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INDIAN INSTITUTE OF FOREIGN TRADE

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The Year in Review

THE global economy has been recovering slowly in 2010 with the help of fiscal stimulus but the recovery was uneven and state of the world economy is still fragile. Developing countries, especially those in Asia, showed the strongest recovery in 2010. Nonetheless, growth was well below the potential and the pre-crisis levels of performance in the developing world. As a consequence, it will take more time and greater efforts to make up for the significant setbacks in the progress towards development goals. The United Nations expects that the deceleration of world economy that started in mid 2010 will continue in 2011 and 2012 as weaknesses in major developed economies continue to provide a drag on the global recovery and pose risks for world economic stability in the coming years. The big fiscal stimuli provided by Governments during the early stage of the crisis helped stabilize financial markets and jump-start a recovery. However, the policy response weakened during 2010, and is expected to be much less supportive in the near term also as widening fiscal deficits and rising public debt have posed threat on the possibility of further stimuli.

The world output growth has been 3.6% in 2010. The growth rate for developed countries was 2.3% and for developing countries it was around 7.1%. Developing Asia, led by China and India, continues to show the strongest growth performance. Growth in Latin America has been 5.6%. Brazil continues to act as the engine of regional growth, with strong domestic demand helping to boost the export growth of neighbouring countries. The subregion also benefits from improved terms of trade and strengthened economic ties with the emerging economies in Asia. Economic recovery in West Asia remained moderate. However, it has been quite good for African nations but much lower than the potential in most countries.

The most formidable challenges remain in the long-run development of many low-income

countries as growth in per capita income is expected to remain lower than pre-crisis level. Per capita income growth among LDCs is expected to reach about 3% per annum during 2010 and 2011, which is well below the annual average of 5% achieved during 2004-2007. The LDCs face diverging conditions. Bangladesh and the LDCs in East and Southern Africa are showing strong economic growth, while production in some parts of West Africa and Asia is suffering either from adverse weather conditions or from fragile political and security situations, or both.

World trade had declined by more than 11% in 2009. With the global recovery in 2010, trade growth showed a marked increase. But the momentum of the strong growth observed in the first half of the year has started to peter out. While the volume of exports of many emerging economies has already recovered to, or beyond, pre-crisis peaks, exports of developed economies have not yet seen a full recovery. World trade growth has been 10.5% in 2010 and it is expected to grow by about 6.5% in both 2011 and 2012, moderating from the 2010 level. Across regions, the speed of the recovery of international trade remains uneven. Developing countries have been leading the recovery, in line with the stronger expansion of their economies. By September 2010, the trade volume of this group as a whole had already surpassed the pre-crisis peak of April 2008 by 7%, owing in particular to strong trade growth in developing Asia. At the same time, trade by developed economies was still 9% below the pre-crisis peak, with Europe's trade volume showing the largest gap.

Trends in the volume and dollar values of world trade have started to converge during 2010, a pattern that is expected to continue in next couple of years. Due to steep rise in prices, the dollar value of the world trade increased much faster than the volume in the pre-crisis level. In this context, the price rise of commodities and energy are worth mentioning. During the crisis, reduction of commodity prices and an appreciation of the dollar

caused a stronger decline in the value than in the volume of world trade. However, during the recovery, the rebound in commodity prices was initially not accompanied by renewed dollar depreciation. The latter trend returned from mid-2010, when upward pressure on commodity prices had weakened considerably. This has caused the convergence of the rates of growth in the volume and value of trade.

During the crisis, import demand for consumer durables and investment goods declined and even after recovery by mid-2010, the demand for these goods was, on average, about 20% below trends. On the contrary, trade in non-durable consumer goods was not affected significantly and the decline was short-lived. During 2010, international demand for these goods was back and remained close to the near pre-crisis levels. Demand for intermediate and primary commodities was around 10% below the pre-crisis trends in 2010.

Primary commodity prices have fluctuated strongly compared with prices of manufactures. As a consequence of this, primary commodity exporters and those with high shares of imports of energy, food and industrial raw materials have had large swings in their terms of trade. Fuel exporting countries and exporters of minerals and mining products enjoyed better terms of trade but stayed below the levels in 2008 and 2007. On the other hand, exporters of manufactures saw part of the gains in their terms of trade dissipate. Trends across regions show similarly diverging patterns, depending on the predominant trade structures. The economies in transition, Africa, Western Asia and Latin America and the Caribbean saw a significant rebound in their terms of trade, having suffered losses in 2009 following trends in primary commodity prices. However, countries in East and South Asia who are mainly exporters of manufactured goods saw stagnant or slightly declining terms of trade in 2010, after a modest improvement during the global recession. Similarly, developed countries saw little movement, on average, in their terms of trade.

FDI flow to developing countries has shown some positive sign in 2010 especially to emerging economies. A better economic performance of

emerging economies has been conducive to the recovery of private inflows. Apart from this, the low nominal interest rates in major developed economies have led international investors to relocate funds towards emerging markets in search of higher returns. This has additionally fuelled by the expectations of currency appreciation and increased profitability in these markets. Net private inflows to these emerging economies have been estimated to be above \$800 billion in 2010, a more than 30% increase from the previous year, though still about \$400 billion lower than the pre-crisis peak levels registered in 2007. The momentum of the capital inflows to these economies tapered off somewhat in late 2010. Majority of this inflow have been in the form of portfolio investment. While portfolio investment mainly went to Asia, the rebound in inflows to Latin America has also been particularly strong, doubling the amount of inflows received in 2009. International bank lending to emerging economies also resumed in 2010 after negative net flows in 2009. Non-bank lending has recovered more vigorously, as both private and public sectors in emerging economies managed to increase issuance of bonds in developed countries and take advantage of low interest rates. As the outlook about emerging economies improved, investors were ready to transfer their funds and as a consequence to this, the external financing costs for emerging economies have fallen back to pre-crisis levels.

Indian Economy in 2010-2011

The Indian Economy survived the global shock in last few years and it has come out from the slowdown with a remarkable rapidity. Growth in 2010-11 has been strong in agriculture and manufacturing though there was a deceleration in services. At 2004-05 prices GDP at factor cost (real GDP) grew by 8.6% in 2010-11. It was 8% and 6.8% in 2009-10 and 2008-09 respectively. Agriculture growth was substantial (5.4% in 2010-11) compared to previous year (0.4% in 2009-10) and it contributed significantly in the overall growth. Manufacturing growth has been stable at 8.8% in last two years. Some services such as construction, trade, hotels, communication, financing, business services, etc. grew at higher rate compared to

previous year while services such as community, social and personal services, etc. slowed down.

Indian economy has been experiencing a rising inflation for some time and between April 2010 to January 2011 on an average wholesale price index (WPI) was up by 7.4% (headline inflation). While measuring by the weekly data, inflation has been persistently remained at a double digit figure for quite sometime especially in food sector. In 2009, food prices were driven mainly by shortage of production due to monsoon deficiency but in 2010 the rise in food prices has been due to higher demand despite better supply position.

While analysing the demand side, it has been observed that at constant prices, the growth of final consumption expenditure dropped from 8.7% to 7.3% between 2009-10 and 2010-11. This was primarily due to significant fall in government consumption expenditure though private consumption expenditure showed a rising picture. The consumption in transport and communication, rent, fuel & power showed an increased growth. On the other hand, consumption growth in food, miscellaneous goods, etc slowed down. The growth of gross capital formation has also slowed down mainly due to drop in changes in stocks. However,

export grew by almost 12% at constant market prices.

Gross domestic savings at current prices increased to 33.7% of GDP (from 32.2% in 2008-09) in 2009-10. Though private sector savings remained more or less at the same level, public sector savings increased. The savings-investment gap though narrowed but still remained wide in 2009-10. Indian economy experienced varied investment growth across the sector in 2009-10. At 2004-05 prices, higher growth was visible in unregistered manufacturing sector (134%) and mining & quarry (62%). Investment growth slowed down in sectors like banking & insurance, trade, hotels & restaurants, etc.

In case of international trade, unlike many other countries, the global recession only slightly jolted the continued upward growth in export sector. It grew by a reasonable rate of 13.6% in 2008-09. The compound annual growth rate (CAGR) for India's merchandise exports for the five-year period 2004-05 to 2008-09 increased to 22% from the 14% of the preceding five-year period. However, in 2009-10 export growth was negative at (-)3.5%, partly reflecting the effect of global recession and partly the higher base effect due to lagged export

TABLE
PERCENTAGE CHANGE IN INDIA'S INTERNATIONAL TRADE: VALUE, VOLUME AND UNIT PRICES

Year	Exports				Imports				Terms of Trade	
	Value		Volume	Unit value	Value		Volume	Unit value	Net	Income
	Rupee terms	US\$ terms			Rupee terms	US\$ terms				
2001-02	2.7	-1.6	0.8	1.0	6.2	1.7	4.0	2.8	-2.1	-1.3
2002-03	22.1	20.3	19.0	2.9	21.2	19.4	5.8	14.3	-9.8	7.4
2003-04	15.0	21.1	7.3	7.5	20.8	27.3	17.4	3.1	3.6	11.2
2004-05	27.9	30.8	11.2	14.9	39.5	42.7	17.2	18.9	-3.5	7.3
2005-06	21.6	23.4	15.1	6.1	31.8	33.8	16.0	14.0	-6.0	8.2
2006-07	25.3	22.6	10.2	13.7	27.3	24.5	9.8	15.1	-1.3	8.8
2007-08	14.7	29.0	7.9	5.1	20.4	35.5	14.1	1.9	2.6	10.7
2008-09	28.2	13.6	9.0	16.9	35.8	20.7	20.2	13.8	2.5	11.7
2009-10	0.6	-3.5	-1.1	1.0	-0.8	-5.0	9.9	-10.0	12.3	11.0
2010-11*	23.4	29.5	—	—	13.6	19.0	—	—	—	—

* April-December 2010.

Volume and unit value index of exports and imports are with new base (1999-2000=100)

Source: Economic Survey, 2011.

data of 2008-09. Despite this negative growth, India's ranking in the leading exporters in merchandise trade slightly slipped from 26th to 27th position between 2007 and 2009.

Cumulative export growth in April-December 2010-11 was around at 29.5% at current prices with the value reaching US\$164.7 billion during this period. However, export growth varied within the period. It decelerated from July to November 2010 after high spurts from February 2010 to June 2010. It fell due to appreciation of Rupee in the second half of 2010. Imports in dollar terms grew by 19% during this time. Terms of trade also improved in last few years. India's share in world merchandise exports has started rising slowly since 2007 and reached 1.3% in 2009 and 1.4% in 2010 (January-June). It was only 0.7% in 2000.

India's export basket has been experiencing a major compositional change slowly. In the current decade there is a 10 percentage point fall in shares of manufactures, a 12.6 percentage point gain in shares of petroleum crude and products, and a 3.3 percentage point fall in shares of primary products. This trend continued during 2008-09 to the first half of 2010-11, with manufactured exports share stagnating at 68.9% and even falling in 2009-10; share of primary products falling to 12.7% in the first half of 2010-11 after increasing in 2009-10; and share of petroleum crude and products increasing continuously both in 2009-10 and the first half of 2010-11 to reach 16.9%. No significant change has been observed in the composition of exports within the manufactures category in last couple of years. However, if we compare the shares of product category with the 2000-01 figure, it can be noticed that the share of engineering goods has increased substantially (around 21% in 2010-11) and that of textile including readymade garments has fallen heavily (23.6% in 2000-01 to 9.5% in 2010-11). Apart from this, chemical sector has improved its share in the export basket and leather & leather products and handicrafts have lost some share. Some of the products such as pearls, precious stones, metals, coins, etc.; manmade filaments; and ores, slag, and ash have improved their global share in recent times.

Regarding the direction of trade, there is no major change in recent times except that USA lost its top position as India's top trading partner due to recession. UAE and China now have become India's biggest trade partners with the share of 9.9% and 9.3% respectively in 2010-11 (April-Sept). This is mainly due to India's exports and imports of gems and jewellery items followed by POL to the UAE. In both 2009-10 and 2010-11 (April-Sept.), India's exports to the UAE were higher than imports, while India's exports to China are lower than imports. The high and rising trade with the UAE may also be due to circular trading to some extent. Among its top 15 trading partners, India had bilateral trade surplus with five countries, namely the UAE, USA, Singapore, the UK, and Hong Kong in 2009-10 and the first half of 2010-11. India's trade deficit with the USA and Singapore in 2007-08, turned into trade surplus thereafter. The export-import ratio fell in 2008-09 in the case of Hong Kong, though it recovered in 2009-10. However, trade deficit is significantly increasing with China.

Region-wise, over half of India's exports (53.5%) in the first half of 2010-11 were to Asia which was around 40% in 2001-02. During 2010-11 (April-Sept.), exports to Asia increased by 29.2% cent and to Europe by 23.3%. India's merchandise exports to South Asian countries increased by 29.2%. In 2010-11 (April-Sept.), Asia including ASEAN continued to be the major source of India's imports accounting for 61.5% of the total. Country-wise, China remained the largest source with a 12% share in India's total imports followed by the UAE, Saudi Arabia, and USA. Petroleum product consists of around 30% of India's import share followed by capital goods (around 13%), chemicals, electronic goods and precious stones, etc.

In last few years, India leaving its traditional cautious approach has engaged itself in number of negotiations related to regional trade agreements and already signed and implemented a few. In last one year India has implemented India-Korea Comprehensive Economic Partnership Agreement (CEPA) and India-ASEAN FTA. India has now signed India-Japan CEPA and India-Malaysia Comprehensive Economic Cooperation Agreements (CECA). These agreements are

expected to deepen India's engagements with Asian countries. As India is now integrated with the world economy, along with the trade liberalisation process, it needs to be vigilant about economic and political turbulence across the world and look for a robust policy mix to balance internal and external economic challenges.

The Institute

The upward march of the Institute continued during the year under review. The landmark development during the year was concrete steps by the Institute in implementing the decisions taken at the Indo-Africa Summit held in 2008 where various commitments were made by the Government of India in deepening the relations between India and African countries, particularly, in economic sphere. Two action points involving IIFT in this regard are significant: (i) to set up IIFT-like institution in Africa; and (ii) to conduct Capacity Building Programmes in the area of international business for African countries over 5 years.

The Institute went ahead with the implementation of the above two activities. Accordingly, IIFT drew up a plan to establish India-Africa Institute of Foreign Trade (IAIFT) based on the model of the Indian Institute of Foreign Trade. The proposed Institute will provide professional education in the field of international trade and management including studies pertaining to the public and private sectors in Africa. Having been informed of the decision to set up IAIFT in Kampala, Uganda by Ministry of External Affairs, Government of India, a four member delegation led by the Director, IIFT visited Kampala during January 2011 to identify a suitable host institute for setting up IAIFT. Consequent to the visit of the team, a preliminary report on setting up of IAIFT was sent to Ministry of External Affairs (MEA), Government of India for sharing it with the host country government. As a result of follow-up with the host country government and MEA, a stakeholders' workshop is expected to be held in June 2011 which would enable the Institute and the host country government to firm up the Vision, Mission and Strategy of IAIFT.

So far as the holding of capacity building programmes in the area of international business for African countries is concerned, the Institute has organized, till the end of the financial year under review, programmes in Ethiopia, Egypt, Botswana, Namibia, Angola, South Africa, Uganda, Senegal, Rwanda and New Delhi. The participants at all the programmes appreciated intellectual inputs received through these programmes.

The overwhelming response to two-year MBA (International Business) Degree Programme continued with more than 35,000 applicants applying for 280 seats in the Programme. The Campus Placement position witnessed highly encouraging outcome when the final placement season for the Class of 2011 was successfully completed with students bagging coveted offers, getting dream profiles and venturing into newer territories. The faith of the industry in IIFT was re-affirmed with the participation of 95 recruiters which included 37 first-time recruiters. The process was wrapped up on achieving 100% placements with offers being accepted from 76 recruiters. The Institute expanded its global footprint this year with international profiles being offered on campus by some of the biggest names in the corporate world including Olam International, ADM Agro, Emirates National Bank of Dubai, Valency International, Triton Group and Jumbo Electronics.

The Kolkata Campus of the Institute, set up during 2006, is presently running from rented premises. So far as the construction of Kolkata Campus is concerned the Institute received the approvals from Kolkata Metropolitan Development Authority (KMDA) and approval of Building Plan from Kolkata Municipal Corporation (KMC). The Institute also received the administrative approval and expenditure sanction of the work from Department of Commerce, Government of India. The construction of main work has been awarded to the lowest tenderer, M/s Ramky Infrastructure Ltd. with the time period of completion of 20 months.

The Institute introduced Capacity Development Programme which aims at providing academic exposure to IIFT faculty. Under this programme the

faculty members are being sent to leading universities/institutions for higher level of academic exposure.

The Institute continued to offer two-year Executive 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. Under students' exchange programme with different institutions spread over Asia, Europe and America, 29 students of the Institute went to partner institutions for a period of one trimester. Similarly, 11 students came to IIFT Campus from different universities and institutions across Europe. A number of foreign delegations visited IIFT during the period under review.

The Institute continued to introduce new Management Development Programmes (MDPs) during the year in the areas of Finance, Exports & Trade Operations, Stocks, Human Resource, IT and Software Management so as to empower its clientele from the corporate, public and financial

sector with the dynamics of the international business developments.

Research continues to be a core activity at the Institute. Apart from studies sponsored by the Government and other national and international organizations, the Institute on its own, began a series of research studies on topics of national and international importance followed up with seminars/workshops for wider dissemination of findings of the studies. The Institute has also been successfully bidding for projects, nationally and internationally. The second Research Conference on Empirical Issues in International Trade and Finance organized at Delhi Campus during 16-17 December 2010 witnessed 140 papers being presented. Leading academics such as Prof. Richard Baldwin, Graduate Institute, Geneva; Prof. Bernard Hoekman, The World Bank; Prof. Gita Gopinath, Harvard University; Dr. Ganeshan Wignaraja, Asian Development Bank; etc. participated in the Conference which was inaugurated by Shri Montek Singh Ahluwalia, Deputy Chairman, Planning Commission.

Education and Training

THE liberalized world economic environment and increasingly globalized business activities offer IIFT, a challenge as well as opportunity to excel, which is reflected in its consistent efforts towards increasing the education and training programmes profile and streamlining of the course structure through vigorous feedback processes involving external experts and internal faculty discipline group meetings and through alumni inputs. Validation of the course structure is an ongoing process at IIFT to continuously improve the pedagogy of the courses. Industry feedback is sought through HR managers and workshops to spell out their expectations from an MBA student, as well as critical inputs from functional heads and business leaders about the change of curriculum. The Institute's clientele group consists of students seeking awareness about the changing business environment, middle-level executives trying to upgrade their skill and of course, the government officials, drawn from India and abroad, eager to participate in refresher courses. Broadly, the segmentation of the Training Programme 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 2010-2011.

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

The two-year full-time MBA (International Business) 2010-2012 (25th batch) commenced on 1st July 2010. One hundred and fifty-eight students were admitted at Delhi Campus and fifty-seven students were admitted at Kolkata Campus on the basis of an all-India selection comprising written

test, group discussions, essay writing and interviews.

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

The 11th batch of three-year part-time MBA (International Business) Delhi Campus for working executives started on 3rd July 2010. Ninety-nine participants were admitted to the Programme on the basis of essay writing test, group discussions and interviews.

The 5th batch of three-year part-time MBA (International Business) Kolkata Campus for working executives started in July 2010. Thirty participants were admitted to the Programme on the basis of essay writing test, group discussions and interviews.

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

IIFT in collaboration with the Institute of Finance Management, Tanzania commenced next batch of MBA (International Business) at Dar-es-Salaam, Tanzania. Forty-eight students were admitted to MBA (IB) 2010-12 programme. The course commenced on 10th November 2010.

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

Executive Post Graduate Diploma in International Business (September 2010 – February 2012) programme started on 13th September 2010 with seventy-one participants drawn from corporate sector, export promotion & service institutions/organizations and government departments.

5. Executive Post Graduate Diploma in Industrial Marketing (EPGDIM)

The second batch of Executive Post Graduate Diploma in Industrial Marketing (August 2010-February 2012) started on 30th August 2010 with

thirty-one participants drawn from corporate sector predominantly companies in the B2B segment of the industry and those aspiring for higher level of responsibilities in the Industrial Marketing function.

6. Executive Post Graduate Diploma in Capital & Financial Markets (EPGDCFM)

The second batch of Executive Post Graduate Diploma in Capital & Financial Markets (August 2010-January 2012) started on 28th August 2010 with twenty-nine participants drawn from corporate sector, financial institutions/organizations and government departments.

7. Certificate Programme in Export Management (CPEM)

Certificate Programme in Export Management (Evening) (April-July 2010) commenced on 5th April 2010. Twenty-eight students joined the Programme.

The weekend batch of Certificate Programme in Export Management (November 2010-February 2011) commenced on 13th November 2010. Fifty-four students joined the Programme.

8. Certificate Programme in Capital & Financial Markets (CPCFM)

Certificate Programme in Capital & Financial Markets (April-July 2010) commenced on 24th April 2010. Eleven students joined the Programme.

9. Certificate Programme in Global Trade Logistics & Operations (CPGTLO)

The first batch of Certificate Programme in Global Trade Logistics & Operations (July-October 2010) commenced on 31st July 2010. Thirty-two students joined the Programme.

10. Certificate Course in International Business Language (CCIBL)

Certificate Course in International Business Language (July-October 2010) commenced on 31st October 2010. Sixteen students were admitted for Spanish programme.

11. 45th CONVOCATION

45th Convocation of the Institute was held on 27th March 2011. Shri Sam Pitroda, Adviser to Prime Minister on Public Information Infrastructure and Innovations delivered Convocation Address and awarded medals/prizes and certificates to the meritorious students securing first, second and third positions in different Programmes organized by the Institute during the last one year. The function was presided over by Dr. Rahul Khullar, Chairman, IIFT and Secretary, Department of Commerce, Ministry of Commerce & Industry, Government of India.

