable.
11. The Kolkata Centre of the Institute started functioning in the leased premises from the month of July, 2006. The financial results include Income & Expenditure of Kolkata Centre for 2007-08 as below:

(Rs. in Lakh)			
S.No.	Particulars	2007-08	2006-07 (July 2006-March 2007) (incl. Grant from Govt. of India)
1	Income	365.23	329.05
2	Expenditure (before Depreciation)	309.96	312.23
3	Depreciation	17.35	11.53
4	Total Expenditure	327.31	323.76
5	Surplus	37.92	5.29

12. 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.
13. No provision for salary arrears has been made. The provision towards salary arrears is subject to recommendations of the 6th Pay Commission of Govt. of India and its adoption in the Institute.
14. The Institute has obtained Defined Benefit Group Superannuation Pension Scheme from LIC for some of its employees. As on 31.03.2008, the Corpus with LIC had a certified balance of Rs.91.92 lakh for serving remaining members. The amount of Rs.91.92 lakh is not adequate to meet the pension liability of remaining members. The provision towards this liability is subject to final decision of Board of Management of the Institute.
15. Previous year's figures have not been regrouped or rearranged.
16. The figures given in the Receipt & Payment Account, Income & Expenditure Account, and Balance Sheet are rounded off to the nearest rupee.
17. Schedules 1 to 17 form an integral part of accounts and have been duly authenticated.

G.K. PILLAI
Chairman

K.T. CHACKO
Director

L.D. MAGO
Registrar

Place : New Delhi
Dated : 26 September 2008

IIFT Faculty

<i>Name</i>	<i>Qualification</i>	<i>Specialisation</i>
DIRECTOR		
K.T. Chacko	M.A. (Economics) M.P.A (Harvard, USA)	Foreign Trade Policy & Trade Facilitation, International Trade, Monetary Policy, Public Finance.
CHAIRPERSONS		
Dr. Rakesh Mohan Joshi	MBA, EMIT (Gold Medalist) IIFT, Ph.D.	International Marketing, International Business, International Business Strategy, International Trade Promotion.
Dr. Ravi Shanker	M.Sc., MBA, 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 & Finance and Commodity & 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, RTAs and Rules of Origin, Global Governance.
PROFESSORS		
Ashok Kapoor	B.Sc. (Hons), LL.B., CAIIB	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), CAIIB, Diploma - International Marketing, CCEM (IIFT)	International Financial Management and Forex Management.
Dr. K. Rangarajan	M.Com., AMT, AAMA (Aus), Ph.D.	Strategic Management, Corporate Restructuring, Internationalization of SMEs.

<i>Name</i>	<i>Qualification</i>	<i>Specialisation</i>
Dr. O.P. Wali	Master in Rural Management (IRMA), Certified Software Quality Professional Certificate Programme in Chinese Language, Certified in ITIL Foundation from CSEB (UK), Managing Global Governance (German Development Institute), Ph.D. (Jamia Millia Islamia University)	Marketing, Information System & Project Management.
Dr. Radhika Prosad Datta	B.Stat. (ISI), M.Sc. (IIT), M.S. (Colorado State University), Ph.D. (University of Texas at Arlington)	Information Technology Management, IT Project Management, E-learning, Data Mining Applications, Multimedia Technology and Multimedia based Content Development.
Dr. Ranajoy Bhattacharyya	M.Sc. (Eco), M.Phil (Eco), Ph.D. (Eco)	International Economics, Environment Economics.
Rohit Mehtani	B.S. (Delhi), M.S. (BITS, Pilani), M.Tech. Mgt. (Australia), MBA (International Business), MPA (Trade Policy & Commercial Diplomacy), M.A. Global Political Economy (England/British Chevening Scholarship), PGIT (IIFT), PGIB (IIM Calcutta)	International Political Economy, International Business Diplomacy, International Business Negotiations, International Business Strategy, International Business Operations.
ASSOCIATE PROFESSORS		
Dr. Anil Misra	MBA, DPA, Ph.D.	Finance and Accounts
Dr. Biswajit Nag	M.A., PG Diploma in Financial Management, Ph.D. (Economics)	Industrial Economics, Applied Econometrics, International Trade & Finance.
Dr. Gautam Kumar Dutta	B.E. (Mechanical), MBA, Ph.D, (IIT)	Marketing & Entrepreneurship.
Dr. Justin Paul	M.A., M.Phil, Ph.D.	International Business Strategy, Strategic Management, Business Environment.
Dr. Niti Nandini Chatnani	B.Sc., MBA, Ph.D.	Finance: Security Analysis and Portfolio Management, Commodity Trading and Price Risk Management, and Microfinance.
Dr. Nitin Seth	B.E. (Mechanical), M.Tech (Production IITD), M.E. (Industrial Engg. & Management), Ph.D. (IITD)	Operations Management, Service Operations, Supply Chain Management, Total Quality Management, Project Management.
Dr. Pinaki Dasgupta	M.Com., MBA, Ph.D.	Marketing, Consumer Behaviour, Advertising and Promotion Management & Strategic Brand Management.