Shri Sam Pitroda, Dr. Rahul Khullar, and Shri K.T. Chacko awarded degrees & diplomas to the passing out students of different Programmes of IIFT. One hundred and fifty-three (153) students of two-year full-time MBA (IB) 2009-11 from Delhi Campus; fifty-seven (57) students of two-year full-time MBA (IB) 2009-11 from Kolkata Campus; forty-four (44) students of three-year part-time MBA (IB) 2008-11 from Delhi Campus; forty (40) students of three-year part-time MBA (IB) 2008-11 from Kolkata Campus; Sixty-two (62) students of Executive Post Graduate Diploma in International Business (2009-11), One hundred and three (103) students of Executive Post Graduate Diploma in International Business (VSAT) 2009-10; twenty-eight (28) students of Executive Post Graduate Diploma in Industrial Marketing (2009-11) and fifteen (15) students of Executive Post Graduate Diploma in Capital & Financial Markets (2009-11) were awarded degrees & diplomas.

MANAGEMENT DEVELOPMENT PROGRAMMES

OPEN PROGRAMMES

1. Management in SEZs in India

A two-day MDP on “*Management in SEZs in India*” was held at the Institute’s premises in Delhi during 10-11 May 2010.

The programme aimed at familiarizing the participants with various provisions of SEZ Act 2005/SEZ Rules 2006 and provide an in-depth

insight into fiscal issues for SEZ and various compliance measures and overview of issues and challenges of International Marketing in global competitive environment. The programme content included the legal and fiscal environments of SEZs, the developmental and operational issues, various procedures to be followed in SEZs, compliance issues and management practices for new generation SEZs. One hundred and twenty participants from various SEZ units attended the programme.

2. Work Life Balance

A two-day MDP on “*Work Life Balance*” was conducted at the Institute’s premises during 25-26 May 2010.

The programme was designed to enable individuals to develop strategies to achieve work life balance. It also enables managers who wish to design or improve the work life balance policies of their organizations. The programme content included work life balance defined: what it means, what it doesn’t mean, accepting responsibility for your own work and life results, recognizing behaviour habits that disturb the balance, learning assertive communication skills to negotiate priorities, developing strategies to achieve work life balance, and designing strategies to achieve work life balance in organizations. Nine participants attended the programme.

3. New Generation E-Governance

A two-day MDP on “*New Generation E-Governance*” was organized at the Institute’s premises during 7-8 June 2010.

The programme aimed at “reaching the unreach” so that the benefits of technology can be experienced at the grassroot level. The programme content included evolution of e-governance and results achieved, Indian experience and experience of other developing countries, technology as an enabler, bridging the digital divide for inclusive growth, architectures of e-governance technologies and best practices towards a green data centre, planning and implementation of new generation e-governance, governance for

economic wealth, welfare and security, and role of public-private partnership to take new generation e-governance forward. Thirty-two participants from various sectors attended the programme.

4. International Commodity Trading and Risk Management

A two-day MDP on “*International Commodity Trading and Risk Management*” was conducted at the Institute’s premises during 24-25 June 2010.

The programme was designed to help the participants to understand the basics of trading and hedging using futures and options and to comprehend strategies for managing risks and capturing trading opportunities. Thirteen participants from various sectors attended the programme.

5. Logistics Management for International Business Development

A two-day MDP on “*Logistics Management for International Business Development*” was organized at the Institute’s premises during 8-9 July 2010.

The programme aimed to develop a systematic understanding of the role of logistics management, shipping operations and related commercial practices in international trade, in the backdrop of globalization and fast changing global business environment. It is widely recognized that through efficient logistics management practices at micro and macro levels, businesses are able to leverage their competitive strategies thereby creating value for their customers. The role of logistics has obviously gained pre-eminence in today’s global business. Thirteen participants from various organizations attended the programme.

6. Export-Import Procedure and Documentation

Two five-day MDPs on “*Export-Import Procedure and Documentation*” were conducted at Institute’s premises during:

- 13-17 September 2010 with 36 participants
- 6-10 December 2010 with 20 participants

The programmes were 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 the related paper-work. 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, and finance for export-import trade.

7. Letter of Credit and UCP 600 - Issues and Implications to Secure Payments

A one-day MDP on “*Letter of Credit and UCP 600 - Issues and Implications to Secure Payments*” was conducted at Institute’s premises on 22 September 2010.

The programme objectives were to understand the changes in UCP 600 and their practical implications on export and import payment & transactions. The programme content included mechanism of letter of credit, understanding & commentary on UCP 600, UCP 600 simplified for exporters, importers, banks, concepts under UCP 600, discrepancy management of letter of credit transaction, case study covering implications of new rules & sub-rules of UCP 600, etc. Thirty-six participants from various sectors attended the programme.

8. Capacity Development of SEZ Officers/ Developers/Units

Six one-day MDPs on “*Capacity Development of SEZ Officers/Developers/Units*” were conducted for the following zones:

Date	Venue	No. of participants
• 27 Sept. 2010	Surat	46
• 29-30 Nov. 2010	New Delhi	15
• 10 Dec. 2010	Hyderabad	32
• 13 Dec. 2010	Kandla (Gujarat)	40
• 18 Jan. 2011	Kolkata	22
• 16 Feb. 2011	Bangalore	60

The programmes aimed at familiarizing the participants with various provisions of SEZ Act 2005/SEZ Rules 2006 and provide an in-depth insight into fiscal issues for SEZ and various compliance measures and overview of issues and challenges of international marketing in global competitive environment.

9. Impact of International Financial Reporting Standards

A three-day MDP on “*International Financial Reporting Standards*” was held at Institute’s premises during 13-15 October 2010.

The Institute of Chartered Accountants of India (ICAI) has mandated convergence with IFRS from the accounting period commencing on or after 1 April 2011 for listed and other public interest entities such as banks, insurance and large-sized entities. The level of technical preparedness of industry, accounting professionals’ experience with international standards and economic environment prevailing in the country would pose challenges to convergence. The programme aimed at understanding IFRS and its impact in depth and compare with GAAP of USA, and knowing requirements to be met for instituting IFRS. Eighteen participants from various sectors attended the programme.

10. Psychometric Testing and its Application in Business

A two-day MDP on “*Psychometric Testing and its Application in Business*” was organized at the Institute’s premises during 18-19 November 2010.

The programme sought to educate the participants about the varied psychological tests and their application in the industry and help identify the right psychometric tools for specific HR functions and to understand the current practices regarding psychometric testing in the industry. Fourteen participants from various sectors attended the programme.

11. Foreign Currency Loans and Currency Risk Management Strategies

A two-day MDP on “*Foreign Currency Loans and Currency Risk Management Strategies*” was

held at Institute's premises during 2-3 December 2010.

Foreign Currency Loans is a significant avenue for corporates to raise low cost resources for business development. Special skills, procedures and adequate knowledge are essential to raise foreign currency resources for working capital and for long term business requirements. This programme was designed to enable professionals involved in international business appreciate and develop a professional understanding of the intricacies underlying currency valuation, the mechanism of exchange rate system(s), hedging of currency risks and the alternative hedging techniques & instruments available. It also aimed at providing an excellent opportunity for capacity building and to simplify the technical aspects, terminologies, guidelines and procedures in the specialized areas of foreign currency funding and currency/interest rate risk management. Twenty-one participants from various sectors attended the programme.

12. Success Strategies for International Business

A one-day MDP on "*Success Strategies for International Business*" was held at the Institute's premises on 7 January 2011.

The rapidly changing global business environment and economic upheavals offer significant challenge not only on firms' profitability but their survival too. Therefore, both the corporate and the government need to carefully evaluate the environment of business in which they operate and evolve dynamic business strategies. The programme aimed to provide an in-depth understanding of dynamic business environment and evolve effective strategies for success in times of turbulence. Twenty-one participants from various sectors attended the programme.

13. Talent Management

A two-day MDP on "*Talent Management*" was conducted at the Institute's premises during 3-4 March 2011.

The programme enabled participants to understand how healthy talent management

processes impact business; expose them to research-based best practices and success stories in talent management; provide tools to diagnose a company's talent management needs and priorities. Twelve participants attended the programme.

SPONSORED PROGRAMMES

1. MDP on Letter of Credit and Implication of New UCP 600 Rules for Bombay Chamber of Commerce

A one-day MDP on "*Letter of Credit and Implication of New UCP 600 Rules*" was held on 3 April 2010 for the officials of Bombay Chamber of Commerce at Mumbai. The objectives of the programme were to understand the changes in UCP 600, their practical implications on export and import payment transactions. Forty participants attended the programme.

2. Training Programme on International Trade for Indian Revenue Service Probationers for NACEN

At the instance of National Academy of Customs, Excise & Narcotics (NACEN), the Institute organized five eight-day training programmes on "*International Trade*" for the Probationary Officers of Indian Revenue Service during:

- 7-16 April 2010 (NACEN Complex, Faridabad): 116 participants
- 2-11 August 2010 (NACEN Complex, Faridabad): 121 participants
- 16-24 August 2010 (NACEN, Regional Training Institute, Mumbai): 51 participants
- 7-17 February 2011 (NACEN Complex, Faridabad): 126 participants
- 21 Feb.-2 March 2011 (NACEN, Regional Training Institute, Mumbai): 56 participants

The programmes provided insights into multilateral framework of international trade, international trade logistics, import-export procedures, international financial and commodity markets, India's RTAs, FTAs and WTO related issues, the political economy of the world trading

system, overview of World Customs Organization (WCO) and conventions relating to procedures and facilitation - India's experience, etc.

3. Training Programme on Designing, Negotiating and Implementing Free Trade Agreements (FTAs) in Asia for the Officials of SAARC Countries [in Collaboration with Asian Development Bank (ADB)]

A six-day MDP on "*Designing, Negotiating and Implementing Free Trade Agreements (FTAs) in Asia*" for the officials of SAARC countries in collaboration with Asian Development Bank (ADB) was held during 11-16 April 2010. The main focus of the programme was on emerging global and regional trade policy challenges in SAARC countries, economics of free trade agreements and good practices in design, negotiation, and implementation of FTAs. Twenty-two participants attended the programme.

4. Training Programme on Export Marketing of Agricultural Commodities for the Officers of NAFED

A one-day programme on "*Export Marketing of Agricultural Commodities*" for the officers of NAFED was held at Institute's premises on 13 May 2010.

The contents of the programme were export marketing – introduction, international agricultural commodities – trade, export, regulations – international treaties (free market, WTO), commodity future trading: concept, applications and relevance for farmers and promotion and branding of agricultural commodities in the international market. Twenty participants attended the programme.

5. Training Programme on International Business for Indian Economic Service (IES) Probationers

A two-week training programme on "*International Business*" was conducted for IES Officers at the Institute's premises during 24 May-4 June 2010 under the sponsorship of Ministry of Finance, Department of Economic Affairs.

The contents of the programme were globalization debate, emerging patterns of the global political economy, multilateral framework of international trade/past experiences of the interwar period and the foundations of GATT, contemporary issues in international business, India's balance of payment, foreign trade policy of India, etc. Fourteen IES probationers attended the programme.

6. Training Programme on International Commercial Law for the Officers of PEC Ltd.

A five-day in-house training programme on "*International Commercial Law*" for the officers of PEC was conducted during 21-25 June 2010 at their premises.

The contents of the programme were introduction to international trade law in the context of emerging global trading regime, salient features of Indian Contract Act 1872, Sales of Goods Act 1930, Negotiable Instruments Act 1881, Multimodal Transport of Goods Act 1993, marine insurance: types of risks, policies and claim procedure. Twenty-one participants attended the programme.

7. Training Programme on International Economics and Business Management for Indian Foreign Service Officer Trainees, Sponsored by the Foreign Service Institute, Ministry of External Affairs

A six weeks' training programme on "*International Economics and Business Management*" for Indian Foreign Service Officer Trainees, sponsored by the Foreign Service Institute, Ministry of External Affairs was conducted at Institute's premises during 14 June-30 July 2010.

The programme aimed at providing insights into the regional trading agreements and trade blocs, human resource development issues, international financial management, India's macro and micro economic scenario, implications of the WTO on international business, issues related to international economics and business strategy, and international marketing, etc. Twenty-four participants attended the programme.

8. Programme on Export Marketing, Procedure and Documentation for the Executives of ECGC of India

Three five-day programmes on “*Export Marketing, Procedure and Documentation*” for the Executive of ECGC of India Ltd were conducted at the Institute’s premises during:

- 16-20 August 2010 with 27 participants
- 20-24 December 2010 with 25 participants
- 17-21 January 2011 with 25 participants

The programmes included sessions on export-import procedures & documentation, foreign trade policy (2009-14) of India, role of logistics in international trade, international foreign exchange markets, etc.

9. Five-day In-service Training Programme on WTO and New Trade Regime for IAS Officers

In the series of conducting sponsored training programmes for the officers of Indian Civil Services at the behest of Department of Personnel and Training, Government of India, the Institute conducted a five-day in-service training programme on “*WTO and New Trade Regime*” for officers of Indian Administrative and Allied Services in the campus during 23-27 August 2010 in association with DOPT.

The programme was designed with the objective of providing an overview of the WTO and new trade regime and its institutional structure and to analyze the implementation issues with reference to various agreements. Twenty-five IAS officers attended the programme.

10. Training Programme on Managerial Concept for B2B Marketing for the Workshop Sales Team of Castrol India Ltd.

A two-day programme on “*Managerial Concept for B2B Marketing*” for the workshop sales team of Castrol India Ltd. was held at Mumbai during 18-19 October 2010.

The programme focused on managing the marketing environment and strategies

for enhancing effectiveness in B2B2C industries. Thirty-five participants attended the programme.

11. Training Programme on International Business, Trade and Finance for the Executives of State Trading Corporation of India

A five-day programme on “*International Business, Trade and Finance*” for the executives of State Trading Corporation of India was conducted at Institute’s premises during 18-22 October 2010.

The programme included sessions on India’s foreign trade policy 2009-14, role of logistics in international trade, understanding of custom regulation, clearing & demurrage and charges covering import & export transaction, dispute resolution mechanism and international arbitration under ICC mechanism, jurisdiction & applicability of law in international contracts, international foreign exchange markets, etc. Twenty executives from State Trading Corporation attended the programme.

12. Training Programme on Managerial and Managing Skills for Indian Leather Exporters for Officers/Exporters of Council for Leather Exports (CLE)

A six-day programme on “*Managerial and Managing Skills for Indian Leather Exporters*” for officers/exporters of Council for Leather Exports (CLE) was organized at Institute’s premises during 8-13 November 2010.

The programme aimed at understanding export-import procedures & documentation, developing international marketing strategies and enhance overall skills and competency in international business and trade diplomacy, etc. Nineteen officers/exporters from CLE attended the programme.

13. Executive Development Programme on International Business

In order to deepen the country’s engagement with Africa, the Institute conducted a two weeks’

Executive Development Programme on “*International Business*” sponsored by Ministry of External Affairs for senior government officials and diplomats from African Countries during 6-17 December 2010 at Institute’s premises. The programme was attended by 38 participants from over 23 African Countries that included Ethiopia, Rwanda, Egypt, Burkina Faso, Botswana, Togo, Zimbabwe, Niger, Nigeria, Namibia, Kenya, Ghana, Tunisia, Madagascar, Mauritius, Malawi, Comoros, Mozambique, Angola, Zambia, Gambia, etc.

14. MDP on Advanced Management Skills for Senior Officers of NALCO

A six-day programme on “*Advanced Management Skills*” for the senior officers of NALCO was held at Institute’s premises during 20-25 December 2010.

The programme covered sessions on fundamentals of strategic management, scope and dimensions of negotiations, coaching and mentoring, performance management and enhancing impact of communication, etc. Seventeen officers from NALCO attended the programme.

15. Five-day In-service Training Programme on Advance Course on WTO and New Trade Regime for IAS Officers (sponsored by DOPT)

A five-day in-service training programme on “*Advance Course on WTO and Related Matters*” for the officers of Indian Administrative and Allied Services was held in the campus during 7-11 February 2011 in association with DOPT.

The programme aimed at highlighting implications of dispute settlement mechanism for India, analyze the implementation issues with reference to various agreements, understand the position of developing countries in general and India in particular, and to discuss outlines of possible national and sub-national response strategies. Twenty-six participants attended the programme.

16. MDP on Risk Management in International Trade for the Officers of MMTC

A two-day MDP on “*Risk Management in International Trade*” for the officers of MMTC was conducted at their premises during 9-10 February 2011.

The programme included sessions on introduction to risks in international trade, globalization, the financial crisis and the risk perceptions in international business: strategies for risk management, derivatives as tools for price risk management, hedging with futures and options, corporate foreign currency risk management strategies, managing marine, shipment and cargo risks and credit risk management. Twenty-two officers from MMTC attended the programme.

17. MDP on Foreign Trade Policy and Documentation Procedures for the Officers of MMTC

A two-day MDP on “*Foreign Trade Policy and Documentation Procedures*” for the officers of MMTC was organized at their premises during 14-15 February 2011.

The programme included sessions on export-import documentation, letter of credit & UCP 600, INCOTERMS & delivery terms 2010, export finance (pre & post shipment), exporting challenges, foreign exchange and risk management, duty exemption and remission schemes including claims and procedure, incentives/benefits & EPCG schemes under FTP 2009-14. Fifteen participants attended the programme.

18. In-service Training Programme for Indian Trade Service (ITS) Officers

An eighteen months’ programme is being conducted for ITS Officers at the Institute’s campus during February 2010 to September 2011 in association with DGFT.

The objective behind the programme is to enhance awareness among participants about international business environment, help them

develop and understand international business strategies, enhance overall skills and competency in international business among the participants, increase proficiency in issues related to international business and trade diplomacy, etc. Two ITS probationers have been enrolled for the programme.

19. MDP on Enhancing Competitiveness of Agro Exports from India for the Officers of MMTC

A 1½-day MDP on “*Enhancing Competitiveness of Agro Exports from India*” was organized for the officers of MMTC at their premises during 10-11 March 2011.

The programme included session on domestic inefficiencies affecting competitiveness of Indian agro exports, external challenges and strategy affecting competitiveness of Indian agriculture exports, logistics for agro exports/ imports, product market identification for agro products of MMTC: introduction to information sources, preparing market entry strategy for agro export, export promotion schemes & institutions for agriculture in India, agriculture in foreign trade policy, etc. Twenty-three participants attended the programme.

20. MDP on Understanding the Competitiveness of Fertilizer Sectors in India for the Officers of MMTC

A 1½-day MDP on “*Understanding the Competitiveness of Fertilizer Sectors in India*” was held for the officers of MMTC at their premises during 11-12 March 2011.

The programme included sessions on logistics for fertilizers, current status of the fertilizer industry in India – demand supply situation and implications for the future, export import finance: cost reduction approach, fertilizer price policy and subsidy issues, supply chain of fertilizer, etc. Sixteen participants attended the programme.

COLLABORATIVE PROGRAMMES

1. MDP on Corporate Social Responsibility in Collaboration with Business & Community Foundation (BCF)

A two-day MDP on “*Corporate Social Responsibility (CSR)*” in collaboration with Business & Community Foundation (BCF) was organized during 22-23 April 2010 at the Institute. The objective of the programme was to develop the CSR knowledge base and skills of professionals so that they may play an important role in envisioning and planning the CSR initiatives in their organizations. Twenty participants from various organizations attended the programme.

2. MDP on Logistics Management for International Business Development

A three-day MDP on “*Logistics Management for International Business Development*” in collaboration with Federation of Indian Export Organizations (FIEO) was organized at Mumbai during 26-28 May 2010.

The programme aimed to develop a systematic understanding of the role of logistics management, shipping operations and related commercial practices in international trade, in the backdrop of globalization and fast changing global business environment. It is widely recognized that through efficient logistics management practices at micro and macro levels, businesses are able to leverage their competitive strategies thereby creating value for their customers. The role of logistics has obviously gained pre-eminence in today's global business. Fifteen participants attended the programme.

PROGRAMMES CONDUCTED OVERSEAS

1. Executive Development Programmes on International Business in African Countries

Countries: Uganda, Senegal, Rwanda

Consequent to the decision taken at the India-Africa Forum Summit 2008, the Institute has been regularly conducting “Executive Development Programme on International Business” for various African Countries.

The programmes focused on developing required skills and professional competence among entrepreneurs, government officials, professionals and corporate executives. Continuing with the series of programmes conducted for countries like Ethiopia, Egypt, Botswana, Namibia, Angola and South Africa, the Institute conducted such programmes in the following countries:

- **Kampala, UGANDA:** In collaboration with the Ministry of Trade and Industry, Uganda (27 April-7 May 2010) - 60 participants

- **Dakar, SENEGAL:** In collaboration with International School of Management, Senegal (25-30 October 2010) – 33 participants
- **Kigali, RWANDA:** In collaboration with School of Finance and Banking (SFB), Rwanda (16-26 November 2010) – 30 participants

WORKSHOP/INTERACTIVE MEET

1. Workshop-cum-interactive meet of SEZ Development Commissioners/Jt. Development Commissioners, Deputy Development Commissioners, Developers and representatives of various SEZ units to ascertain the training needs of various SEZ Officers/Developers/Units was held at Institute’s premises on 14 July 2010. Forty-six participants attended the programme.

MDPs IN HINDI MEDIUM

In order to enhance awareness about international business environment and to help develop international marketing strategies and to develop an understanding about export-import procedures and documentation among small scale businessmen, craftsmen & women, the Institute conducted a series of Management Development Programmes in Hindi language as the medium of instruction.

1. **MDP on Export Marketing, Procedure and Documentation** was conducted at Hyderabad during 15-17 November 2010 in association with Federation of Andhra Pradesh Chambers of Commerce and Industry, Hyderabad. One hundred fifty participants from various small scale enterprises /organizations attended the programme.
2. **MDP on Export Marketing, Procedure and Documentation** was organized at Lucknow during 21-23 December 2010 in association with PHD Chamber of Commerce and Industry, Lucknow. Fifty participants from various small

scale enterprises/organizations attended the programme.

3. **MDP on Export Marketing, Procedure and Documentation** was organized at Ranchi during 27-28 January 2011 in association with Department of Industry, Government of Jharkhand. Fifty-two participants from various small scale enterprises / organizations attended the programme.
4. **MDP on Export Marketing, Procedure and Documentation** was organized at Jaipur during 21-23 February 2011 in association with Rajasthan Chamber of Commerce and Industry, Jaipur. Fifty participants from various small scale enterprises/organizations attended the programme.
5. **MDP on Export Marketing, Procedure and Documentation** was organized at Aizawl during 15-17 February 2011 in association with Department of Management, Mizoram Central University, Aizawl. Sixty-three participants attended the programme.

PROGRAMMES CONDUCTED DURING 2010-11 – AT A GLANCE

<i>Sl. No.</i>	<i>Programme</i>	<i>Venue</i>	<i>Dates/ Duration</i>	<i>No. of parti- cipants</i>
A. FOUNDATIONAL PROGRAMMES				
1.	MBA (International Business)	IIFT Delhi	2009-11	159
			2010-12	158
		IIFT Kolkata	2009-11	56
			2010-12	57
2.	MBA (International Business) Part Time	IIFT Delhi	2008-2011	58
			2009-2012	63
			2010-2013	99
		IIFT Kolkata	2008-2011	47
			2009-2012	46
			2010-2013	30
3.	MBA (IB) Dar-es-Salaam, Tanzania	IFM, Dar-es-Salaam	2009-2011	50
			2010-2012	48
4.	Executive Post Graduate Diploma in International Business	IIFT Delhi	Sept. 2009- Feb. 2011	74
			Sept. 2010- Feb. 2012	71
5.	Executive Post Graduate Diploma in International Business (thru VSAT)	91 cities across India	Dec. 2010-Dec. 2011	79
6.	Executive Post Graduate Diploma in Industrial Marketing	IIFT Delhi	Aug. 2009- Jan. 2011	34
			Aug. 2010- Jan. 2012	31
7.	Executive Post Graduate Diploma in Capital and Financial Markets	IIFT Delhi	Oct. 2009- March 2011	24
			Aug. 2010- Jan. 2012	29
B. PART TIME CERTIFICATE COURSES				
1.	Certificate Programme in Export Management	IIFT Delhi	April- July 2010	28
			Nov. 2010-Feb. 2011	54
2.	Certificate Programme in Capital & Financial Markets	IIFT Delhi	April- July 2010	11
3.	Certificate Programme in Global Trade Logistics & Operations	IIFT Delhi	July-Oct. 2010	32
4.	Certificate Course in International Business Language (CCIBL)	IIFT Delhi	July-Oct. 2010	16

Sl. No.	Programme	Venue	Dates/ Duration	No. of parti- cipants
C. MANAGEMENT DEVELOPMENT PROGRAMMES				
(i) OPEN PROGRAMMES				
1.	MDP on “Management in SEZs in India”	IIFT Delhi	10-11 May 2010	120
2.	MDP on “Work Life Balance”	IIFT Delhi	25-26 May 2010	09
3.	MDP on “New Generation E-Governance”	IIFT Delhi	7-8 June 2010	32
4.	MDP on “International Commodity Trading and Risk Management”	IIFT Delhi	24-25 June 2010	13
5.	MDP on “Logistics Management for International Business Development”	IIFT Delhi	8-9 July 2010	13
6.	MDP on “Export-Import Procedure and Documentation”	IIFT Delhi	13-17 Sept. 2010	36
7.	MDP on “Letter of Credit and UCP 600 - Issues and Implications to Secure Payments	IIFT Delhi	22 Sept. 2010	36
8.	MDP on “Capacity Development of SEZ Officers/ Developers/Units”	Surat, Gujarat	27 Sept. 2010	46
9.	MDP on “Impact of International Financial Reporting Standards”	IIFT Delhi	13-15 Oct. 2010	18
10.	MDP on “Psychometric Testing and its Application in Business”	IIFT Delhi	18-19 Nov. 2010	14
11.	MDP on “Capacity Development of SEZ Officers/ Developers/Units”	IIFT Delhi	29-30 Nov. 2010	15
12.	MDP on “Foreign Currency Loans and Currency Risk Management Strategies”	IIFT Delhi	2-3 Dec. 2010	21
13.	MDP on “Export-Import Procedure and Documentation”	IIFT Delhi	6-10 Dec. 2010	20
14.	MDP on “Capacity Development of SEZ Officers/ Developers/Units”	Hyderabad	10 Dec. 2010	32
15.	MDP on “Capacity Development of SEZ Officers/ Developers/Units”	Kandla, Gujarat	13 Dec. 2010	40
16.	MDP on “Success Strategies for International Business”	IIFT Delhi	7 Jan. 2011	21
17.	MDP on “Capacity Development of SEZ Officers/ Developers/Units”	IIFT Kolkata	18 Jan. 2011	22
18.	MDP on “Capacity Development of SEZ Officers/ Developers/Units”	Bangalore	16 Feb. 2011	60
19.	MDP on “Talent Management”	IIFT Delhi	3-4 March 2011	12

<i>Sl. No.</i>	<i>Programme</i>	<i>Sponsors</i>	<i>Venue</i>	<i>Dates</i>	<i>No. of participants</i>
(ii) SPONSORED PROGRAMMES					
1	MDP on “Letter of Credit and Implications of New UCP-600 Rules” for Bombay Chamber of Commerce	Bombay Chamber of Commerce	Mumbai	3 April 2010	40
2	Training Programme on “International Trade” for Indian Revenue Service Probationers for NACEN	NACEN	NACEN Complex, Faridabad	7-16 April 2010	116
3	Training Programme on “Designing, Negotiating and Implementing Free Trade Agreements (FTAs) in Asia” for the Officials of SAARC Countries [in collaboration with Asian Development Bank (ADB)]	ADB	IIFT Delhi	11-16 April 2010	22
4	Training Programme on “Export Marketing of Agricultural Commodities” for the Officers of NAFED	NAFED	IIFT Delhi	13 May 2010	20
5	Training Programme on “International Business” for Indian Economic Service (IES) Probationers”	Ministry of Finance, Deptt. of Economic Affairs	IIFT Delhi	24 May-4 June 2010	14
6	Training Programme on “International Commercial Law” for the Officers of PEC Ltd.	PEC Ltd.	PEC Ltd., Delhi	21-25 June 2010	21
7	Training Programme on “International Economics and Business Management” for Indian Foreign Service Officer Trainees	Foreign Service Institute, Ministry of External Affairs	IIFT Delhi	14 June-30 July 2010	24
8	Training Programme on “International Trade” for Indian Revenue Service Probationers for NACEN	NACEN	NACEN Complex, Faridabad	2-11 Aug. 2010	121
9	Training Programme on “International Trade” for Indian Revenue Service Probationers for NACEN	NACEN	NACEN, Mumbai	16-24 Aug. 2010	51
10	Training Programme on “Export Marketing Procedure and Documentation” for the Executives of ECGC of India	ECGC	IIFT Delhi	16-20 Aug. 2010	27
11	In-Service Training Programme on “WTO & New Trade Regime” for IAS Officers	Department of Personnel and Training (DOPT)	IIFT Delhi	23-27 Aug. 2010	25
12	Training Programme on “Managerial Concepts for B2B Marketing” for the Workshop Sales Team of Castrol India Ltd.	Castrol India Ltd.	Mumbai	18-19 Oct. 2010	35
13	Training Programme on “International Business, Trade and Finance” for the Executives of State Trading Corporation of India Ltd.	STC Ltd.	IIFT Delhi	18-22 Oct. 2010	20

Sl. No.	Programme	Sponsors	Venue	Dates	No. of participants
14	Training Programme on "Managerial and Managing Skills for Indian Leather Exporters" for Officers/Exporters of Council for Leather Exports (CLE)	CLE	IIFT Delhi	8-13 Nov. 2010	19
15	Executive Development Programme on "International Business"	Ministry of External Affairs	IIFT Delhi	6-17 Dec. 2010	38
16	Training Programme on "Export Marketing Procedure and Documentation" for the Executives of ECGC of India	ECGC	IIFT Delhi	20-24 Dec. 2010	25
17	MDP on "Advanced Management Skills" for Senior Officers of NALCO	NALCO	IIFT Delhi	20-25 Dec. 2010	17
18	Training Programme on "Export Marketing Procedure and Documentation" for the Executives of ECGC of India	ECGC	IIFT Delhi	17-21 Jan. 2011	25
19	In-Service Training Programme on "Advance Course on WTO and and New Trade Regime" for IAS Officers	Department of Personnel and Training (DOPT)	IIFT Delhi	7-11 Feb. 2011	26
20	Training Programme on "International Trade" for Indian Revenue Service Probationers for NACEN	NACEN	NACEN Complex, Faridabad	7-17 Feb. 2011	126
21	MDP on "Risk Management in International Trade" for the Officers of MMTC	MMTC	MMTC, New Delhi	9-10 Feb. 2011	22
22	MDP on "Foreign Trade Policy and Documentation Procedures" for the Officers of MMTC	MMTC	MMTC, New Delhi	14-15 Feb. 2011	15
23	Training Programme on "International Trade" for Indian Revenue Service Probationers for NACEN	NACEN	Mumbai	21 Feb.- 2 March 2011	56
24	In-service Training Programme for Indian Trade Service (ITS) Officers	DGFT	IIFT Delhi	Feb.- 2010 Sept. 2011	02
25	MDP on "Enhancing Competitiveness of Agro Exports from India" for the Officers of MMTC	MMTC	MMTC, New Delhi	10-11 March 2011 (1½ day)	23
26	MDP on "Understanding the Competitiveness of Fertilizer Sectors in India" for the Officers of MMTC	MMTC	MMTC, New Delhi	11-12 March 2011 (1½ day)	16

Sl. No.	Programme	Venue	Dates/ Duration	No. of parti- cipants
(iii) COLLABORATIVE PROGRAMMES				
1	MDP on “Corporate Social Responsibility” [The Programme was organized by IIFT in collaboration with Business and Community Foundation (BCF)]	IIFT Delhi	22-23 April 2010	20
2	MDP on “Logistics Management for International Business Development” (jointly organized by IIFT & FIEO)	FIEO, Mumbai	26-28 May 2010	15
(iv) PROGRAMMES CONDUCTED OVERSEAS				
1	Executive Development Programme on “International Business”	Kampala, Uganda	27 April 2010- 7 May 2010	60
2	Executive Development Programme on “International Business”	Dakar, Senegal	25-30 Oct. 2010	33
3	Executive Development Programme on “International Business”	Kigali, Rwanda	16-26 Nov. 2010	30
(v) PROGRAMMES/INTERACTIVE MEET				
1	Workshop-cum-Interactive Meet on “Training and Capacity Development of SEZ Officers/SEZ Developers and Co-Developers/SEZ Units”	IIFT Delhi	14 July 2010	46
(vi) MDPs IN HINDI MEDIUM				
1	MDP on “Export Marketing, Procedure and Documentation” organized with Federation of Andhra Pradesh Chambers of Commerce and Industry	Hyderabad	15-17 Nov. 2010	150
2	MDP on “Export Marketing, Procedure and Documentation” organized with PHD Chamber of Commerce and Industry	Lucknow	21-23 Dec. 2010	50
3	MDP on “Export Marketing, Procedure and Documentation” organized with Department of Industry, Govt. of Jharkhand (Organized by IIFT Kolkata)	Ranchi, Jharkhand	27-28 Jan 2011	52
4	MDP on “Export Marketing, Procedure and Documentation” organized with Rajasthan Chamber of Commerce and Industry	Jaipur	21-23 Feb. 2010	50
5	MDP on “Export Marketing, Procedure and Documentation” organized with Mizoram Central University, Aizawl (Organized by IIFT Kolkata)	Aizawl, Mizoram	15-17 Feb. 2011	63

Research

1. India's Regional Trade Agreements: Impact on Indian Economy

THE study was conducted for ASSOCHAM based on the background of National Seminar organized by ASSOCHAM on "India's Regional Trade Agreements: Impact on Indian Economy". This report gives detailed information about India's engagement in different PTAs/FTAs and CECAs/CEPAs. Comprehensive analysis of trade issues with select FTAs *vis.* India-Sri Lanka FTA, India-Asean FTA, India-Korea FTA is undertaken with the help of detailed data analysis. Services sector liberalization in terms of select FTAs, CECAs/CEPAs has also been undertaken along with exploration of the opportunities for India's services sector. Issues of concern for Indian industry which are pertinent because of entering into these RTAs have also been flagged.

2. Feasibility of Entering into Free Trade Agreement (FTA) with Iran

The study was conducted for Department of Commerce, Ministry of Commerce & Industry. The purpose of the project has been to identify adequate number of tariff lines at 6-digit level with substantial trade potential and understand the major non-tariff barriers (NTBs) which are currently impeding India's exports to Iran. It is observed that India's trade balance with Iran has witnessed a massive change over the last six years. While in 2003 India had a trade surplus of US\$625 million, in 2008 India had trade deficit of US\$11,456 million. After the data analysis, 73 products with high Revealed Comparative Advantage (i.e., export potential) and high Compound Annual Growth Rate (i.e., high demand in the Iranian market) are identified as Opportunity Products. In addition, 262 products with low RCA and high CAGR are identified as Sunrise products. The estimation reveals that the potential gain from liberalization of the opportunity products would increase Indian exports to the Iranian market approximately by US\$5.76 billion. Also, the potential gain from liberalization of sunrise products would increase Indian exports

to the Iranian market approximately by US\$3.24 billion. Hence the total gain from the opportunity products and sunrise products comes to around US\$9 billion.

In order to understand the NTBs, a primary survey of 33 exporting firms which are mainly located in Delhi, Kolkata and Mumbai have been conducted. The survey reveals that the major NTBs affecting India's export include discriminatory duties, countervailing duty escalation, technical standards, packaging and labeling regulations, recycling norms, etc. The major sectors getting affected by these barriers includes Meat, Tea, Cereals, Chemicals, Pharmaceuticals, Printing Ink and Paints, Rubber, Iron and Steel, Machinery, Auto Components, etc. Exports of all these sectors are included in opportunity products and sunrise products category, which makes negotiation on them all the more important.

3. Study on Export Potential of Embedded Software Solutions in the Healthcare and Education Sector

Indian software developers have contributed to this sector by being third party developers for many health equipment as well as educational equipment manufacturing firms like Siemens, Sigma, Cole Parmer, etc. The small software development company of India is basically dependent on larger companies like Microsoft, Accenture, Sasken Communication, ST Micro Systems for business. These large companies subcontract the development job to smaller companies. Hence, the opportunities for the smaller companies lie only doing job work for the larger companies. The major challenge faced by the smaller organization is to take up independent development job. In the above context the study was undertaken to examine various challenges and opportunities available to the embedded software developers. This is a pioneering work which deals with a specialized issue of embedded software development and challenges faced by the small

software development companies who choose not to be in KPO or BPO business but do some serious programming and innovation and contribute to the global equipment market. The small software development companies of India have potential for producing innovative software but the talent remains unexplored because of the modular and component development passed on to them by larger software development companies in the global market. This study brings out the challenges faced by these companies, and in the later stage suggests how these small development companies can address the challenges highlighted to get better business. The study also provides guidelines on how to venture out independently. The study was an IIFT initiative and not a sponsored study of any external agency.

4. Market Study in respect of Coir & Coir Products in Europe

The coir industry is an agro-based, labour-intensive and export-oriented industry using coir fibre, a by-product of coconut plantations. Coir industry in India, employing around 0.6 million people with around 80% females, is facing problem of drastic decline in matting, rugs, and handloom items. In this backdrop, the study assesses the export potential of the Indian coir products in Europe as Europe is the largest export destination for Indian coir products. The study had the following broad objectives based on terms of reference agreed with the sponsor:

- A. Get a comprehensive insight of European market pertaining to threats and opportunities for Indian coir products. It includes assessment of the market, reasons for decline of specific products, competition, role of channel, market opportunity and strategies adopted by competing solution providers and nations.
- B. Modalities of trade with European countries.
- C. What measures should be taken to leverage the market potential for Indian products.

The study comprised primary and desk-based research conducted through five phases. The Study relied upon internationally recognized data sources to identify trends, gap areas, external business environment, etc. In-country study was conducted in respect of the selected products to understand problems and prospects of this industry by way of field survey, personal interviews of exporters, manufacturers, Coir Board officials, visit of Coir Technology Research Institute, Bangalore and showrooms of Coir Board/individual exporters. The study also involved field investigations to select countries, namely United Kingdom, Germany, The Netherlands and Italy in Europe. During the survey, personal discussion with importers, associations, retail shops, leading chains and exporters at the exhibition points during DOMOTEX fair helped to enrich insight about the comprehensive market overview of Europe. The study concludes that an effective strategy should, therefore, create an effective pull as well push for Indian coir products in the European market. The push can be best achieved through channel support. The channel needs to be incentivized by way of improvising the current cost structure through policy support, efficient management and better quality fibre. The pull for the products comes from consumer side purchase intentions. Continuous need assessment, effective segmentation, aggressive marketing directly and channel supported communication can improvise demand side issues. It may not be convincing for many coir exporters to risk resources on this for the commodity nature of the product in question. Therefore, efforts at the aggregate level are operationally feasible. But products like geo-textiles can be popularized via international organizations like International Erosion Control Association (IECA) and collaborative arrangements with international inter-governmental organizations.

5. Export Potential Survey and Strategies for Arunachal Pradesh

Arunachal Pradesh is like paradise on earth situated on the North Eastern tip of India having long international boundary with the countries like Myanmar, Bhutan, and China. At the same time the state is blessed with enormous natural resources,

which if properly utilized would bring substantial economic benefit not only to the state but also to the country. However, in spite of natural resource advantage the state remained primarily agrarian. Industrialization has been planned for the state and being implemented through policy level support of state and central governments. In this context, Department of Trade & Commerce, Government of Arunachal Pradesh approached IIFT to conduct a study on export potential of the state and strategies for developing export from the state. The study has been conducted both through primary and secondary survey. Both primary and value added products have been selected on the basis of resource availability, skill development, government policies, etc. To ratify the products so selected, primary survey was conducted. Major exportable include horticulture and spices, medicinal herbs and orchids, bamboo and rattan based products, wood based handicrafts and other handicrafts, dairy products, organic tea, mineral based products, etc. A district industry matrix has also been prepared. After identification of potential markets for the exportable products, the prospective routes through which this can be evacuated from the state has been suggested. Again on the basis of the border trade infrastructure in Myanmar, China and Bhutan sector and on the basis of supply chain bottlenecks in the particular sector, specific recommendation had been put forward to the Government of Arunachal Pradesh along with a time bound action plan for implementation.

Arunachal Pradesh Trade Development Authority, which will be the nodal agency for development of export from the state, is primarily responsible for implementing the recommendations, through its different wings. The study recommended preparation of State Export Policy, development of route to ICD Guwahati through Bhutan, issuance of trade license in the state itself, maintenance of trade database, along with capacity building of all groups of stakeholders through research and training.

6. Export Competitiveness of India and China in Engineering Exports

China and India, both are having almost similar history of economic development; though for the last few years China has outperformed India in the world market almost in every sector. In this context, Engineering Export Promotion Council (EEPC) approached IIFT to conduct a study on China's competitive factor in engineering sector and policies behind this. IIFT has conducted the study in two parts. The first part contains the list of engineering commodities that are facing a threat from China and the list of commodities for which India has an advantage with respect to China. The study also contains an analysis of the sources of export growth for engineering products. As can be expected the list of commodities which are threatened by competition from China is rather long. However, the situation is not extremely bleak for India. As far as the sources of export growth are concerned, China is far more price competitive than India. Therefore, the major source of Chinese export growth is price competitiveness. The main source of India's export growth on the other hand is the targeting of products to the high growth markets. In other words, even though India has chosen its market correctly, low level of competitiveness of Indian products has been a serious handicap for its export.

The second part contains the policies of China in the engineering sector and incentives offered to the exporters. It mainly reveals what are the reasons for the phenomenal rise of Chinese exports and why is India lagging behind? These are some of the important questions which have been addressed in this study. In Chinese development, government policies have played a decisive role. Two of them are: the development of SEZs (Special Economic Zones) and encouragement given to the SMEs (Small and Medium Enterprises). The study takes a look at these and other steps that the government has taken to encourage engineering exports from the country. While studying the policies is one objective of the report, the other objective is to compare them with India and to recommend policies that the Indian government should ideally undertake.

7. Comprehensive Economic Cooperation between India and Israel: Negotiating Stands for India in Goods Sector

The study was offered by Department of Commerce, Ministry of Commerce & Industry. This report is a follow-up study aiming to analyze economic co-operation between India and Israel. It provides an insight to the gain that India can have after entering into an Economic Cooperation Agreement with Israel. This study provides negotiating tools to the Ministry in terms of preparing the indicative list of sectors in which India needs to be aggressive and also sectors where it requires to be defensive. The study also identifies few major NTBs which government can take up for discussion with Israeli authorities. The study broadly covers sectors like goods, services and investment. The major objectives of the study were:

- (a) to locate the competitive advantage of India's goods sector and identify the list of existing/potential products in which India is expected to gain from increased exports. In other words, the study will try to prepare India's aggressive position in Israel's market identifying relevant tariff lines which India can ask Israel to liberalize further.
- (b) to prepare a list of products where India needs to be defensive in trading with Israel; basically developing the Negative List and the Sensitive List.
- (c) to review the NTM structure of Israel in goods sector from the secondary sources.