<i>Name</i>	<i>Qualification</i>	<i>Specialisation</i>
Dr. Prabir Kr. Das	M.Sc. (Agri Statistics), Ph.D.	Business Statistics, Business Research Methods, Advanced Research Methods & Project, Marketing Research.
Dr. Pooja Lakhanpal	M.A. (Psychology), Ph.D. (Organization Behaviour) (IIT, Bombay)	Psychology for Managers, Organizational Behaviour, Human Resource Management, Business Communication, Business Cultural Management.
Ranjit Goswami	MBA, Diploma in Advanced Research, B.Tech. (Pursuing Ph.D.)	IT, ICTs, Digital Economy (Managerial Perspectives), Operations Management.
Dr. R.K. Wadhwa	M. A. (Economics), Ph.D.	Export-Import Procedure & Documentation, Foreign Trade Policy, International Marketing Management & Research.
Dr. Rajendra Prasad Sharma	M.A (Geography), MBA, Ph.D.	Marketing Management, Retail & Distribution Management, Marketing of Services, Sales Management.
Ms Ruppal W. Sharma	Masters Programme in International Business (MBA), B.A. (Hons) in Economics	Brand Management, Marketing Communication, Strategic Marketing.
Dr. Saswati Tripathi	M.Sc. (App. Maths), M.Phil (App. Maths), Ph.D. (Maths, NET Qualified CSIR Fellow)	Operations Research, Business Statistics, Supply Chain Management, Simulation & Modelling, Graph Theory, Numerical Methods, Linear and Non-Linear Differential Equations.
Dr. Sheeba Kapil	MBA (Finance), Ph.D., UGC-NET	Corporate Finance, Investment Analysis, Investment Risk and Derivative Management, Behavioral Finance
Dr. V. Raveendra Saradhi	M.Com., Ph.D. (IIM-Ahmedabad)	International Trade & Finance, International Financial Management, Financial Management, Management Accounting.
ASSISTANT PROFESSORS		
Dr. Anshu Saxena Arora	B.Tech. (Electronics & Telecommunication), MBA, Ph.D. (IIT Delhi), PMP (PMI, USA), Visiting Faculty - 2007 (Thunderbird Business School, Arizona, 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)	Teaching (Economic and Trade Policy: International Economics, Indian Economic Policy, Macro Economics, Global Business Environment). Policy Research: Non-farm Sector, Agriculture, Rural & Regional Development, Land Market, Poverty Analysis, Drought Policy in India, Social Sector Development & Livelihood Issues.

<i>Name</i>	<i>Qualification</i>	<i>Specialisation</i>
Dr. Bibek Ray Chaudhuri	M.A. (Economics), M.Phil. (Economics), Ph.D. (Economics), NET-JRF	Macroeconomics, Productivity Analysis, Applied Econometrics, Survey (Export Potential, Competitiveness, etc.), Service Trade
Dr. Chandrima Sikdar	M.Sc., M.Phil (Economics), Ph.D.	Microeconomics, Macroeconomics, International Trade, Business Statistics.
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	MBA, Ph.D.	International Trade Operations and Logistics.
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), Ph.D. (WTO), IIFT (Pursuing)	Agricultural Economics: WTO & Trade Policy Issues (Agriculture), SME Studies

IIFT Administration

Registrar

Dr. L.D. Mago

Sr. Administrative Officer

S.K. Batra (Retired)

Finance Officer

Kapil Chawla

Administrative Officers

B. Madhu Babu

Girish Chawla

S.K. Verma

Section Officers

Amit Ghoshal

B. Prasannakumar

Bhuwan Chandra

Deepa P.G.

Desh Raj

Gaurav Gulati

Kavita Sharma

Meenakshi Saxena

Sunil Kumar

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Placement & Corporate Advisor

Munish Bhargava

Systems Manager

Bimal Kumar Panda

Asstt. Systems Manager

S. Balasubramanian

Editor

Anil Kumar Kanungo

Computer Programmers

Arijita Gupta

Jyoti Yadav

Deputy Librarian

B. Pankti

Assistant Librarians

Amita Anand

Nirmala

R.S. Meena

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Professor & Dean
International Management Institute
New Delhi

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JNU
New Delhi

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New Delhi

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Delhi University
Delhi

Shri Krishen Kak IAS (Retd.)

New Delhi

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Indian Institute of Technology
New Delhi

Dr. P.N. Shukla

Principal Consultant
Mind Share HR Consultants
Gurgaon

Shri Sumeet Kapur

CEO
Global Groupware Solutions Ltd.
Gurgaon

Prof. Saji K.B. Nair

Professor
Indian Institute of Management
Lucknow (UP)

Shri Kartik Raina

Proprietor
Learning Facilitators
New Delhi

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Value Research India (P) Ltd.
New Delhi

Shri Rajesh K. Singla

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Joint Director
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Shri Sahib Singh

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France

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Ms. Nidhi Nath Srinivas

Commodities Editor
The Economic Times
New Delhi

Shri Amir Ullah Khan

Fellow
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IMI
New Delhi

Mrs. Neena Sondhi

Professor
IMI
New Delhi

Shri Byasdeb Dasgupta

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Department of Economics
University of Kalyani (WB)

Shri Rajiv M. Srivastava

General Manager
Flax India Ltd.
New Delhi

Shri Brij Mohan

Ex-Dean
Indian Institute of Foreign Trade
New Delhi

Shri Sunil Shukla

Professor
EDI
Ahmedabad

Mrs. Srabani Roy Choudhury

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Jawaharlal Nehru University
New Delhi

Shri Sumeet Pahwa

Vice President
Zenith Optimedia
New Delhi

Shri D.C. Singhal

Consultant, Ex-AGM
Tata Steel
New Delhi

Prof. Ravi Kumar

Professor
JNU
New Delhi

Dr. Pradip K. Bhaumik

Professor
International Management Institute
New Delhi

Permanent Members (as on 31.3.2008)

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

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|---|--|
| 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 |

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| 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 |

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| 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. MMTCL 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 | |

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| 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 | |