8. Study on India's Export Potential of AYUSH Products with SAARC and ASEAN Countries

The study on "India's Export Potential of AYUSH Products with SAARC and ASEAN Countries" was conducted for Department of AYUSH, Ministry of Health & Family Welfare. The study aims to look into the prospect of India's export potential of AYUSH products in SAARC and ASEAN countries in terms of the market size, trade channels, regulations requirements, etc., for boosting AYUSH products. The study has come out with a report that would be helpful for the policy-makers and has provided

analysis and inputs on trade potentials of AYUSH products in SAARC and ASEAN countries. The study also gives analytical recommendations based on available quantitative data from authentic sources and qualitative views regarding identification of the export potential in various categories of AYUSH products in selected countries. Useful information about the general trend of exports, key products, and nature of trade barriers and viewpoints of traders who are actively engaged in trading with these countries has been provided. Finally, the study provides inputs on the list of products put up for analyzing the prospective growth of trade and its impact on the domestic economy.

9. Dual Use Industries and Security Concerns: An Indian Standpoint

The study entitled "Dual Use Industries and Security Concerns: An Indian Standpoint" was conducted for National Technical Research Organization (NTRO), New Delhi to study the dual use export scenario and associated concerns for India. The purpose of the current analysis has been to evaluate the overall trade and production dynamics in the dual use sectors in India with respect to the current reporting and licensing arrangement for dual use industries. The objectives of the research were:

- Analysis of the overall trade and production dynamics in the dual use sectors.
- Analysis of the current reporting and licensing arrangement for dual use industries.
- Analysis of the customs procedure followed during dual use export.
- Analysis of the impact of the compliance procedure and identification of the key issues relevant for the select dual use sectors.
- Analysis of the export control procedures on dual use sectors in select countries like China, EU, Japan, Russia and the US and the implications for India.
- Policy recommendations for addressing the key issues.

10. Setting up of Warehouses in Free Trade Zones of Iran

India and Iran have long historical ties in cultural and economic issues. India's trade with Iran has grown significantly over the last six years. However, share of Iran in India's export basket has declined from the level of 1.5 per cent in 2003 to 1.28 per cent in 2008. Contrary to this trend, India's imports from Iran, in terms of its share in total imports have increased manyfold. The rise in the import of oil products contributes to this trend. While in 2003 the share of Iranian products in our import basket was merely 0.37 per cent, in 2008 the same has increased to the level of 4.37 per cent. It appears that it is in India's favour that the trade opportunities between the two countries are strengthened through institutional arrangements. Iranian parliament approved the Free Zones Act in September 1993. These free zones have special incentives for investors. Embassy of India, in Iran, proposed a research project to IIFT Delhi on "Setting up of warehouse in free trade zones of Iran" for examining the possibility of enhancing trade with Iran through setting up a warehouse in Iran. Main objectives of this study were as below:

- Possibility for setting up of a warehouse in FTZ/SEZ of Iran.
- To study market scenario for auto components and pharmaceutical products in Iran.
- To study major problems faced by Indian exporters.
- Study of the existing arrangements for payments relating to international trade.

To achieve above objectives, this study was carried out in three phases: desk based research on the basis of secondary data; questionnaire based field survey in India; and interactions with officials and businessmen from India and Iran. The study observed that in the present context, establishing a warehouse in Iran only for auto components & pharmaceutical products may not be very fruitful exercise. However, in future, if warehouse has to be established in Iran then it should be multipurpose and preference should be given to a place near Tehran only.

11. Declaration on Cooperation in Trade in Traditional Medicines in SAARC Nations

The study was offered by Department of Commerce, Ministry of Commerce & Industry. According to World Health Organization "Traditional Medicine is the sum total of knowledge, skills and practices based on the theories, beliefs and experiences indigenous to different cultures that are used to maintain health, as well as to prevent, diagnose, improve or treat physical and mental illnesses". On international front, various efforts have been undertaken to incorporate comprehensive cooperation in selected segments of interest by way of certain Declarations. India can consider taking initiative to enter into an agreement covering various stages in AYUSH for cooperation on SAARC level. This declaration seeks to serve the following purposes:

- (i) The main purpose is to formulate uniformity measures in all the fields, viz. product, practice, practitioner, education, research and training thus ensuring cooperation in the field of AYUSH and not competition among SAARC countries.
- (ii) Another significant purpose is to build technical cooperation and capacity building among different countries, so that the mutual knowledge and research is shared. Student exchange programmes among different SAARC countries would enhance the knowledge sharing. Reservation of seats for students from SAARC countries in India in a fair manner can be ensured.
- (iii) Besides these ensuring trade in both goods and services is also a major purpose of the declaration. Thus not only the system but also practice and practitioners can be encouraged to move across borders.
- (iv) To explore the possibility of providing preferential treatment to trade in traditional medicine and practice in the framework of bilateral/free trade agreements between different SAARC countries.
- (v) Last but not the least a common list of HS code for AYUSH products in all SAARC countries can be one major purpose the declaration may

serve. The difficulties arising due to the mixed nature of traditional medicine, overlapping HS codes with other products should be sorted out and a uniform HS code at the level of 8 digits may be formulated. Thus any trade negotiation, export and import can well be documented with enough transparency in the system.

12. Assessment of Export Potential of Non-Wood Forest Produce

Non-wood Forest Produce according to Food and Agriculture Organization (FAO) of the United Nations consists of goods of biological origin other than wood, derived from forests, other wooded land and trees outside forests. Non-wood forest products (NWFP) have an important role to play in the livelihood of many rural communities around the world. With 40% forest cover and around 33% tribal population, NWFP plays vital role in providing livelihood opportunities for these tribal and other rural people of Chhattisgarh. The above study has been conducted for CGMFP Federation which is a leading organization engaged in trade and

development of the NWFP in the Chhattisgarh State. The study has been conducted with following terms of reference:

- (a) Assessment of the current international trade scenario and India's position hereof in the following products:
 - Raw and processed imili (*tamarindus indica*); Lac (*carri lacca*); Honey; Aonla (*emblica officinalis*); Beal (*aegle marmelose*); Charota (*cassiatora*); Myrobalans (*terminalia chebula*); Dhawda (*anogeisus latifolia*); Kullu (*sterculia urens*); Babool (*acacia nilotica*); Baheda (*terminalia bellirica*); Sal (*shorea robusta*);
- (b) Policies, rules and regulations governing trade in India and abroad of the above listed products;
- (c) Study of the value addition possibilities;
- (d) Certification procedure and governing laws;
- (e) Institutional support required;
- (f) Incentives required.

International Cooperation

1. Student Exchange Programme

Inbound Students

During the 2010-11 academic session, 14 students came from different universities and institutions across Europe.

Outbound Students

During the 2010-11 academic session, 29 IIFT students studied in foreign universities.

2. IIFT Faculty Participation in National and International Conference/Training Programme

- Five faculty members presented papers in International Conferences
- Thirteen faculty members presented papers in National Conferences and Seminars
- Two faculty members attended National Training and Faculty Development Programme
- Two faculty members attended International Training Programmes and Workshops
- Two faculty members attended the training programme of Harvard Business School.

3. Delegations from Abroad

Five delegations from abroad visited the Institute during 2010-11. A US University Leaders' delegation visited IIFT on 11th November 2010 and interacted with the faculty members. There was a special address by Director, IIFT. Prof. Abdelkrim Belkheiri from Grenoble Ecole De Management, France visited IIFT in March 2011.

4. Off Campus Programme

IIFT in collaboration with Institute of Finance Management (IFM), Dar-es-Salaam offers the MBA (IB) Programme for working executives. The Convocation of the VIII batch was held on 18th March 2011. Forty-five students completed MBA (IB) 2008-10 programme and degrees were awarded to them. The Chief Guest was Shri K.T. Chacko, Director, IIFT and Guest of Honour was

HE K.V. Bhagirath, High Commissioner of India, Tanzania.

5. VSAT Based Programme

Executive Post Graduate Diploma in International Business (EPGDIB – VSAT)

One hundred two participants of the 5th batch of the EPGDIB (VSAT) programme (2009-10) were awarded the Diploma in the convocation in March 2010.

The 6th batch of the programme commenced in December 2010 with 79 participants. The participants of this batch have a very rich experience profile with 41% having a work experience of more than 10 years. The background of the participants is also highly diversified with representation from Automotive, BFSI, IT/ITES, Engineering, Telecom and other industries.

Post Graduate Diploma in International Business for Young Managers

The programme was launched in November 2010, through the VSAT platform. This 18-month course was specially designed to cater to the needs of the working professionals having 1-5 years of work experience. The first batch will be passing out in June 2012 and the admission process for the second batch is likely to start in May 2011.

6. New Initiatives

- Doing Business in India Module

ICCD has been consistently marketing this Programme on the India module to various collaborating institutes. Some of the visiting universities as part of this module currently are:

- (1) Saarland, Germany
- (2) Nyenrode, The Netherlands
- (3) IU, Geneva

Centres of IIFT

Centre for International Trade in Technology (CITT)

THE Centre for International Trade in Technology (CITT), continued its activities relating to policy research, education and training in promoting technology trade. During the year the following major activities were undertaken by CITT:

1. A detailed, nation-wide study on *“Technology Support Services in Special Economic Zones (SEZs)”* sponsored by Department of Science & Technology, Govt. of India. IIFT faculty visited eight SEZs and interviewed around 100 units.
2. CITT is a partner in a European Union sponsored project named **“India Gate”** with the following objective: *“Increasing the Dialogue between India and Europe by Improving EU Awareness and Access to Indian Research and Innovation Technology Programmes”*. The project has three partners from India and four from EU. A mid-term Review Meeting of India Gate Project with Partner Organizations was held at IIFT in January 2011.
3. A half-day workshop on Technology Exports was organized in April 2010 in the context of releasing of the Compendium on Technology Exports titled: *“An Illustrative Compilation of Exported and Exportable Technologies from India”*. On this occasion, Professor Samir K. Brahmachari, Secretary, Department of Scientific & Industrial Research (DSIR), Govt. of India and Director General, Council for Scientific and Industrial Research released the Compendium on Technology Exports, brought out in collaboration with DSIR.
4. CITT has been bringing out an online weekly, *“Trade-Technology E-Zine”* to disseminate news on the subject to the trade & industry, academicians, entrepreneurs, international organizations, embassies and policy-makers. The *E-Zine* is distributed to around 5,000 people through e-mail and also it is on IIFT website.

SME Centre

IIFT's SME Centre aims at providing continuous support to the SME sector by carrying out activities which can broadly classify into conducting *Training Programmes*, provision of *Business Intelligence services* through comprehensive information hub and acting as a catalyst for *Interfacing* with other concerned and associated institutions and organizations, both within the country and abroad.

Some of the activities of the Centre towards targeting crucial issues for SMEs includes various capacity building programmes at national and international levels which mainly focus on developing market awareness, policy initiatives taken by Govt at Central and State level, documentation and trade facilitation measures, entry level strategies, etc. While some of these issues are generic in nature across all SMEs, there are certain sector specific issues. These sector specific customised

programmes have been undertaken in collaboration with relevant stakeholders like APEDA, Council for Leather Exports, Textiles Committee. The Centre is entering into collaboration with ELCINA for extending the knowledge support for its Knowledge Development Centre for enhancing international trade of manufacturing sector. Other export promotion agencies/bodies with which the Centre is working closely includes Coir Board of India, Development Commissioner (Handicrafts), etc.

The Centre has been identified as one of the stakeholders towards constitution of sub-group on “MSMEs” under the Planning Commission Working Group on “Boosting India’s Manufacturing Exports” for the Twelfth Five Year Plan (2012-17). The Centre has been extending its inputs to FICCI MSME Committee towards its agenda for the year 2011-12 on “Innovation and Clusters”.

At international level, the Centre has collaborated with Mekong Institute, Thailand, in assisting them towards “Trade and Investment Facilitation” within GMS region and help the region to improve their trade competitiveness. The Centre in collaboration with CBI Netherlands (Centre for the Promotion of Imports from Developing Countries) has been conducting training programmes for IIFT students on certain core areas like export management; market knowledge; product and production improvement, etc. The Centre is also actively participating to work for the development of SMEs in Africa.

Centre for WTO Studies

The Centre for WTO Studies was set up with the support of the Department of Commerce, Government of India, in the year 1999. The Centre for WTO Studies was established in the Indian Institute of Foreign Trade in November 2002. Over the years, the Centre has evolved into an institution conducting in-depth and independent research on trade related issues including the WTO. One of the primary objectives of the Centre is to provide research and analytical support on WTO and other trade negotiations to the Department of Commerce. The Centre also has its own body of publications, and conducts outreach and capacity building programmes by organizing seminars, workshops, subject specific meetings, etc. to disseminate its work, create awareness on topical trade issues and build consensus between stakeholders and policy- makers.

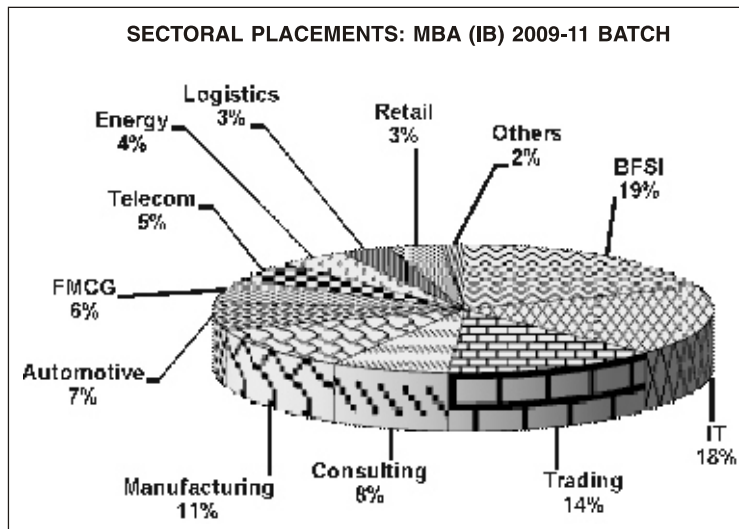
Placements

THE Placement Programme of the year under review showed highly encouraging results when the final placement season for the Class of 2011 was successfully completed with students bagging coveted offers, getting dream profiles and venturing into newer territories. The faith of the industry in IIFT was re-affirmed with the participation of 95 recruiters which included 37 first-time recruiters. Placements were wrapped up with offers being accepted from 76 recruiters. The Finance sector was the largest recruiter with 20% of the batch being placed in it.

IIFT has recorded an increase of more than 10% in the average domestic salary and 100% placements in spite of more than 27% increase in the batch size. Global placements witnessed impressive increase with job offers across the world such as in Europe, Singapore, Middle East and Africa. Organizations, namely Olam International, Valency International, ADM Agro, Aditya Birla Group (Swiss Singapore), Emirates NBD, Triton Group and Jumbo Electronics offered varied profiles with alluring pay packages and 16 students got the foreign placements.

A number of coveted profiles were on offer this year at IIFT by a number of first time recruiters with energy giant Shell offering its Graduate Lead programme and ADM Agro offering its Commercial Trainee programme. A cherished addition to IIFT's recruiters list, Edelweiss Securities offered its coveted I-Banking profile.

Continuing the trend, this year also marked the arrival of big brands on campus with Procter & Gamble recruiting for the first time. Sales and Marketing profiles were offered by a number of FMCG companies confirming IIFT's forte in this sector. Loyal recruiters such as ITC, Colgate-Palmolive and Perfetti Van Melle offered profiles in this sector while Godrej Consumer Products reaffirmed its faith in the talent at IIFT. The Telecom sector was well-represented by Airtel, Vodafone & Idea Cellular while the Automobile sector marked its presence through Tata Motors,



Hero Honda, Bajaj Auto & TVS Motors. Pharmaceutical giant Ranbaxy also recruited for its Management Trainee programme.

Marking IIFT's competency in the financial sector, companies like Citibank, Deutsche Bank, HSBC and Nomura Holdings offered coveted profiles. Domestic players also made their presence felt with ICICI, Yes Bank, Axis Bank and Tata Capital recruiting in good numbers. Adding to the portfolio of offers, Group companies such as Mahindra & Mahindra, RPG, L&T, Murugappa and Welspun offered profiles spanning from Group Strategy, Corporate Finance, Sales & Marketing to Operations.

With its robust growth story, the IT domain was well represented by companies like Cognizant, HP, Indus Valley Partners, HCL, Infosys, TCS and Wipro.

Social Awareness Programme (SAP)

The objective of SAP is to sensitize the minds of the students with social issues through presentation by partner NGOs and conducting projects so as to assist them in becoming good corporate citizen and good human being. This programme carried 3 credits. This year 34 NGOs (21 in Delhi for 153 students and 13 NGOs in Kolkata for 56 students) were identified as partner NGOs under Social Awareness Programme.

Interaction

THE Institute provides an excellent platform for leaders and experts from Industry to share their experience and knowledge with the students which help them to interact with luminaries from the industry, gain better understanding of the corporate world and improve their learning curve. Some eminent speakers during the year were:

<i>Speaker</i>	<i>Designation</i>	<i>Company</i>
Shri Arijit Ghosh	Country Head	Honeywell
Shri Sunil Abrol	Director	CDC
Shri Mohit Rana	Partner & VP	A.T. Kearney
Shri Jaijit Bhattacharya	Director	HP
Shri Nimish Pant	Manager Advisory	KPMG
Shri Phiroz Vandrevalla	ED	TCS
Shri A.K. Parameswaran	AVP	Cognizant Business Consulting
Ms. Anjali Rai	AVP	Ernst & Young
Shri Ramit Gupta	GM - Strategy & Transformation	IBM Consulting
Shri Subhabrata Sengupta	AVP	Avalon Consulting
Shri K. Sanjai	Regional Head -Asia Pacific Region in Global Recovery	SAP
Shri Arsh Maini	Director	Deloitte Consulting
Shri Rakesh Kaul	Associate Director	PWC India
Shri Tunir Chatterjee	VP	GeP Consulting
Shri Santosh Desai	MD & CEO	Future Brands
Shri Ashok Bajpai	General Manager, Taco Bell	Yum Restaurants International
Shri Rahul Shanker	Senior Marketing Manager	Wrigley India
Ms. Simeran Bhasin	Marketing Head, Fastrack & New Brands	Titan Industries
Shri S. Srinivas	GM - Marketing	TVS Motor Company
Prof. Ivan Coste- Maniere	Director - Marketing Department	Skema Business School, France
Shri B. Hariharan	VP - Sales & Marketing	ITC Hotels
Dr. Vishwakriti Sharma	GM - New Initiatives	Apollo Hospitals
Shri Kumar Ashish	Head - North India	Retail and Business Banking
Ms. Roasia Ahluwalia	GM - Marketing Communications	Genesis Luxury Fashion Pvt. Ltd.
Ms. Ruchita Sharma	Head - Luxury Retail, Bird Group & Head of Strategic Planning at Globaluxia	Bird Group
Shri Sandeep Vij	CEO, DDB Mudra Group	Mudra Communications
Shri Sudeep Chhabra	Head - Marketing	DLF Emporio
Shri Abhinav Rahul	VP - Corporate Communication	Max New York Life Insurance
Shri Mike Soopramanien	Board	European Cross Border Association
Shri Mouli Venkataraman	Head - Portfolio Planning & Insights	Nokia
Shri Som Mittal	President - Corporate Development	NASSCOM
Shri Nilaya Varma	ED/Partner	Consulting PWC

<i>Speaker</i>	<i>Designation</i>	<i>Company</i>
Shri Tanmoy Chakrabarty	VP	TCS
Ms. Rama Vedashree	VP	NASSCOM
Shri Sudhir Subbaraman	Director	CGI
Shri Pawan Sharma	President & Director	KPIT Cummins
Shri Prithvi Shergill	Lead India - HR	Accenture
Shri Ratnesh Sharma	VP	Moserbaer
Shri Pranshu Singhal	Environmental Manager APAC and China	Nokia
Shri Pulak Piplani	Head - Green Initiatives	Alcatel-Lucent
Shri Deepak Bhardwaj	Director - Corporate Relations	Texas Instruments India
Shri Nitiraj Singh	Director of Sales - Govt & Defense	Symantec
Shri Ritesh Chaudhari	Head - IT	Bharti Axa Investment Managers
Shri Dipankar Mukhopadhyay	IAS, Principal Secretary	Commerce & Industries Department (West Bengal)
Shri M.L.Meena	Chairman	KOPT
Shri Rakesh Shah	Former Chairman	EEPC
Mr. Jakova Katuamba	Commercial Counsellor	High Commission of the Republic of Namibia
Shri Shamik Bhose	Executive Director	Microsec Commerze Limited
Shri Sanjeev Nandwani	Joint DGFT	Ministry of Commerce
Shri D.S. Rajan	Former Director	Cabinet Secretariat, Government of India
Shri V. Shunmugam	Chief Economist	MCX
Shri S.K. Tripathi	CMD	MSTC
Shri G. Kannan	Country Head - Logistics	Larsen & Toubro
Shri N.N. Kumar	Deputy Chairman	JNPT
Shri Naveen Kumar	Sr. Manager - Supply Chain East India	Hindustan Unilever Limited
Shri Varun Aggarwal	VP	Barclays Capital
Ms. Sundeep Kaur	Director - Intl Partnerships	American Express
Shri S. Parthasarathy	Director	Deloitte
Shri Siraj S. Chaudhry	Chairman	Cargill India
Shri Sanjeev Aggarwal	Managing Director	Helion Ventures
Shri Subramaniam R.V.	Asstr. Brand Design	Allen Solly
Shri Vineet Mehra	Director	Stemcor India
Shri A.D. Burman	GM - HR	Maruti Suzuki India
Shri Shailesh Thaker	International Management Consultant	
Shri Pravin Rajpal	Global Innovation Thought Leader	FICCI
Shri Bhavesh Upadhyay	Head HR	Kalpataru Power
Shri Nishant Kolgaonkar	VP - HR	Allcargo Global Logistics
Shri S.R. Choudhary	HR Director - South Asia	Reckitt Benckiser
Dr. Sujaya Banerjee	Chief Learning Officer	Essar
Dr. Asit Mohapatra	Director - HR	Raymonds
Ms. Geetanjali Shivdasani	Manager - Leadership Development	GE

Student Activities

THE International Management Forum (IMF) is an elected body of the students of full time MBA (IB) Programme of IIFT. It consists of ten elected members, five from each campus, i.e. Delhi and Kolkata. The IMF coordinates all the student activities such as organizing national symposia, conclaves, sports and quiz competitions. It also interacts with the leaders of knowledge domain.

EVENTS ORGANIZED DURING 2010-11

1. National HR Symposium

National HR Symposium was organized in association with National HRD Network on 6th August 2010 at Kolkata. The theme of the symposium was *"Re-engaging the Lost Talent"*. Shri Shailesh Thaker, International Management Consultant was the keynote speaker at the symposium.

2. National Marketing Symposium

Marketing Symposium was organized on 12th August 2010 in New Delhi having theme as *"The Consumer Retention Route to Enhancing ROMI"*. The keynote speaker at the Symposium was Shri Santosh Desai, MD & CEO of Future Brands. Some of the other prominent speakers were Shri Ashok Bajpai, General Manager, Taco Bell, Yum Restaurants; Ms. Simeran Bhasin, Marketing Head, Fastrack & New Brands, Titan Industries; Shri S. Srinivas, GM Marketing, TVS Motor Company; Ms. Mishti Bose, CEO, Quintessentially India; Shri Sandeep Vij, CEO, DDB Mudra Group; Shri Sudeep Chhabra, Head (Marketing), DLF Emporio; Shri Abhinav Rahul, VP Corporate Communication, Max New York Life Insurance; Shri Anil K. Maini, President - Corporate Development, Apollo Hospitals Group; Shri Mouli Venkataraman, Head - Portfolio, Planning & Insights, Nokia.

3. National IT Symposium

Sixth National IT Symposium was organized in association with NASSCOM on 1st September 2010 at Delhi and the theme of the symposium was *"India*

2015: Leveraging IT for Growth" with the raging topics of e-governance, talent management, green technology and efficient systems. Shri Som Mittal, President, NASSCOM was the keynote speaker at the symposium.

4. National Consulting Symposium

National Consulting Symposium was organized in association with NASSCOM in New Delhi having theme as *"Changing Role of a Consultant from Service Provider to Stake Holder"* on 28th October 2010. The symposium was inaugurated by Shri Arijit Ghosh, Country Head, Honeywell and the keynote address was given by Shri Jaijit Bhattacharya, Director, HP. Renowned speakers from the industry shared their views at the symposium.

5. IIFT-CII Trade and Logistics Symposium

Trade and Logistics Symposium was organized in association with Confederation of Indian Industry (CII) on 17th November 2010 at Kolkata. The theme of the symposium was *"Unlocking India's Trade Potential"*. The symposium was inaugurated by Shri Dipankar Mukhopadhyay IAS, Principal Secretary, Commerce & Industries Department (WB). The keynote speaker at the symposium was Shri M.L. Meena, IAS, Chairman, KOPT. Renowned Industry stalwarts such as Shri G. Kannan, Country Head-Logistics, Larsen & Toubro, Mr. Jakova Katuamba, Commercial Counsellor at High Commission of Republic of Namibia aspired young minds by sharing their vision on relevant issues.

6. QuoVadis 2010

QuoVadis is a prestigious annual management festival of the Institute which was organized during 19-21 November 2010 at Delhi. QuoVadis provides a platform to the students to showcase their business acumen and to apply their classroom pedagogies in their real life. This year, the event witnessed participation of students from most of the premier B-Schools of the country in a variety of competitions based on various functional

domains such as Consulting, Marketing, Branding, Business Strategy, Finance and Corporate Social Responsibility. Many renowned names like Indian Ocean, Raghu Dixit Project, Bandish and The Rusted Strings performed during the event.

7. Koshish

The “Koshish” Club of IIFT students focuses on giving possible assistance to underprivileged, physically challenged people and senior citizens of the society. The club distributed educational kits to hundred girl students of Govt. Schools on merit cum means basis during the event on “*Scholarship for Girl Child Education*” on 31st August 2010. The club had organized blood donation camp in

association with Rotary and Innerwheel clubs of Delhi Panchshila Park on 16th November 2010 at the Institute. The students distributed blankets to the weaker section of the society.

8. Live Projects

Many students worked on live projects with various companies. Some of them being: Mahindra & Mahindra, Olam International, CBI (Centre to increase imports in EU from developing nations), Maruti Suzuki, ICICI Bank, Daimler, Ministry of Commerce & Industry, Inside India Trade, Agriwatch.com, I-Maritime Consultancy, Cerebrus Consultants, Butterfly Fields, Kleeto, MoneyVriksh, Headvantage, Dexter Consulting.

AWARDS WON BY IIFTIANS IN NATIONAL /INTERNATIONAL EVENTS IN 2010-11

Event	Prize	Winners
Mahindra War Room 2010	1st	<ul style="list-style-type: none"> • Shri Jeevan Raju Yeleti • Ms. Janani Kandaswamy • Shri V.V. Subbarama Sarma • Shri Prashanth Chiluka
Reckitt Benckiser Case Study Competition, FMS	2nd	<ul style="list-style-type: none"> • Shri Jeevan Raju Yeleti • Ms. Janani Kandaswamy
SMEExcel Investment Research Challenge, Four-S Services	1st	<ul style="list-style-type: none"> • Shri Manu Pathak • Shri Chinmay Kelkar
J&J Envidea	2nd	<ul style="list-style-type: none"> • Ms. Shweta • Shri Vibhu Mishra • Ms. Manjari Lakshmanan • Shri Karthik Krishnan
Masuk Pasar, Tata Motors	1st	<ul style="list-style-type: none"> • Shri Mayank Kumar • Ms. Akanksha Bansal • Shri Atanu Sarkar
Masuk Pasar, Tata Motors	2nd	<ul style="list-style-type: none"> • Shri Gunasekar A. • Shri Yogeswaran S. • Shri Magesh Kumar
Abhiyutaan - Cloud 9, IIFT Mumbai	2nd	<ul style="list-style-type: none"> • Shri Yogeswaran • Shri Gunasekar
Catch 22, IMI	2nd	<ul style="list-style-type: none"> • Shri Chinmay Sohoni • Shri Harshad Sardeshmukh
Maxi_Renaissance, XLRI	1st	<ul style="list-style-type: none"> • Ms. Ratika Kapoor • Shri Yogeshwaran S.
Bizquizzitive, IMT Nagpur	2nd	<ul style="list-style-type: none"> • Shri Abhijith • Shri Dhruv Jain
Enquizzitive, NITIE	2nd	<ul style="list-style-type: none"> • Shri Abhijith B. • Shri Dhruv Jain

<i>Event</i>	<i>Prize</i>	<i>Winners</i>
The Business Quiz, IMT Ghaziabad	1st	<ul style="list-style-type: none"> • Shri Abhijith B. • Shri Aman Oberoi
Aircel - Roti, Kapda Aur Mobile, MICA	1st	<ul style="list-style-type: none"> • Shri Amit Chawla • Shri Amit Kumar • Shri Raghav Mehta
Nirvaan B Plan Contest, IIM Lucknow	1st	<ul style="list-style-type: none"> • Ms. Sukriti Agarwal • Ms. Sukriti Saluja • Shri Dhruv Jain • Udit Narula
Best Summer Project Competition, IMT Ghaziabad	2nd	<ul style="list-style-type: none"> • Shri Nitin Kulshreshtha
Best Summer Project Competition, IMT Ghaziabad	1st	<ul style="list-style-type: none"> • Shri Nitesh Luthra
Sports Marketing, MICA	1st	<ul style="list-style-type: none"> • Shri Nitesh Luthra • Ms. Ratika Kapoor • Shri Rajiv
Madura Garments, MICA	2nd	<ul style="list-style-type: none"> • Shri Ratika Kapoor • Ms. Anjana Mokkarala • Shri Rajiv
Launchpad, IMI	2nd	<ul style="list-style-type: none"> • Shri Rajiv • Shri Nitesh Luthra • Shri Navin • Shri Himanshu
Spardha, NITIE	2nd	<ul style="list-style-type: none"> • Shri Rajiv • Shri Nitesh Luthra
AIRTEL Icreate	Top 20 India	<ul style="list-style-type: none"> • Shri Navin • Shri Nitesh Luthra • Shri Rajiv
AIRTEL Icreate	Top 20 India	<ul style="list-style-type: none"> • Ms. Ratika Kapoor • Ms. Manjari Lakshmanan • Shri Ankur Dhebri
A C Nielsen Marketing Debate, IIM, Ahmedabad	1st	<ul style="list-style-type: none"> • Shri Gaurav Chibbar • Shri Udit Narula
Bone of Contention, NITIE	1st	<ul style="list-style-type: none"> • Shri Gaurav Chibbar • Shri Udit Narula
NDTV Blackberrys Young Guns, IIM Kozikode	2nd	<ul style="list-style-type: none"> • Shri Gaurav Chibbar
Litmus Technopak Case Study, NITIE	1st	<ul style="list-style-type: none"> • Shri Nitesh Luthra • Shri Navin
SBI Beat The Street, NITIE	1st	<ul style="list-style-type: none"> • Shri Navin • Shri Mohit
Chanakyaaneeti M&A, JBIMS	2nd	<ul style="list-style-type: none"> • Shri Navin • Shri Mohit
King of Kings GIC Reinsurance, JBIMS	2nd	<ul style="list-style-type: none"> • Shri Navin • Shri Saurav Tibrewal • Shri Varun
Disha - B Plan Competition, IMI	1st	<ul style="list-style-type: none"> • Shri Mayur Toshniwal • Shri Pankaj

<i>Event</i>	<i>Prize</i>	<i>Winners</i>
Global Scholars' Leadership Event, Malaysian Government	1st	• Shri Mayur Toshniwal
300-The Seminars, NMIMS, Paragana	4th in India	• Ms. Shilpi Keshari • Shri Amber Nishat • Shri Siddhartha Mandal
IMT - Tatva, Summers Contest	1st in operations category	• Shri Nitesh Luthra
Tata Think Tank, IIM Ahmedabad	2nd	• Shri Anish Bhatnagar • Ms. Neetu Nayyar • Shri Saurav Tibrewal
Second Innings, SP Jain	1st	• Shri Amit Chawla • Shri Raghav Mehta
CEAT, SP Jain	1st	• Ms. Sonali Chandola • Shri Gaurav Chibbar
The Chosen One, SP Jain	1st	• Shri Prashant Chiluka
AI Gore Sustainable Technology Venture Competition, Carnegie Mellon University	2nd	• Shri Anurag Ranjan • Shri Rohit Mittal • Shri Sudeep Deb
Arjun- Case Study Competition, Delhi School of Economics	2nd	• Shri Nitin G. • Shri Sunandan Sridharan • Shri Vinodh Haridoss
Brand-X-Connect, TAPMI	1st	• Shri Varun Vasudevan
Cloud Connect, DMS, IIT Delhi Shri Arjun Kumar Bhagat	1st	• Shri Abhinav Varshney • Shri Oojwal Manglik
Dare'2011, IIPM	1st	• Shri Aman Oberoi • Shri Vaibhav Srivastav
Dhanashastra, KJ Somaiya Institute of Management Studies	3rd	• Shri Piyush Agarwal • Shri Ankur Gupta
Dhanshastra, KJ Somaiya Institute of Management Studies	1st	• Shri Vivek Asati • Shri S. Vimal
E-Summit '11 B-Plan Competition, Delhi Technical University	1st	• Shri Arun Pandit • Shri Akhil Jain
FinWizards Finance Quiz, SCMHRD, Pune	3rd	• Shri Anil Kumar Kolla • Shri Navin Babu E.S.
FMS Fiesta - Marksoc Event Mark Monster Inc, FMS, Delhi	1st	• Shri Aman Oberoi • Shri Karteek Sri Murthy A. • Shri Sudeep Deb
Great Innovation Challenge, IIM Kolkata	1st	• Shri Teja Bandaru • Shri Vivek Nadiminti
Great Innovation Challenge, IIM Kolkata	1st	• Shri Bandaru Teja
IGFAB Online Quiz, IIM Lucknow	2nd	• Shri Rohit Mittal • Shri Suddep Deb
International Business Strategy Competition, Dooxle International	2nd	• Shri Naveen • Shri Praveen • Ms. Ritika • Shri Vipul

<i>Event</i>	<i>Prize</i>	<i>Winners</i>
Kurukshetra, IFMR Chennai	2nd	<ul style="list-style-type: none"> • Ms. Mohona Dey
Linc U n I Contest - All india B-School Market Research Competition	1st	<ul style="list-style-type: none"> • Ms. Sagaree Das • Shri Vignesh Kumar • Ms. Sarvani Allu
Mahindra Auto Quotient, NDTV	3rd	<ul style="list-style-type: none"> • Shri Aman Oberoi • Shri Abhijith B.
Mahindra Auto Quotient	2nd	<ul style="list-style-type: none"> • Shri Abhishek Gudimetla • Shri Ratin Rawal
Mark Monster, FMS	1st	<ul style="list-style-type: none"> • Shri Aman Oberoi • Shri Karteek Srimurthy • Shri Sudeep Deb
MELA Quiz, IIM Ahmedabad	1st	<ul style="list-style-type: none"> • Shri Aman Oberoi • Shri Vaibhav Srivastav • Shri Abhijith B.
Mercatus Maximus, SIBM, Pune	3rd	<ul style="list-style-type: none"> • Shri Kathik Raja • Shri Karteek Murthy • Shri Aman Oberoi
Mind Mine, Fore School of Management, Delhi	1st	<ul style="list-style-type: none"> • Shri Nikhil Kapoor • Shri Arun Pandit • Shri Nikhil Garg • Shri Varun Vasudevan
National Business Olympiad (Kolkata leg), IIM Ahmedabad	3rd	<ul style="list-style-type: none"> • Shri Rohit C.J. • Shri Karan Rampal
Sankalp: B-Plan Competition, TAPMI	1st	<ul style="list-style-type: none"> • Shri Arun Pandit • Shri Nikhil Kapoor • Shri Varun Vasudevan
Silent Voice, IIM Shillong	2nd	<ul style="list-style-type: none"> • Shri Varun Vasudevan
Slide Rules - Literary Event, IMT Ghaziabad	2nd	<ul style="list-style-type: none"> • Ms. Mohona Dey
Synchroniser, DMS, IIT Delhi	2nd	<ul style="list-style-type: none"> • Shri Parndeeep Ahluwalia • Shri Gurinder PalSingh
The Big Quiz- New Sage Alchemist, IIM Ahmedabad	2nd	<ul style="list-style-type: none"> • Shri Aman Oberoi • Shri Abhijith B. • Shri Vaibhav Srivastav
The Bulls N the Bears, Amity International Business School	1st	<ul style="list-style-type: none"> • Shri Vivek Asati
The Business Quiz, IMT Ghaziabad	1st	<ul style="list-style-type: none"> • Shri Aman Oberoi • Shri Abhijith B.
Viswaarthasabha - Equity Research, IFMR	2nd	<ul style="list-style-type: none"> • Shri Sridharan Sunandan • Shri Nitin G.
Yojna - B Plan Competition, IMI Delhi	3rd	<ul style="list-style-type: none"> • Shri Anurag Ranjan • Shri Rohit Mittal • Shri Sudeep Deb
Brand-o-Mania, KJ Somaiya Institute of Management Studies	1st	<ul style="list-style-type: none"> • Shri Arun Pandit • Shri Harshal Chichgare

Foreign Trade Library

DELHI CAMPUS

THE Foreign Trade Library of IIFT is a fully automated library and 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. Foreign Trade Library is a vast knowledge bank with an impressive collection of 99,638 resources that comprises of 72,565 Book/CDs-volumes, 17,281 bound periodicals, and 643 periodicals. In addition to these, its collection comprises of research reports, company reports, CD-ROMs, videocassettes in the field of Management, Foreign Trade and WTO related issues. Further, the Library continuously enriches itself with the publications from national and international organizations such as United Nations Agencies, ITC/UNCTAD/WTO, International Monetary Fund, World Bank, Ministries and Departments of Government of India, Export Promotion Councils, Commodity Boards and other Trade Promotion Organizations. The 'WTO Resource Centre' continues to provide information exclusively on WTO and related issues.

e-Resources

In order to facilitate online access to information, the Library has also subscribed to trade related twenty-five online and offline databases like Blackwell Synergy (21 E-Journals), Capataline Plus, CMIE databases (Prowess, India Trade and Industry Analysis Service), Commodity Price Bulletin, DGCIS Statistics, EBSCO, Emerald Management Extra, Epharmail, IFS, India Stat.com, OECD Online, Inside Trade.com, ISI Emerging Market (World

Services), JSTOR, NextLinx, ProQuest, Suns Magazine, Trade Map, World Bank Online Databases, World Trade Atlas, WITS. These databases provide valuable information on Country Studies; Statistical Data, Market Forecast, Market Reports; Annual Data of Companies; Stock Market; WTO related Disputes; Cases and day to day development in WTO; Indicators of different Countries; Data for Indian States; Foreign Trade; Regional Integration of India with different Countries, etc.

In-House Publications

"Monthly List of Additions" of new Books and Reports (annotated) and "ARTINDEX" – fortnightly: list of articles related to trade (annotated) is prepared regularly for in-house circulation.

WTO Resource Centre

WTO Resource Centre set up in the Library is expanding day by day to fulfill the need of research scholars, policy-makers and academicians on the issues relating to WTO and its implications for India. The Centre has a rich collection of books, reports, journals, videocassettes, CD-ROMs and news items/articles on WTO and related issues. The Centre brings out "WTO Documentation List" (monthly) (annotated) and "Additions to WTO Resource Centre" (monthly) (annotated) on a regular basis for in-house circulation and partially in Ministry of Commerce & Industry.

Research Scholars from various universities both Indian and foreign made use of the Library for their doctoral and post-doctoral research work.

KOLKATA CAMPUS

The library at Kolkata Campus is gradually growing with resources of traditional type as well as electronic and virtual information. It includes around 2,900 books and CDs and around 120 national and international journals in the field of management and its related facets. Twenty more magazines and fourteen business dailies are also available in its periodical section. The collection comprises of documents in the field of Management, Statistics, Economics, Mathematics, Marketing, International Trade, Psychology, Operation Research, Business Communication, Advertising and light readings, etc. It is primarily intended for the faculty, students, scholars, staff members and consultants of the Institute. The library covers the resources available in languages like Bengali, Hindi, Spanish, German, Italian, French along with major resources in English.

The collection is fully automated with the facility of *Online Public Access Catalogue* and the *bar-coded* circulation system. The library extends its services to its users throughout the year except Govt. holidays.

e-brary

The Library is enriched with its virtual resources, called the ***e-brary***, which is accessible

round the clock. A large number of full text journal articles, industry profile, country report, book, trade publication, newspaper, analytical commentary, annual reports, industry statistics and indicators, legislation, monetary data, new analysis, official gazette, press release, ranking and statistical data on Administrative Setup, Agriculture, Banks and Financial Institutions, Civil Supplies and Consumer Affairs, Companies, Cooperatives, Crime and Law, Demographics, Economy, Education, Electoral Data, Environment and Pollution, Foreign Trade, Forest and Wildlife, Geographical Data, Health, Housing, Industries, Insurance, Labour and Workforce, Market Forecast, Media, Meteorological Data, Mines and Minerals, Petroleum, Power, Social and Welfare Schemes, Sports, States and Union Territories, Telecommunication, Tourism, Transport, Urban Areas, Villages for India as well for the rest of the countries of the world are available through the *e-brary*.

These resources are available through the licensed databases like EBSCO, Proquest, Emerald, Blackwell, CMIE, JSTOR, ISI Emerging Markets, Indiatat, World Trade Online, IMF databases, OECD online, World Trade Atlas, etc.

Further, the Library is planning to provide more modern facilities and access to more research based information to its users in near future.

General

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

During the year, two meetings each of the Board of Management on 21 September 2010 and 03 February 2011; Finance Committee on 13 September 2010 and 29 March 2011 and Academic Council on 15 September 2010 and 24 March 2011 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 8 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 devices. The class-rooms are equipped with LCD projectors and PCs for presentation.

The following services are being carried out in the Institute:

- E-mail
- Web services
- SME Resource Centre
- RDBMS
- Library Information System
- Audio communication facilities
- Online Quiz Test
- Result Processing
- Feedback Processing
- File & Print Server
- Finance Accounting
- Employee Information System
- Learning Resource Centre for students
- Campus Network for students activities.

The Institute has the following IT infrastructure:

Servers

Following servers are available in the Institute:

- IBM Blade Centre with 8 Blade Servers connected to SAN Storage
- Three HP servers

Network

The local area network comprises CISCO Switches, CISCO Router, Firewall, McAfee

Appliances 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.

Video Conference

Video conference facilities are available between Delhi and Kolkata Campuses.

Nodes

Core 2 duo and P4 computers with colour monitors loaded with Windows 2000/XP, MS-Office 2000/XP: 300 Nos.

Printers

1. HP 2550 and 5550 colour laserjet printers
2. HP 8150/9040 DN network printers
3. HP LaserJet 1022/1015 printers

Scanners

1. HP 7400/8390 scanners

Database

India Trade and prowess database from CMIE are available on the Institute's network.

KOLKATA CAMPUS

The Kolkata Campus has a Computer Centre with 15 PCs available for all students. All services including internet, e-mail, databases, etc. available at Delhi Campus are provided at Kolkata through MPLS link.

The Centre has the following IT infrastructure:

Servers

1. HCL WIN 2003
2. HP Proliant DL 380

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 2010-11, in addition to various brochures, prospectuses and pamphlets, etc.:

Foreign Trade Review

The Institute's quarterly journal, *Foreign Trade Review*, is an international quarterly. The journal aims to address critical issues concerning international trade and business. In its more than four decades of existence it has remained the platform of authoritative views and objective analysis of the foreign trade in the context of economic development. It publishes papers from experts, researchers, trade and industry drawn from outside and faculty of the Institute.

Focus WTO

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 "Technology Transfer, Non-tariff Barriers, TRIPs and Public Health, Aid for Trade, Trade Finance, and Trade & Environment.

Research Papers Published by IIFT Faculty

Shri K.T. Chacko, Director, IIFT presented paper on "Role of Effective Policy Management in Sustainable Economic Integration" at the 3rd Astana Economic Forum, 1-2 July 2010, Astana, Kazakhstan.

Dr. (Mrs.) Vijaya Katti, Professor & Chairperson (Research) presented a paper on "India's Regional Trade Agreements: Impact on Indian Economy" on 5 April 2010 as a part of the study conducted for ASSOCHAM on "India's Regional Trade Agreements: Impact on Indian Economy".

Dr. Vijaya Katti presented paper on "Regionalization & Development: India as LAC's Partner for Growth" (Co-author: Mr. Ankur Dhebri) at 2nd International Seminar on "Economic Development and Quality of Life", 10-11 November 2010, LA Gran University, Bogota, Colombia.

Dr. Vijaya Katti presented paper on "Export Potential of India's Traditional Medicine Across Regional Explored Study", (Co-author: Dr. Jaydeep Mukherjee, Assistant Professor and Ms. Tanaya Sinha, Research Fellow) at Second Research Conference on Empirical Issues in International Trade and Finance, IIFT New Delhi, 16-17 December 2010.

Dr. Vijaya Katti presented paper on "Relationship between Trade and FDI: Evidence from India and Canada" (Co-author: Mr. Pravin Jadhav, Research Fellow) at International Conference on India-Canada Trade FDI Bilateral Flows Performance, Prospects and Proactive Strategies, 10-11 January 2011, MS University, Vadodara.

Dr. Satinder Bhatia, Professor & Chairperson (GSD) presented a paper on "IFRS and Financial Frauds" at the Global Management Conference, Bali, Indonesia, 27 April-1 May 2010.

Dr. Satinder Bhatia presented paper on "Rejuvenating the Public-Private Partnerships (PPP) in Asia", at the Second Research Conference "Empirical Issues in International Trade and Finance", IIFT, New Delhi, 16-17 December 2010.

Shri Deepak Bhatnagar, Head (CITT) published paper on "Technology - A Driving Force for Global Trade" (Co-authors: Shri Madan Lal, Consultant, Ajay Chauhan, and Pravin Jadhav, Research Fellows) in *Perspectives on Business Vision 2020*, brought out by the Acharya's Bangalore B-School.

Dr. Biswajit Nag, Associate Professor presented a paper on "Cointegration between Exports and Imports in the Presence of Multiple Structural Breaks: Evidences from Indian Economy", (Co-author: Dr. Jaydeep Mukherjee, Asstt.

Professor) at 6th APEA annual Conference, Hong Kong, 8-9 July 2010.

Dr. Deepankar Sinha, Associate Professor presented a paper titled *"Improving Quality & Availability of Coal: Import Options & Limits to Import"*, at Symposium on Improvement in Quality & Availability of Coal: Present & Future Options, CCAI, 2 February 2011, Kolkata.

Dr. Deepankar Sinha was invited as a speaker at Plenary Session, and presented paper titled *"Dimensions of Changing Directions of Trade - A System Dynamics Framework"*, at International Conference on India-Canada Trade and FDI Bilateral Flows: Performance, Prospects and Proactive Strategies, 10-11 January 2011.

Dr. Deepankar Sinha presented a paper titled *"Dynamics of Coal Import in India: A System Dynamics Study"*, at Fourth Annual International Conference on Management & Social Welfare Issues: Contemporary Perspectives, 13-14 January 2011, Indian Institute of Social Welfare and Business Management (IISWBM), Kolkata.

Dr. Deepankar Sinha presented a paper titled *"Reducing Cycle Time in Supply Chain Management and Logistics for Value Addition in SME Sector of BIMSTEC Countries in Competitive Economy"*, at 5th International Seminar of BIMSTEC, 25-26 February 2010, Kolkata.

Dr. Jayanta Kumar Seal, Associate Professor presented a paper on *"Modelling Volatility of Major Stock Indices Pertaining to Developed and Emerging Markets"* (Co-author: Dr. P.K. Das, Associate Professor) at the International Conference organized by Indian Institute of Management, Kolkata, 10-12 January 2011.

Ms. Ruppal W. Sharma, Associate Professor presented a paper titled, *"A Study of Variance in Attitude Towards Ad Across Tweenagers to Adults"*, at the 4th IIMA Conference on Marketing in Emerging Economies, 5-7 January 2011, Ahmedabad.

Dr. Saikat Banerjee, Associate Professor presented a paper on *"Effectiveness of E-Promotion in Emerging Economies: A Study on Factors Influencing Scope and Acceptability of E*

Detailing as a Pharmaceutical Marketing Communication Tool in India" (Co-author: Sampada Dash) at 4th IIMA Conference on Marketing in Emerging Economies, 5-7 January 2011.

Dr. Basanta K. Sahu, Assistant Professor presented a paper on *"Household Risks and Microinsurance in India: Analysis of Field Data"*, at the National Conference on "Inclusive Growth & Microfinance Access", Faculty of Management Studies, Banaras Hindu University, Varanasi, 29-30 January 2011.

Dr. Bibek Ray Chaudhuri, Assistant Professor presented a paper on *"Export Potential at the State-Level: A Case Study of Karnataka"* (Co-author: Debottam Chakraborty, Research Fellow) during the Second Research Conference "Empirical Issues in International Trade and Finance", IIFT, New Delhi, 16-17 December 2010.

Dr. Bibek Ray Chaudhuri, presented a Concept Paper titled *"Foreign Capital Flows and MFI Performance"* at the Annual Conference of Global Development Network (GDN) at Universaid Los Andes, Bogota, Columbia, 15 January 2011.

Dr. Bibek Ray Chaudhuri, presented a paper titled, *"Demand and Supply Factors in the Regional Disparity of Micro Credit in India"*, at India Development Foundation, Gurgaon, 25 March 2011.

Dr. Debashis Chakraborty, Assistant Professor, presented paper on *"Evidences of Multiple Endogenous Structural Breaks in the Current Account and Capital Account Balance: Implications for Indian Economy"*, (Co-authors: Dr. Jaydeep Mukherjee, Asstt. Professor and Tanya Sinha, Research Fellow) at 2nd International Conference on Applied Economics and Time Series Econometrics, IBS Hyderabad, 16-17 April 2010.

Dr. Debashis Chakraborty, presented a paper on *"Entry, Competitiveness and Exports: Evidence from Firm Level Data of Indian Manufacturing"*, (Co-authors: A. Barua and C.G. Hariprasad) at Centre for International Trade and Development Conference on "Growth and Development: Future Directions for India", 23-24 April 2010, JNU, New Delhi.

Dr. Debashis Chakraborty presented a paper on “*Feasibility of an Indian Sovereign Wealth: Area of Future Opportunity?*” (Co-authors: J. Chaisse and J. Mukherjee) at 2nd Empirical Issues in International Trade and Finance Conference, IIFT, New Delhi, 16-17 December 2010.

Dr. Debashis Chakraborty, presented a paper on “*Doha Round Negotiations on Subsidy and Countervailing Measures: Potential Implications on Trade Flows in Fishery Sector*” (Co-authors: J. Chaisse and A. Kumar) at International Conference on “Trade Remedy, Financial Crisis and Challenge to the WTO”, National Taiwan University, 29 October 2010, Taipei.

Dr. Debashis Chakraborty presented a paper on “*Regulation of Trade, Environment under WTO: An Analysis*”, (Co-author: Bipin Kumar) at Seminar on Trade and Environment jointly organized by Ministry of Environment and Forests, Government of India and Madras School of Economics, 26-27 October 2010, Chennai.

Dr. Himani Gupta, Assistant Professor presented a paper on “*Global Climate Change and Indian Carbon Market*” (Co-author: Neeraj Singhal, Apeejay School of Management, Dwarka, New Delhi) at 2nd Empirical Issues in International Trade and Finance Conference, IIFT, 16-17 December 2010, New Delhi.

Dr. Jaydeep Mukherjee, Assistant Professor presented a paper on “*The Causal Relationship between Foreign Direct Investment and Macroeconomic Indicators: The Indian Context*”, (Co-author: B. Bhattacharya) at Second Research Conference on Empirical Issues in International Trade and Finance, IIFT, New Delhi, 16-17 December 2010.

Dr. Jaydeep Mukherjee, presented a paper on “*Indian Sovereign Wealth Fund in Making: A Critical Evaluation of Sustainability and Challenges*” (Co-authors: J. Chaisse and D. Chakraborty) at Second Research Conference on Empirical Issues in International Trade and Finance, IIFT, New Delhi, 16-17 December 2010.

Dr. Jaydeep Mukherjee presented a paper on “*India’s Sovereign Wealth Fund in making - Economic Feasibility and Regulatory Strategies*” (Co-authors: J. Chaisse and D. Chakraborty) at 27th Euro-Asia Management Studies Association (EAMSA) Conference, IMI New Delhi, 10-13 November 2010.

Dr. Mridula S. Mishra, Assistant Professor presented a research paper titled “*I Believe More in Print Advertisement; I Believe Less in the TV Advertisement: A Study on Efficacy of HIV/AIDS Advertisement on Indian Youth*” (Co-author: Dr. Paromita Goswami) at the 4th IIMA Conference on Marketing in Emerging Economies, 5-7 January 2011, IIM Ahmadabad.

Shri Pratap Mohanty, Assistant Professor presented paper on “*Level of Dependence of Rural Poor on CPRs: The Role of Non-Market Institutions in India*”, at the National Seminar on “Economic Development and Rural Poverty in India”, Utkal University, Bhubaneswar, 28-29 March 2011.

Shri Pratap Mohanty presented a paper on “*Why are Non-Market Institutions Important for CPRs in Rural India? A Cross States Analysis*”, at the International Conference on “Relevance of Policy Reforms on Development: Challenges before Emerging Economies”, DSW, JMI, New Delhi, 24-26 February 2011.

राजभाषा हिंदी की गतिविधियां

संस्थान को इस वर्ष भारत की महामहिम राष्ट्रपति, श्रीमती प्रतिभा देवी सिंह पाटील द्वारा राजभाषा नीति के श्रेष्ठ कार्यान्वयन के लिए वर्ष 2009-10 का इंदिरा गांधी राजभाषा पुरस्कार के कार्यक्रम के अन्तर्गत तृतीय पुरस्कार प्रदान किया गया।

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 2010-11 के दौरान संस्थान द्वारा हिंदी के प्रगामी-प्रयोग से संबंधित कार्यों का विवरण निम्न प्रकार है:

1. 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 2010-11 में संस्थान ने राजभाषा हिंदी में कुल 5 प्रबंधन विकास कार्यक्रम आयोजित किए जिनका विवरण निम्न प्रकार है:

आईआईएफटी द्वारा आयोजित की गई हिंदी प्रबंधन विकास कार्यक्रम (एमडीपीज) की सूची वर्ष 2010-11

राज्य/स्थान	दिनांक/अवधि	सहयोगी संस्थाएं
आंध्रप्रदेश/हैदराबाद	15-17 नवम्बर 2010	वाणिज्य एवं उद्योग चैम्बर, आंध्रप्रदेश
उत्तर प्रदेश/लखनऊ	21-23 दिसम्बर 2010	वाणिज्य एवं उद्योग पीएचडी चैम्बर, लखनऊ
झारखंड/रांची	27-28 जनवरी 2011	उद्योग विभाग, झारखंड सरकार एवं रांची उद्योग क्षेत्र विभाग प्राधिकरण, नमकम
राजस्थान/जयपुर	21-23 फरवरी 2011	वाणिज्य एवं उद्योग चैम्बर, राजस्थान
उत्तर-पूर्व/आइजोल,	15-17 फरवरी 2011	वाणिज्य एवं व्यापार निदेशालय, मिज़ोरम मिज़ोरम सरकार

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।

2. धारा 3(3) का अनुपालन - संस्थान में सभी कार्यालय आदेश, परिपत्रा, अधिसूचनाएं, कार्यालय ज्ञापन, सभी साइनेज, अधिकारियों द्वारा प्रयोग की जाने वाली रबड़ की मोहरे, नाम पट्ट आदि पूर्ण रूप से द्विभाषी हैं। अवकाश आवेदन, भविष्य निधि चिकित्सा प्रतिपूर्ति बिल, यात्रा रियायत बिल, वाहन व्यय इत्यादि के प्रपत्रा पूरी तरह हिंदी और अंग्रेजी में समान रूप से उपलब्ध हैं। उक्त के अनुपालन में संस्थान द्वारा जारी होने वाले सभी प्रवेश पत्रों को द्विभाषी कर दिया गया है। संस्थान के सभी अनुभागों/विभागों में प्राप्त हिंदी पत्रों का उत्तर हिंदी में ही दिए जाने के अतिरिक्त “क” और “ख” क्षेत्र में अधिक से अधिक पत्राचार हिंदी में किया गया है। इस प्रकार संस्थान में हिंदी पत्राचार की स्थिति संतुष्टिपूर्ण है।

3. संस्थान में समय-समय पर खाली पदों को भरने हेतु दिए जाने वाले विज्ञापन पूर्णरूप से द्विभाषी दिए गए हैं।

4. संस्थान की द्विभाषी वेबसाइट - संस्थान की वेबसाइट हिंदी व अंग्रेजी दोनों भाषाओं में है तथा समय-समय पर इसका अद्यतन किया गया है।

5. प्रशिक्षण कार्य – राजभाषा नियमों के अंतर्गत सेवाकालीन प्रशिक्षण के लक्ष्य को शत प्रतिशत पूरा करने के लिए हिंदी शिक्षण योजना के आर. के. पुरम कार्यालय के दिशा निर्देशों में संस्थान में हिंदी आशुलिपि व हिंदी टंकण के लिए केन्द्र चलाए गए। इन केन्द्रों में वर्ष 2010-11 के दौरान लगभग 14 कर्मचारियों को प्रशिक्षित किया गया है। सभी सफल प्रशिक्षणार्थियों से अधिक से अधिक हिंदी में काम कराने के लिए प्रोत्साहन के रूप में सरकार की ओर से मिलने वाले वित्तीय लाभ दिए गए।

6. तिमाही बैठक – राजभाषा नियमों के अनुपालनार्थ प्रत्येक तिमाही में निदेशक महोदय की अध्यक्षता में विभागीय राजभाषा कार्यान्वयन समिति की बैठक का आयोजन किया गया। इन बैठकों के दौरान संस्थान में राजभाषा कार्यों की समीक्षा व प्रगामी प्रयोग संबंधी निर्णय लिए गए। वर्ष 2010-11 के दौरान आयोजित बैठकों की तिथि निम्न प्रकार हैं:

तिमाही	आयोजन की तिथि
अप्रैल-जून 2010	18 जून 2010
जुलाई-सितंबर 2010	9 सितंबर 2010
अक्टूबर-दिसम्बर 2010	3 दिसम्बर 2010

7. हिंदी कार्यशाला – संस्थान में हिंदी कार्यशालाओं का नियमित आयोजन किया गया। इन कार्यशालाओं में कर्मचारियों को हिंदी में कार्य करने के लिए प्रेरित एवं प्रशिक्षित किया गया। वर्ष 2010-11 में हिंदी में की गई कार्यशालाओं की तिथि इस प्रकार हैं:

तिमाही	आयोजन की तिथि
अप्रैल-जून 2010	24 जून 2010
जुलाई-सितंबर 2010	27 सितंबर 2010
अक्टूबर-दिसम्बर 2010	29 दिसम्बर 2010
जनवरी-मार्च 2011	31 मार्च 2011

8. हिंदी पखवाड़े का आयोजन – प्रत्येक वर्ष की भांति इस वर्ष भी संस्थान में 14-29 सितम्बर 2010 के दौरान हिंदी पखवाड़े का आयोजन किया गया। पखवाड़े के अंतर्गत निबंध लेखन, वाद-विवाद, हिंदी टाईपिंग, प्रश्नोत्तरी प्रतियोगिताओं के अतिरिक्त कवि सम्मेलन, कव्वाली व रंगारंग सांस्कृतिक कार्यक्रमों का आयोजन किया गया। संस्थान में इस अवसर पर उपर्युक्त कार्यक्रमों में भाग लेने वाले लगभग 34 कर्मचारियों को पुरस्कृत किया गया।

9. हिंदी प्रोत्साहन योजना – हिंदी में काम करने वाले कर्मचारियों को प्रत्येक छमाही में प्रति कर्मचारी 1,000/- रु० की प्रोत्साहन राशि दी गई। वर्ष 2010-2011 के दौरान संस्थान के लगभग 47 कर्मचारियों द्वारा उपर्युक्त प्रोत्साहन पुरस्कार राशि प्राप्त की गई। इस प्रोत्साहन योजना से हिंदी के प्रगामी प्रयोग में तेजी आई है।

10. हिंदी में प्रकाशन – संस्थान की वार्षिक रिपोर्ट वर्ष 2009-10 का हिंदी में प्रकाशन किया गया। हिंदी कक्ष द्वारा गृह-पत्रिका 'यज्ञ' अंक-4 वर्ष 2011 का प्रकाशन किया गया, जिसमें आईआईएफटी परिवार अपने मन की बात कविता, कहानी, नाटक, निबंध, आदि के माध्यम से व्यक्त करता रहा है। इससे सृजनात्मकता को बढ़ावा मिलता है एवं विचारों का आदान प्रदान होता है।

Auditors' Report

TO

The Members Board of Management,

Indian Institute of Foreign Trade

(A Society Registered under the Societies Registration Act, 1860)

Deemed University

New Delhi

We have audited the attached Balance Sheet of **Indian Institute of Foreign Trade** as at 31st March 2011 and the annexed Income & Expenditure Account and Receipts & Payments Account for the year ended on that date, in which are incorporated accounts of Kolkata Centre audited by us. These financial statements are the responsibility of the Board of Management. Our responsibility is to express an opinion on these financial statements based on our audit.

We have conducted our audit in accordance with auditing standards generally accepted in India. Those standards require that we plan and perform our audit to obtain reasonable assurance about whether the financial statements are free of material mis-statement. An audit includes examining on a test basis, evidence supporting the amounts and disclosure 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 presentation of the financial statements. We believe that our audit provides a reasonable basis for our opinion.

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, proper books of account, as required by law, have been kept by the Society so far as appears from our examination of those books;
- (c) The Balance Sheet and the Income & Expenditure 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, the said accounts read with the notes thereon give a true and fair view in conformity with the accounting principles generally accepted in India:
 - (i) in the case of the Balance Sheet, of the state of affairs of the Society as at 31st March 2011, and
 - (ii) in the case of Income & Expenditure Account, the excess of income over expenditure of the Society for the year ended on that date.

For **S. Ramanand Aiyar & Co.**

Chartered Accountants

Firm Registration No. 000990N

sd/-

R. Balasubramanian

Partner

M.No. 080432

708 Surya Kiran

19 Kasturba Gandhi Marg

New Delhi-110001

Dated: 15 September 2011

INDIAN INSTITUTE OF FOREIGN TRADE
BALANCE SHEET AS AT 31ST MARCH 2011

(Amount : ₹)

Particulars	Schedule	31-03-2011	31-03-2010
CORPUS/CAPITAL FUND AND LIABILITIES			
Corpus, Capital & Other Funds	1	866,141,981	733,921,965
Earmarked/Endowment Funds	2	27,661,752	26,618,216
Current Liabilities and Provisions	3	158,278,126	133,451,972
TOTAL		1,052,081,859	893,992,153
ASSETS			
Fixed Assets	4	291,001,415	208,825,630
Investments in Earmarked Funds	5	27,661,752	26,618,216
Investments in Others	6	429,865,427	439,540,291
Current Assets, Loans, Advances, etc.	7	239,966,903	152,562,105
Interest Accrued on Investments	7A	63,586,362	66,445,911
TOTAL		1,052,081,859	893,992,153
Significant Accounting Policies	16		
Contingent Liabilities and Notes on Accounts	17		

sd/-
K.T. CHACKO
Director

sd/-
L.D. MAGO
Registrar

In terms of our report of even date annexed.

For **S. Ramanand Aiyar & Co.**
Chartered Accountants
Firm Registration No. 000990N

sd/-
(**R. Balasubramanian**)
Partner
M. No. 080432
Dated: 15 September 2011

Place: New Delhi
Dated : 12 September 2011

INDIAN INSTITUTE OF FOREIGN TRADE

INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON 31ST MARCH 2011

(Amount : ₹)

Particulars	Schedule	31-03-2011	31-03-2010
A. INCOME			
Income from Services	8	380,030,577	301,481,100
Grants	9	(0)	29,042,622
Grant – Centre for WTO Studies	9A	48,047,987	34,726,588
Fees/Subscriptions	10	197,388	346,473
Income from Royalty, Publications, etc.	11	343,788	5,104
Interest Earned	12	5,646,721	16,041,244
Interest Accrued on Investments	12A	36,507,790	40,877,294
Other Income	13	5,738,866	2,583,249
Prior-Period Income	13A	2,880,037	464,632
TOTAL (A)		479,393,153	425,568,306
B. EXPENDITURE			
Establishment Expenses	14	161,111,220	137,917,615
Other Administrative Expenses, etc.	15	187,930,462	164,496,915
Depreciation – (Corresponding to Schedule 4, excluding on funded assets, Refer note 14 to Notes to Account under Schedule 17)		16,465,953	14,400,479
Prior-Period Expenses	15A	4,943,224	3,030,087
Expenses for Centre for WTO Studies	15B	48,047,987	34,726,588
TOTAL (B)		418,498,846	354,571,684
Balance being excess of Income over Expenditure (A – B)		60,894,307	70,996,622

sd/-
K.T. CHACKO
Director

sd/-
L.D. MAGO
Registrar

In terms of our report of even date annexed.

For **S. Ramanand Aiyar & Co.**
Chartered Accountants
Firm Registration No. 000990N

sd/-
(**R. Balasubramanian**)
Partner
M. No. 080432
Dated: 15 September 2011

Place: New Delhi
Dated : 12 September 2011

INDIAN INSTITUTE OF FOREIGN TRADE

RECEIPTS AND PAYMENTS FOR THE YEAR ENDED ON 31ST MARCH 2011

(Amount : ₹)

Receipts	31-03-2011	31-03-2010	Payments	31-03-2011	31-03-2010
I. Opening Balances			I. Expenses		
(a) Cash and Stamps in Hand	39,908	46,305	(a) Establishment Expenses	134,970,392	141,066,841
(b) Bank Deposits			(b) Administrative Expenses	320,455,608	244,758,171
(i) Current Accounts	35,234,355	34,439,030			
(ii) Deposit Accounts (STD)	32,526,452	17,863,111	II. Investments and Deposits made		
II. Grants Received			(a) Out of own Funds (Investments - Others)	326,058,664	193,313,500
(a) From Government of India	109,301,209	96,800,000			
III. Income on Investments from			III. Expenditure on Fixed Assets & Capital Work-in-Progress		
(a) Earmarked/Endowment Funds	736,500	93,500	(a) Purchase of Fixed Assets	31,911,766	15,755,032
IV. Interest Received			IV. Other Payments	116,495,466	126,551,480
(a) On Bank Deposits	39,694,228	18,776,010	V. Closing Balances		
(b) Loans, Advances, etc.	23,102,857	—	(a) Cash & Stamps in Hand	34,650	39,908
V. Other Income			(b) Bank Balances		
(a) Market Survey/Seminar Fee, Training Fee/Property Income	346,548,612	314,080,078	(i) Current Accounts	(14,118,823)	35,234,355
VI. Other Receipts			(ii) Deposit Accounts (STD)	10,438,324	32,526,452
(a) Maturity of FD	226,301,532	165,692,742			
(b) Miscellaneous	112,760,394	141,454,963	TOTAL	926,246,047	789,245,739
TOTAL	926,246,047	789,245,739			

sd/-
K.T. CHACKO
Director

sd/-
L.D. MAGO
Registrar

In terms of our report of even date annexed.

For **S. Ramanand Aiyar & Co.**
Chartered Accountants
Firm Registration No. 000990N

sd/-
(**R. Balasubramanian**)
Partner
M. No. 080432
Dated: 15 September 2011

Place: New Delhi
Dated : 12 September 2011

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2011

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

Particulars	31-03-2011		31-03-2010	
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
Leasehold Land at Kolkata		1		1
Capital Grant for Construction of Kolkata Campus	39,418,919		24,477,657	
Additions during the year	57,125,393	96,544,312	14,941,262	39,418,919
Balance of other grants as at the beginning of the year	209,602,483		194,130,199	
Additions during the year	14,774,627	224,377,110	15,472,284	209,602,483
Donated Asset Fund				
Opening Balance	22,011		25,676	
Less: Depreciation	3,666	18,345	3,665	22,011
Permanent Membership	9,565,619		8,902,143	
Add: Interest (less adjustments)	649,772	10,215,391	663,476	9,565,619
Balances at the end of the year		491,943,227		419,397,101
B. CORPUS FUND				
Balance as at the beginning of the year		278,626,528		222,867,306
Add: Balance of net income transferred from Income & Expenditure Account		60,894,307		70,996,622
Total		339,520,835		293,863,928
Less/Add: Transferred to Gratuity Reserve Fund/Leave Encashment Reserve Fund/Pension Corpus		19,211,676	15,237,403	278,626,525
C. Gratuity Reserve Fund		35,686,304		21,006,632
D. Leave Encashment Reserve Fund		8,982,722		5,391,707
E. Pension Corpus		9,220,569		9,500,000
TOTAL		866,141,981		733,921,965

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2011

SCHEDULE 2 – EARMARKED/ENDOWMENT FUNDS

(Amount : ₹)

Particulars	Fund-wise Break-up								
	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 1.4.2010)	4,678,578	6,091,067	1,379,807	3,573,222	8,383,983	1,727,215	52,706	6,200	22,705
(b) Additions to the funds during 2010-11									
(i) Income from investments made on account of funds	323,186	369,933	73,986	221,937	739,789	118,366	7,412	444	1,479
(ii) Other additions									
TOTAL (a+b)	5,001,764	6,461,000	1,453,793	3,795,159	9,123,772	1,845,581	60,118	6,644	24,184
(c) Utilisation/Expenditure towards objectives of the funds									
(i) Revenue expenditure									
- Salaries, wages and allowances, etc. (incl. programme expenses)					797,050	65,000			
- Other administrative expenses									
- Adjustments (Interest reversal, etc.)									
TOTAL (c)	-	-	-	-	797,050	65,000	-	-	-
NET BALANCE AT THE END OF THE YEAR (a+b-c)	5,001,764	6,461,000	1,453,793	3,795,159	8,326,722	1,780,581	60,118	6,644	24,184
Particulars						Fund-wise Break-up			TOTAL 2010-11
	Sumitra Chishtii Award	Srinivas Iyenger Award	Rangaswamy Award	Scholarship Receipt A/c					
(a) Opening balance of the funds (as at 1.4.2010)	31,535	11,660	7,697	651,841					26,618,216
(b) Additions to the funds during 2010-11									
(i) Income from investments made on account of funds	4,572	740	444	49,948					1,912,236
(ii) Other additions	2,200								2,200
TOTAL (a+b)	38,307	12,400	8,141	701,789					28,532,652
(c) Utilisation/Expenditure towards objectives of the funds									
(i) Revenue expenditure									
- Salaries, wages and allowances, etc. (incl. programme expenses)	650			8,200					870,900
- Other administrative expenses									-
- Adjustments (Interest reversal, etc.)									
TOTAL (c)	650	-	-						870,900
NET BALANCE AT THE END OF THE YEAR (a+b-c)	37,657	12,400	8,141	693,589					27,661,752
Previous Year									26,618,216

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2011

SCHEDULE 3 : CURRENT LIABILITIES AND PROVISIONS

(Amount : ₹)

Particulars	31-03-2011	31-03-2010
A. CURRENT LIABILITIES		
1. Sundry Creditors:		
(a) Others	32,384,992	2,159,806
2. Advances Received	8,159,568	928,569
3. Other Current Liabilities		
(a) Others	27,568,998	51,299,460
(b) B/F of Grants	44,971,044	43,883,730
(c) Research Projects under Progress	243,000	8,489,250
TOTAL (A)	113,327,602	106,760,815
B. PROVISIONS		
1. Gratuity	35,686,304	21,006,632
2. Accumulated Leave Encashment	8,982,722	5,391,707
3. Bonus	281,498	292,818
TOTAL (B)	44,950,524	26,691,157
TOTAL (A+B)	158,278,126	133,451,972

INDIAN INSTITUTE OF SCHEDULES FORMING PART OF THE BALANCE

SCHEDULE 4: FIXED ASSETS

Particulars	GROSS BLOCK				
	Rate of Depreciation	As on 01.04.2010	Additions	Deductions/ Transfers	As on 31.03.2011
A.					
1. Land					
(a) Leasehold – Delhi Campus	–	24,001,047	3,777,220	–	27,778,267
(b) Leasehold – Kolkata Campus	–	1	–	–	1
2. Building					
(a) Freehold	–	–	–	–	–
(b) Leasehold	5.00%	127,813,581	14,943,529	–	142,757,110
3. Furniture & Fixtures, Electrical Equipment, Tape Recorders & Accessories, Audio-Visual Equipment	4.76%	84,783,587	2,489,986	–	87,273,573
4. Vehicles	8.33%	585,842	663,944	–	1,249,786
5. Typewriters, Duplicators, Air-conditioners, Transformers, Water Coolers & Office Equipment	6.25%	18,535,592	10,075,407	–	28,610,999
6. Computer Hardware	25%	99,754,681	10,270,982	122,945	109,902,718
7. Books	33.33%	23,970,887	1,206,046	–	25,176,933
8. Capital Work-in-Progress (Kolkata Campus)		39,418,919	57,125,393	–	96,544,312
TOTAL (A)		418,864,137	100,552,507	122,945	519,293,699
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)		422,544,147	100,552,507	122,945	522,973,709
Previous Year		366,056,421	56,487,725	–	422,544,146

Note: Deductions are on account of disposal of assets.

FOREIGN TRADE

SHEET AS AT 31ST MARCH 2011

(Amount : ₹)

DEPRECIATION					NET BLOCK	
Up to 31.03.2010	Deductions/ Transfers	For the year	Adjustments	Total as on 31.03.2011	As at 31.03.2011	As at 31.03.2010
–	–	–	–	–	27,778,267	24,001,046
–	–	–	–	–	1	1
–	–	–	–	–	–	–
63,903,750	–	3,606,203	–	67,509,953	75,247,157	63,909,830
33,058,611	–	3,916,785	–	36,975,396	50,298,177	51,724,975
169,050	–	101,592	–	270,642	979,144	416,793
6,604,442	–	1,283,919	–	7,888,361	20,722,638	11,931,149
86,653,228	74,160	7,203,781	–	93,782,849	16,119,869	13,101,453
19,671,433	–	2,211,994	–	21,883,427	3,293,506	4,299,454
–	–	–	–	–	96,544,312	39,418,919
210,060,514	74,160	18,324,274	–	228,310,628	290,983,071	208,803,620
568,982	–	–	–	568,982	–	–
897,520	–	–	–	897,520	–	–
2,136,508	–	–	–	2,136,508	–	–
54,990	–	3,666	–	58,656	18,344	22,010
3,658,000	–	3,666	–	3,661,666	18,344	22,010
213,718,514	74,160	18,327,940	–	231,972,294	291,001,415	208,825,630
197,668,520	–	16,049,995	–	213,718,515	208,825,630	168,387,899

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2011

SCHEDULE 5 : INVESTMENTS IN EARMARKED/ENDOWMENT FUNDS

(Amount : ₹)

Particulars	31-03-2011	31-03-2010
1. Investments in FDRs	27,661,752	26,618,216
TOTAL	27,661,752	26,618,216

SCHEDULE 6 : INVESTMENTS – OTHERS

Particulars	31-03-2011	31-03-2010
A. Corpus	375,975,832	403,641,952
B. Gratuity Reserve Fund	35,686,304	21,006,632
C. Leave Encashment Reserve Fund	8,982,722	5,391,707
D. Pension Corpus	9,220,569	9,500,000
TOTAL	429,865,427	439,540,291

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2011

SCHEDULE 7 : CURRENT ASSETS, LOANS, ADVANCES, ETC.**(Amount : ₹)**

Particulars	31-03-2011		31-03-2010
A. CURRENT ASSETS:			
1. Inventories:			
(a) Stock of books/stationery/photostat papers, etc. (At cost as certified by the Management)	2,320,572		2,334,997
2. Sundry Debtors:			
(a) Debts outstanding for a period exceeding six months	6,869,009	11,408,545	
Less: Provision for doubtful debts	2,592,046	1,616,178	9,792,367
(b) Others	13,180,815		16,719,374
3. Research Projects under Progress	40,000		962,406
4. Cash & Stamps in Hand	34,650		39,737
5. Bank Balances:			
(a) With Scheduled Banks:			
- In Current Account	64,617,762		35,234,355
- In Short Term Deposits	11,880,000		6,346,452
TOTAL (A)	96,350,762		71,429,688
B. LOANS, ADVANCES AND OTHER ASSETS:			
1. Loans:			
(a) Staff (incl. staff advances)	9,155,685		21,798,440
2. Advances and other amounts recoverable in cash or in kind or for value to be received:			
(a) Prepayments	24,608,445		9,551,382
(b) Others	35,373,209		7,211
(c) Grant Receivables	55,769,997		32,831,221
3. Tax Deducted at Source	18,708,805		16,944,163
TOTAL (B)	143,616,141		81,132,417
TOTAL (A+B)	239,966,903		152,562,105

SCHEDULE 7A : INTEREST ACCRUED ON INVESTMENTS

Particulars	31-03-2011	31-03-2010
1. On Long Term Investments	62,767,073	65,488,013
2. On Short Term Investments	819,289	957,898
TOTAL	63,586,362	66,445,911

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT
FOR THE YEAR ENDED ON 31ST MARCH 2011

SCHEDULE 8 : INCOME FROM SERVICES

(Amount : ₹)

Particulars	31-03-2011	31-03-2010
1. Income from Services		
(a) Maintenance Services (Equipment/Property)	14,619,977	9,533,736
(b) Training/Research Programmes	365,410,600	291,947,364
TOTAL	380,030,577	301,481,100

SCHEDULE 9 : GRANTS

Particulars		31-03-2011		31-03-2010
Grants received from Government of India for:				
1. Plan Schemes of Delhi Campus	8,700,000		46,800,000	
Add: B/F from 2009-10	4,751,090		—	
Less: Transfer to Capital Fund	13,451,090		13,006,288	
Less: Carried to Next Year	—	—	4,751,090	29,042,622
2. Construction of Kolkata Campus	71,300,000		30,000,000	
Add: B/F from Financial Year 2009-10	30,581,081		15,522,343	
Less: Refunded during 2010-11	581,081		—	
Less: Transfer to Capital Work in Progress	57,125,393		14,941,262	
Less: Carried to 2011-12	44,174,607	—	30,581,081	—
3. Capacity Building Programme for African Nationals				
B/F from 2009-10	13,302,647		19,111,580	
Less: Expenditure on Programmes	12,506,211		5,808,932	
Less: Carried to 2011-12	796,437	(0)	13,302,648	—
TOTAL		0		29,042,622

SCHEDULE 9A : GRANTS FOR CENTRE FOR WTO STUDIES

Particulars	31-03-2011	31-03-2010
1 Grants received from Govt. of India for Activities of the Centre	29,301,209	37,891,375
Add: B/f from 2009-10	698,791	—
Add: Grant Receivable from Govt. of India	19,371,524	—
Less: Transfer to Capital Fund	1,323,537	2,465,996
Less: Carried to Next Year	—	698,791
TOTAL	48,047,987	34,726,588

SCHEDULE 10 : SUBSCRIPTIONS

Particulars	31-03-2011	31-03-2010
1. Annual Subscriptions	197,388	346,473
TOTAL	197,388	346,473

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT
FOR THE YEAR ENDED ON 31ST MARCH 2011

SCHEDULE 11 : INCOME FROM PUBLICATIONS

(Amount : ₹)

Particulars	31-03-2011	31-03-2010
1. Income from Publications	343,788	5,104
TOTAL	343,788	5,104

SCHEDULE 12 : INTEREST EARNED

Particulars	31-03-2011	31-03-2010
1. On Term Deposits:		
(a) With Scheduled Banks	5,626,421	15,942,695
2. On Loans:		
(a) Employees/Staff	20,300	98,549
TOTAL	5,646,721	16,041,244

SCHEDULE 12A : INTEREST ACCRUED ON INVESTMENTS

Particulars	31-03-2011	31-03-2010
1. Interest Accrued on Investments	36,507,790	40,877,294
TOTAL	36,507,790	40,877,294

SCHEDULE 13 : OTHER INCOMES

Particulars	31-03-2011	31-03-2010
1. Miscellaneous Income	5,738,866	2,583,249
TOTAL	5,738,866	2,583,249

SCHEDULE 13A : PRIOR PERIOD INCOME

Particulars	31-03-2011	31-03-2010
1. Programme Fee	2,391,705	434,575
2. Publications Income	32,266	30,057
3. Interest on RIPs	41,549	—
4. Miscellaneous Income	353,557	—
5. Hostel Fee	60,960	—
TOTAL	2,880,037	464,632

SCHEDULE 14 : ESTABLISHMENT EXPENSES

Particulars	31-03-2011	31-03-2010
1. Salaries, Allowances and Wages	118,797,166	95,995,591
2. Contribution to Provident Fund	8,710,651	6,988,836
3. Staff Welfare Expenses	6,033,790	4,275,426
4. Expenses on Employees' Retirement and Terminal Benefits	22,509,105	11,910,770
5. Others (Faculty Development Programmes)	1,782,395	3,121,899
6. Contingencies to meet deficit in IIFT Pension Trust	2,386,300	1,987,408
7. Pay Commission Arrears	891,813	13,637,685
TOTAL	161,111,220	137,917,615

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT
FOR THE YEAR ENDED ON 31ST MARCH 2011

SCHEDULE 15 : OTHER ADMINISTRATIVE EXPENSES, ETC.

(Amount : ₹)

Particulars	31-03-2011	31-03-2010
1. Expenses on Security	6,546,332	5,131,618
2. Electricity and Power	14,185,820	12,075,300
3. Repairs and Maintenance	12,155,285	9,473,199
4. Rent, Rates and Taxes	23,155,652	18,017,711
5. Vehicle Running and Maintenance	1,272,826	983,082
6. Postage, Telephone and Communication Expenses	2,314,889	2,620,832
7. Printing and Stationery	1,577,818	1,805,296
8. Travelling and Conveyance Expenses	1,533,367	1,114,572
9. Expenses on Seminars/Workshops/Programmes	88,665,888	68,396,548
10. Subscription Expenses (Publication Expenses)	492,882	1,472,078
11. Auditors Remuneration	57,646	35,296
12. Advertisement and Publicity	2,680,388	3,630,342
13. Others	33,291,669	39,741,041
TOTAL	187,930,462	164,496,915

SCHEDULE 15A : PRIOR PERIOD EXPENSES

Particulars	31-03-2011	31-03-2010
1. Salary and Staff Welfare Expenses	2,359,037	186,465
2. Programme Expenses	400,065	555,730
3. Telephone Expenses	43,135	14,468
4. Travelling & Conveyance	66,618	22,455
5. Printing and Stationery	—	7,614
6. Computer/Internet Maintenance Expenses	28,092	136,000
7. Postage & Telegram Expenses	82,062	488
8. Library Expenses	67,303	53,924
9. Repairs & Maintenance	51,610	18,478
10. Legal and Consultancy Charges	—	—
11. Rent, Rates and Taxes	—	1,998,385
12. Miscellaneous Expenses	1,845,302	36,080
TOTAL	4,943,224	3,030,087

SCHEDULE 15B : EXPENSES FOR CENTRE FOR WTO STUDIES

Particulars	31-03-2011	31-03-2010
1. Salaries & Wages	16,784,494	11,974,275
2. General Expenses	4,467,833	2,395,544
3. Magazines and Periodicals	208,161	4,297,596
4. Seminars/Workshops/Conferences, etc.	18,021,754	9,603,517
5. Lease Rent	3,600,000	3,600,000
6. Others	4,965,745	2,855,656
TOTAL	48,047,987	34,726,588

SCHEDULE 16: SIGNIFICANT ACCOUNTING POLICIES**1. ACCOUNTING CONVENTION**

The financial statements are prepared on the basis of historical cost convention unless otherwise stated and on the accrual method of accounting.

- (a) 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.
- (b) Income from various activities has been accounted for on accrual basis, except Membership Fee, which is accounted for as and when received.
- (c) Permanent Membership Fee received is not treated as income and instead transferred to a specific fund.
- (d) Application Fee is recognized as income as and when received.
- (e) Interest on Long Term Deposits/Short Term Deposits with banks and advances given to employees are accounted for on accrual basis.
- (f) Interest received on investments made against specific fund and Permanent Membership Fee is transferred to the respective funds and are not treated as income.
- (g) Expenditure on Leave Travel Concession has been accounted for on Cash Basis.
- (h) 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, Duplicators, Air-conditioners	6.25%
(iii) Motor Cars, Scooters & 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) Income and Expenditure on short term Training Programme/Market Functional Research activities are shown under Current Liabilities and Current Assets respectively and will be accounted for in the year of completion of Programme/Projects.

4. GOVERNMENT GRANTS/SUBSIDIES

Government grants/subsidies are accounted on realization basis.

5. RETIREMENT BENEFITS

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

6. STOCK OF BOOKS, STATIONERY, ETC.

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

7. PROVISION FOR DOUBTFUL DEBTS

Provision is created for debts outstanding for more than 3 years.

SCHEDULE 17: NOTES TO ACCOUNTS

1. Contingent Liability

1.1 Claims against the Institute not acknowledged as debts: Nil (Previous year: ₹ 7,184,000/-)

2. Contract for construction of Kolkata Campus has been awarded for an amount of ₹ 672.8 million. During the year, mobilization advance of ₹ 15 million has been released to the Contractor (included in Sch.-7 under the Sub Head Pre-payments of Main Head - Loans, Advances and Other Assets). As per "Schedule of Payments" agreed with Contractor, payments are to be released in a phased manner, depending upon completion of each stage and recommendation of Project Management Consultant (PMC) of the work. Consequently, Contingent Liability, if any, is not ascertainable.
3. Provision for Gratuity Liability amounting to ₹ 15,842,290/- (accumulating to ₹ 35,686,304/- Previous Year- ₹ 21,006,632/-) has been made as per actuarial valuation. Gratuity of ₹ 1,162,618/- paid during the year has been adjusted against opening provision.
4. Provision for accumulated leave encashment benefit to the employees has been made to the extent of ₹ 5,004,815/- (accumulating to ₹ 8,982,722/- Previous Year - ₹ 5,391,707/- on actuarial basis. Accumulated Leave of ₹ 1,413,800/- encashed during the year has been adjusted against opening provision.
5. Provision for doubtful debts amounting to ₹ 1,070,618/- (accumulating to ₹ 2,592,046/- Previous year- ₹ 1,616,178/-) has been created during the FY 2010-11. Net amount of ₹ 94,750/- collected against provision created has been adjusted.
6. Provision of ₹ 281,498/- has been made for bonus for the year 2010-11. Bonus pertaining to the year 2009-10, amounting to ₹ 280,636/-, has been paid during the year.
7. 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
8. During the year 2009-10, IIFT had placed an order with M/s H.V. Air-conditioning Systems, New Delhi for replacement of the Central AC Plant installed in the Administrative Block of the Institute. Replacement has been completed during 2010-11 at a cost of ₹ 8,381,603/-. In the absence of the Written Down Value of the old plant, replacement value of ₹ 400,000/- has been reduced from the cost of new plant and capitalized at ₹ 7,981,603/-.
9. The Balance Sheet, Receipts and Payments Account and Income & Expenditure Account have been drawn in accordance with the Common Format of Accounts prescribed vide OM No. G020008/2/2002-B&A, dated 21st February 2002 of Govt. of India, Ministry of Commerce and Industry, Department of Commerce.
10. The Financial Results include Income & Expenditure of Kolkata Centre of the Institute for 2010-11 as below:

(₹ in million)

S. No.	Particulars	2010-11	2009-10
1	Income	71.84	65.37
2	Expenditure (before Depreciation)	74.91	69.26
3	Depreciation	2.00	2.48
4	Total Expenditure	76.91	71.73
5	Deficit	-5.07	-6.37

11. During 2010-11, wage arrears to administrative staff and faculty, amounting to ₹ 4,459,065/-, have been paid. As per Sanction Order No.16 (34)/2007-TP (I), dated 30th December 2008, 80% of the arrears so paid shall be reimbursed by Department of Commerce, Govt. of India. Accordingly, 80% of arrears paid during the year, i.e. ₹ 3,567,252/- have been carried forward as Grant Receivable from the Department. Request for release of amount has been made to Department of Commerce.
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, part of the investment of Corpus Fund has been earmarked for these funds.
13. To meet pension obligations, Pension Corpus for ₹ 9,500,000/- was created during 2009-10 out of Corpus Fund. Accordingly, part of the investment of Corpus Fund has been earmarked for this Fund. During the year, an amount

of ₹ 940,989/- has been earned as interest on investment of the Fund. Pension payments of ₹ 1,220,420/- have been released during the year. As on 31.03.2011, the Corpus stands at ₹ 9,220,569/-.

14. Depreciation of ₹ 18,324,274/- during the year on Own Assets, under Schedule-4 to Balance Sheet, includes depreciation of ₹ 1,858,321/- charged on assets of Centre for WTO Studies. The same has been accounted for in the expenditure of the Centre under Schedule-15B. Balance of ₹ 16,465,953/- has been accounted for as expenditure of IIFT in the Income & Expenditure Statement.
15. Previous year's figures have been regrouped or rearranged wherever necessary.
16. The figures given in the Receipts & Payments Account, Income & Expenditure Account and Balance Sheet are rounded off to the nearest rupee.

Schedules 1 to 17 form an integral part of accounts and have been duly authenticated.

sd/-
K.T. CHACKO
Director

sd/-
L.D. MAGO
Registrar

In terms of our report of even date annexed.

For **S. Ramanand Aiyar & Co.**
Chartered Accountants
Firm Registration No. 000990N

sd/-
(R. Balasubramanian)
Partner
M. No. 080432
Dated: 15 September 2011

Place: New Delhi
Dated: 12 September 2011

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/HEAD		
Bhatia Dr. (Mrs.) Satinder	M.Com., M. Phil. (Organization Behaviour), Ph.D. (Financial Management) PMP (Project Management Professional)	Managerial Accounting, Financial Management, Project Appraisal and Finance and Commodity & Forex Derivatives.
Joshi Dr. Rakesh Mohan	M.B.A., E.M.I.T. (Gold Medalist) IIFT, Ph.D.	International Marketing, International Business, International Business Strategy, International Entrepreneurship.
Katti Dr. (Mrs.) Vijaya	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, Ayush: International Business.
Raju Dr. (Mrs.) D. Sunitha	M.A., Ph.D.	Agriculture Trade Issues, Economic Environment & Policy, Industry Sector Analysis.
Rangarajan Dr. K.	M.Com., A.M.T., A.A.M.A. (Aus), Ph.D.	Strategic Management, Corporate Restructuring, Internationalization of SMEs.
Shanker Dr. Ravi	M.Sc., M.B.A., Ph.D.	Marketing of Services, Marketing Management and Strategy, Distribution Management.
PROFESSORS		
Bhatnagar Deepak	BE (Metallurgical) PG in Industrial Engineering and Business Management	Innovation & Technology Management, Technology Forecasting and Assessment, Steel & Other Materials, Business Communication
Bhattacharyya Dr. Ranajoy	M.Sc. (Eco), M.Phil. (Eco), Ph.D. (Eco)	International Economics, Environment Economics.
Datta Dr. Radhika Prosad	B.Stat. (ISI), M.Sc. (IIT), M.S. (Colorado State University), Ph.D. (University of Texas at Arlington)	Management Information Systems, IT Applications in Management, E-Commerce, Mathematical Modelling and Simulation of Complex Systems.
Kapoor Ashok	B.Sc. (Hons), LL.B., CAIIB	International Financial & Forex Management, Banking and Financial Services, Export/Import Finance, International Payment Terms, Foreign Exchange Risk Management, Letters of Credit & UCPDC 600.

<i>Name</i>	<i>Qualification</i>	<i>Specialisation</i>
Mehtani Rohit	M.Phil/M.S. (BITS, Pilani), M.Tech. Mgt. (Deakin/Australia), M.A. Global Political Economy (Hull, England/British Chevening Scholarship), M.B.A. (International Trade (IIFT), M.P.A. Trade Policy & Commercial Diplomacy (PU), P.G.P. International Business (IIM Calcutta), M.M.T. (IRT), P.G.P. Industrial Management (NCP), B.S. Physical Sciences (Delhi)	International Political Economy, Globalization and Governance Structures, International Business Diplomacy, International Business Negotiations, International Business Strategy, International Business Operations.
Singh Harkirat	M.Sc. (Chemistry), CAIIB, Diploma - International Marketing, CCEM (IIFT)	International Financial Management and Forex Management.
Srivastava Rajiv M.	B.E. (Hons), M.B.A. (Fin), M.B.A. (International Finance)	International Financial Management, Security Analysis & Portfolio Management, Corporate Finance, Derivates & Risk Management.
Wali Dr. O.P.	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, Research Methods, Decision Modeling.

ASSOCIATE PROFESSORS

Banerjee Dr. Saikat	GMP (USA), PGDPR, PGDM&S, M.B.A. (Marketing), Ph.D.	Brand Management, Consumer Behaviour, Strategic Marketing.
Chatnani Dr. Niti Nandini	B.Sc., M.B.A., Ph.D.	Finance: Financial Management, Security Analysis and Portfolio Management, Commodity Price Risk Management.
Das Dr. Prabir Kumar	M.Sc. (Agri Statistics), Ph.D.	Business Statistics, Business Research Methods, Advanced Research Methods & Project, Marketing Research.
Dasgupta Dr. Pinaki	M.Com., M.B.A., Ph.D.	Marketing, Consumer Behaviour & Strategic Brand Management.

Name	Qualification	Specialisation
Dutta Dr. Gautam Kumar	B.E. (Mechanical), M.B.A., Ph.D (IIT)	Marketing & Entrepreneurship.
Goswami Ranjit	B.Tech., M.B.A., Diploma in Advanced Research, (Pursuing Ph.D.)	IT, ICTs, Digital Economy (Managerial Perspectives), Operations Management.
Kapil Dr. Sheeba	M.B.A. (Finance), Ph.D., UGC-NET	Corporate Finance, Investment Analysis, Investment Risk and Derivative Management, Behavioral Finance, Mergers & Acquisition.
Lakhanpal Dr. Pooja	M.A. (Psychology), Ph.D. (Organization Behaviour) (IIT, Mumbai)	Psychology for Managers, Organizational Behaviour, Human Resource Management, Business Communication, Cross Cultural Management.
Nag Dr. Biswajit	M.A., P.G. Diploma in Financial Management, Ph.D. (Economics)	Industrial Economics, Applied Econometrics, International Trade & Finance.
Paul Dr. Justin	M.A., PGDIB, M.Phil, Ph.D.(IIT), SS-FDP (Germany), DFRM,	International Business Strategy, International Marketing, Business Environment, Export-Import Procedures & Strategic Management.
Rastogi Dr. Sanjay	M.Sc. (Stat.), Ph.D.	Business Statistics, Quantitative Techniques, Business Research, Marketing Research, Econometric Modeling and Forecasting.
Saradhi Dr. V. Raveendra	M.Com., Ph.D. (IIM-Ahmedabad)	International Trade & Finance, International Financial Management, Financial Management, Management Accounting.
Seal Dr. Jayanta Kumar	Ph.D., M.Phil., I.C.W.A.	Corporate Finance, Derivatives and Risk Management, International Finance, Security Analysis and Portfolio Management.
Seth Dr. Nitin	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.
Sharma Dr. Rajendra Prasad	M.A. (Geography), M.B.A., Ph.D.	Marketing Management, Retail & Distribution Management, Marketing of Services, Sales Management.
Sharma Ms Ruppal W.	Masters Programme in International Business (MBA), B.A. (Hons) in Economics	Brand Management, Marketing Communication, Strategic Marketing.
Singh Dr. R.K.	B.E. (Mechanical Engg.) M.E., Ph.D	Production and Operations Management, Supply Chain Management, Quality Management, Competitiveness.

<i>Name</i>	<i>Qualification</i>	<i>Specialisation</i>
Sinha Dr. Deepankar	M.Sc. (Physics), Dip. in Operations Research, M.B.A. Ph.D. (IIT, Kharagpur)	Supply Chain Management & International Trade Logistics, System Dynamics & IT Application in SCM, Business Process Re-engineering & Business Functions, MIS.
Tripathi Dr. Saswati	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.
Venkatesan Dr. M.	M.A. (Psychology), M.Phil., Ph.D. (Social Psychology)	Organisational Behaviour, Behavioral Sciences, Psychometric Testing, Human Resource Management, Competency Mapping, Quantitative Research Methods, Change Management.

ASSISTANT PROFESSORS

Arora Dr. Anshu Saxena	B.Tech. (Electronics & Telecommunication), M.B.A., 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.
Chakraborty Dr. Debashis	M.A. (Economics), M.Phil. (Economics), Ph.D	International Trade, World Trade Organization and Indian Agriculture.
Chaturvedi Tamanna	M.Sc. (Ag Economics), Ph.D. (WTO), IIFT (Pursuing)	Agricultural Economics: WTO & Trade Policy Issues (Agriculture), SME Studies.
Chaudhuri Dr. Bibek Ray	M.A. (Economics), M.Phil. (Economics), Ph.D. (Economics), NET-JRF	Macroeconomics, Productivity Analysis, Applied Econometrics, Survey (Export Potential, Competitiveness, etc.), Service Trade
Ghosh Dr. T.P.	M.A. (Eco.), M.Phil. Ph.D.	Financial Management, Derivatives and Risk Management, Infrastructure Financing, Excel Spreadsheet Modeling in Finance, Performance and Corporate Governance of Family Firms, Financial Markets and Institutions.
Gupta Dr. Himani	M.Sc. (Statistics), M.Phil. (Statistics), Ph.D. (IIT Roorkee)	Statistics, Estimation Theory, Operation Research, Business Research Methods, Climate Change Issues.
Malla Dr. Sweta Srivastava	M.A., Ph.D.	Organisational Behaviour, Behavioral Science, Business Ethics, Organisational Justice, Positive Psychology.
Mishra Dr. Mridula Savitri	M.B.A (Marketing), M.E. (Internet Technology & E-Business), Ph.D.	Retail Operations, Retail Supply Chain and Retail Performance Measurement, Distribution Management, International Marketing.

Name	Qualification	Specialisation
Mohanty Pratap Chandra	M.Phil (Economics)	ICT Growth and Rural Development, Microeconomics, International Trade
Mukherjee Dr. Jaydeep	B.A. (Econ., Gold Medalist), M.A. (Econ., Gold Medalist), Ph.D.	Macroeconomic Theory and Policy, Econometric Applications with special focus on Time-series Econometrics, Game Theory and its Applications, International Finance.
Sahu Dr. Basanta K.	M.A. (Economics), M.Phil. (Economics), Ph.D. (Economics)	International Economic, Indian Economic & Trade Policy, Macro Economics, Microfinance, Household Risk Coping Analysis, Drought and Food Insecurity, Trade in Agriculture & Regional Food Security.
Singh Ms. Parul	B.Tech. (Computer Sc.), M.B.A. (HR, Marketing), NET & JRF (UGC)	Information Technology, HR.
Singh Dr. Ram	M.B.A., PGDIBO, Ph.D.	International Trade Operations and Logistics.
Singla Dr. Ashim Raj	M.C.A., Ph.D.	Information Systems, Database Management Systems, E-Commerce, ERP Systems, System Analysis and Design, Data Modeling using MS Excel.
Symss Dr. Jacqueline	M.Com., Ph.D.	Accounting, Financial Markets and Financial Services.
Verma Ms. Sonu	B.E. (Electronics) M.B.A. (Marketing, Gold Medalist, NET (UGC) in Management	Business Statistics, Business Research Methods, Marketing Research, Production and Operations Management.

Centre for WTO Studies

HEAD

Das Abhijit	M.Sc. (Physics)	Anti-Dumping, Subsidies, Safeguards, WTO Disputes, Agriculture, NAMA.
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PROFESSORS

Sinha Madhukar	M.A. (Economics), MBA (Finance)	Intellectual, Property Rights, Trade in Services, Public Procurement, Trade and Investment.
Priya Shashank	M.A. (History), LL.B., Diploma in Trade Policy	Trade Facilitation, Rules of Origin, Agreement on Subsidies and Countervailing Measures, Fishery Subsidies, Safeguards, Import Licensing, Competition Policy, Regional Trading Arrangements
Mathur Sajal	M.Sc., M.A. (Economics)	Non-Tariff Barriers, Trade and Environment, Rules of Origin, RTAs, SPS, TBT, Accessories and Trade Policy Reviews.

<i>Name</i>	<i>Qualification</i>	<i>Specialisation</i>
ASSOCIATE PROFESSORS		
Kallumal Dr. Murali	Ph.D. (Economics) M.Phil (Industrial Eco) M.A. (Industrial Eco)	SPS, TBT (Non Tariff Measures), NAMA (Sectorals)/Market Access Issues, FTAs/RTAs, Trade & Environment, Investments & Trade.
ASSISTANT PROFESSORS		
Kumar Bipin	LL.M, LL.B. Diploma in International Law and Diplomacy	Disputes in WTO, Trade Remedies, NTBs, Regional Trade Agreements, Trade and Environment, Trade and Competition, Law of International Trade, Commercial Transactions.
Lall Anusha	M.A. (International Politics, Spl in International Relations), M.Phil (Intl. Organization)	International Organization, International Political Economy.
Sharma Dr. Sachin Kumar	Ph.D. (Economics)	Trade and Developments, Agriculture and WTO.

IIFT Administration

Registrar

Dr. L.D. Mago

Deputy Registrar

Dr. R.K. Mitra

Sr. Administrative Officers

Girish Chawla

Col. (Retd.) S.K. Batra

Finance Officer

Kapil Chawla

Administrative Officers

Amit Ghosal

Bhuwan Chandra

Desh Raj

Gaurav Gulati

S.K. Verma

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Anil Kumar Meena

B. Prasannakumar

Deepa P.G.

Kavita Sharma

Lalita Gupta

Meenakshi Saxena

Meena Vij

Nalini Meshram

P.K. Khanna

Sumita Marwaha

IIFT Support Services

Placement & Corporate Advisor

Munish Bhargava

Systems Manager

Bimal Kumar Panda

Asstt. Systems Manager

S. Balasubramanian

Computer Programmers

Arijita Gupta

Editor

Anil Kumar Kanungo

Deputy Librarian

B. Pankti

Assistant Librarians

Amita Anand

Nirmala

R.S. Meena

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Sr. Manager
Colt Tech. Pvt. Ltd.
Gurgaon

Capt. Sarabjit Singh Butalia

Consultant
V. Shups UK Ltd., Skypark
New Delhi

Prof. Siddharth Singla

Advocate
Supreme Court of India
New Delhi

Dr. Saji K.B. Nair

Professor of Marketing
IIM Lucknow
Lucknow

Prof. Sajal Mukherjee

Director
Oxygen Communication
New Delhi

Dr. Ravi Kumar

Professor
JNU, New Delhi

Dr. Rakesh Kumar

Professor
JNU, New Delhi

Prof. D.C. Singhal

Consultant
XLRI, Jamshedpur

Prof. Abhishek Kumbhat

Head- Technology & Innovation
Skilrock Technology
Gurgaon

Prof. Anjan Mandal

Head - Agriculture
ICEX India Ltd.
New Delhi

Prof. Manish Jantikar

AGM - Building & Infrastructure
Punj Lloyd
Gurgaon

Prof. Mohan Krishnan

IMRB International
New Delhi

Prof. Surendra Kumar

Associate Professor
University of Delhi
New Delhi

Ms. Madhumita Kothari

Dy. General Manager (Legal)
KCT Col Sales Ltd.
New Delhi

Prof. Kartik Raina

Proprieter
Learning Facilitators
New Delhi

Prof. Kanika Ummat

Adept HR Consulting
New Delhi

Dr. Saumen Chattopadhyay

Associate Professor
JNU
New Delhi

Prof. Abhishek Barua

Sr. Vice-President
HDFC Bank
Gurgaon

Dr. Sunil Ashra

Associate Professor
MDI
Gurgaon

Prof. Neeta Tripathi

IIPM
New Delhi

Prof. Amit Bagga

Partner
NBL Co.
Delhi

Dr. Ashish Verma

Assistant Professor
IMT
Ghaziabad

Prof. Shashank Bharadwaj

Head Delhi & NCR – IFA &
National Distribution ICCI
New Delhi

Dr. Deepak Chawla

Professor & Dean
IMI
New Delhi

Prof. Yogesh Saxena

Chairman
Audit Committee of WWA Group Inc.
USA

Permanent Members (as on 31.3.2011)

- | | |
|---|--|
| 1. A Sirkar & Co. (Jewellers) Pvt. Ltd.
Kolkata | 22. Bank of Madura Limited
Chennai |
| 2. Agri. & Processed Food Products
Export Development Authority
New Delhi | 23. Bharat Electronics Limited
Bangalore |
| 3. All India Handicrafts Board
New Delhi | 24. Bharat Heavy Electricals Ltd.
New Delhi |
| 4. Allahabad Bank
Kolkata | 25. Bharat Heavy Plate & Vessels Ltd.
Visakhapatnam |
| 5. Allana Cold Storage Pvt. Ltd.
Mumbai | 26. Bharat Motors
Chennai |
| 6. Amaravathi Textiles
Karur | 27. Britannia Industries Ltd.
Bangalore |
| 7. Amrutanjan Limited
Chennai | 28. Brooke Bond India Ltd.
Bangalore |
| 8. Anglo French Drug Co. (Eastern) Ltd.
Bangalore | 29. Balaji Distilleries Ltd.
Chennai |
| 9. Arvind Distillery & Chemicals Ltd.
Chennai | 30. Bird & Company Pvt. Ltd.
Kolkata |
| 10. Andhra Bank
Hyderabad | 31. Bank of Baroda
New Delhi |
| 11. AIMIL Ltd.
New Delhi | 32. Bombay Dyeing & Mfg. Company Ltd.
Mumbai |
| 12. Alleppey Company Ltd.
Alleppey | 33. Bharat Aluminium Co. Ltd.
New Delhi |
| 13. Academy of Management Studies
Dehradun | 34. Cotton Textile Export Promotion Council
Mumbai |
| 14. Amira Foods (I) Ltd.
New Delhi | 35. Cashew Export Promotion Council of India
Cochin |
| 15. AVIS International Ltd.
New Delhi | 36. Ceat Tyres of India Ltd.
Mumbai |
| 16. Alankar Global Pvt. Ltd.
New Delhi | 37. Chase Bright Steel Co. Ltd.
Mumbai |
| 17. Apparel Export Promotion Council
New Delhi | 38. Chartered Institute of Transport in India
New Delhi |
| 18. Adani Exports Ltd.
Ahmedabad | 39. Chillies Export House Ltd.
Virudhunagar |
| 19. Ashok Leyland Ltd.
Chennai | 40. Cimmco International
New Delhi |
| 20. B.T.X. Chemicals (P) Ltd.
Mumbai | 41. CMC Limited
New Delhi |
| 21. Bank of India
Mumbai | 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. MMTC Limited
New Delhi | 166. Powerloom Development & EPC
Mumbai |
| 145. MSSIDC Limited
Mumbai | 167. Paam Pharmaceuticals (Delhi) Ltd.
Delhi |
| 146. Mohan Exports (India) Ltd.
New Delhi | 168. PSG Institute of Management
Coimbatore |
| 147. Maharashtra State Agricultural
Marketing Board
Pune | 169. PCI Ltd.
New Delhi |
| 148. Maxwell Exim Ltd.
Pondicherry | 170. Polyolefins Industries Ltd.
Mumbai |
| 149. MVR Industries Ltd.
Pondicherry | 171. Parekh Brothers
Mumbai |
| 150. Metrochem Industries Ltd.
Ahmedabad | |

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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 | |