



Established in 1963

**53<sup>rd</sup>**  
**ANNUAL  
REPORT  
2016-17**



**INDIAN  
INSTITUTE OF  
FOREIGN TRADE**

Deemed University & A Knowledge Center

# INDIAN INSTITUTE OF FOREIGN TRADE



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# ANNUAL REPORT 2016-17

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## THE YEAR IN REVIEW

Global economic scenario started exhibiting positive outlook since mid-2016, driven by a much anticipated cyclical improvement in manufacturing sector and trade performance and resilient financial markets. According to the IMF's *World Economic Outlook (WEO) Update* (April 2017), world economy is expected to grow at 3.5 and 3.6 per cent, respectively in 2017 and 2018, significantly up from 3.1 per cent both in 2015 and 2016 and marginally higher than 3.4 per cent in 2014. However, persistent tepid growth in advanced economies, pegged by structural complications such as increase in income inequality and falling growth in productivity, continue to be the main obstacle towards stronger recovery. So far as developing and emerging economies are concerned, placing public debt to a sustainable path, adjusting to dwindling revenues from commodity exports and overcoming financial fragilities, continue to be the main challenges for policy-makers. In an integrated and globalized economy, sustained effort at the multilateral level is also required to collectively address similar challenges.

Anticipated fiscal policy expansion coupled with boost in consumer confidence and healthy accumulation of inventories following the November elections, imply an optimistic growth projection for the United States further strengthening the cyclical impetus which began since late 2015. Growth in the United States is projected at 2.3 per cent in 2017 and a healthy 2.5 per cent in 2018, significantly higher than 1.6 per cent growth registered in 2016 (Table 1). However, the long-run growth prospect for the US economy still remains lower than expected, driven primarily by lower productivity growth and an aging demography.<sup>1</sup> Cyclical improvement in trade and manufacturing sector performance generated positive growth outlook for the Euro area and Japan, particularly since the second half of 2016. The Euro area is predicted to grow at 1.7 per cent in 2017 and 1.5 per cent in 2018, reflecting similar trend as in 2015 and 2016. Positive sentiment in the Euro area is facilitated by expansionary fiscal and monetary policy stance, a weaker euro, and favourable effect of an anticipated fiscal stimulus in the US. It is worth noting that the United Kingdom is expected to grow at 2.0 per cent in 2017, marginally higher than 1.8 per cent in 2016, reflecting a stronger-than-anticipated

economic outlook post Brexit referendum in June 2016 (Source: *World Economic Outlook*, IMF, April 2017). Japan grew at a modest 1.0 per cent in 2016, which is 0.5 percentage points higher than the previous year and is projected to grow at 1.2 per cent in 2017 (Table 1). Japan's economic recovery is supported by higher net exports and revision in national income accounting that pushed the historical growth rates upward. However, Japan's economic growth is expected to exhibit a downward trend in the medium term due to dwindling labour force and gradual tapering-off of fiscal support.

The activity in emerging markets and developing economies remained stagnant with growth rising marginally from 4.0 per cent in 2015 to 4.1 per cent in 2016. While growth is projected to rise to 4.5 per cent in 2017 and further to 4.8 per cent in 2018 (Table 1), it is lower than expected due to a pessimistic outlook in several large economies in Latin America and the Middle-East, which are mostly dependent on revenues generated by oil and commodity exports. Continued government and institutional support in the form of credit growth and public expenditure on investment, imply that China will continue to grow at 6.6 per cent in 2017 (marginally lower than 6.7% growth registered in 2016). However, over-dependence on accommodative policy and unsustainable credit advance may pull down growth prospect in China in the medium run by 0.2 - 0.4 percentage points. India, on the other hand, is projected for a robust growth of 7.2 per cent in 2017, higher than 6.8 per cent registered in 2016. Growth declined in the third and fourth quarters of 2016 mostly on account of temporary negative shock in consumption demand due to the effects of demonetization of ₹500 and ₹1,000 notes by the Government on 8 November 2016. Implementation of key reforms like GST, further ease of doing business and accommodative monetary policy measures are expected to drive India's growth forecast to around 8 per cent in the medium run (Source: *World Economic Outlook*, IMF, April 2017). Strong domestic demand and high government spending (particularly in The Philippines) are expected to keep the growth momentum in ASEAN economies moderately robust in the short to medium run.

<sup>1</sup> Potential growth for the US is estimated at only 1.8 per cent (Source: *World Economic Outlook*, IMF, April 2017, page 16).

<b>TABLE 1</b>				
<b>WORLD ECONOMIC OUTLOOK PROJECTIONS</b>				
<i>(% change unless noted otherwise)</i>				
<b>World Economic Outlook Indicators</b>	<b>Year over Year</b>			
	<b>2015</b>	<b>2016</b>	<b>Projections</b>	
<b>2017</b>			<b>2018</b>	
<b>World Output</b>	<b>3.1</b>	<b>3.1</b>	<b>3.5</b>	<b>3.6</b>
<b>Advanced Economies</b>	<b>1.9</b>	<b>1.7</b>	<b>2.0</b>	<b>2.0</b>
United States	2.4	1.6	2.3	2.5
Euro Area	1.6	1.7	1.7	1.6
Germany	1.5	1.8	1.6	1.5
France	1.1	1.2	1.4	1.6
Italy	0.8	0.9	0.8	0.8
Spain	3.2	3.2	2.6	2.1
Japan	0.5	1.0	1.2	0.6
United Kingdom	2.2	1.8	2.0	1.5
Canada	1.2	1.4	1.9	2.0
Other Advanced Economies	2.0	2.2	2.3	2.4
<b>Emerging Market and Developing Economies</b>	<b>4.0</b>	<b>4.1</b>	<b>4.5</b>	<b>4.8</b>
CIS	-2.8	0.3	1.7	2.1
Emerging and Developing Asia	6.6	6.4	6.4	6.4
China	6.9	6.7	6.6	6.2
India	7.3	6.8	7.2	7.7
ASEAN – 5	4.7	4.9	5.0	5.2
Emerging and Developing Europe	3.5	3.0	3.0	3.3
Latin America and the Caribbean	-0.1	-1.0	1.1	2.0
Middle East, North Africa, Afghanistan and Pakistan	2.5	3.9	2.6	3.4
Sub-Saharan Africa	3.4	1.4	2.6	3.5
<b>World Trade Volumes (Goods and Services)</b>	<b>2.8</b>	<b>2.2</b>	<b>3.8</b>	<b>3.9</b>
Imports				
Advanced Economies	4.3	2.4	4.0	4.0
Emerging Market and Developing Economies	0.5	1.9	4.5	4.3
Exports				
Advanced Economies	3.4	2.1	3.5	3.2
Emerging Market and Developing Economies	1.7	2.5	3.6	4.3
<b>Commodity Prices (US Dollars)</b>				
Oil	-47.2	-15.7	28.9	-0.3
Non-Fuel	-17.5	-1.9	8.5	-1.3
<b>Consumer Prices</b>				
Advanced Economies	0.3	0.8	2.0	1.9
Emerging Market and Developing Economies	4.7	4.4	4.7	4.4
<b>London Interbank Offered Rate (per cent)</b>				
On US Dollar Deposits (Six Month)	0.5	1.1	1.7	2.8
On Euro Deposits (Six Month)	0.0	-0.9	-0.3	-0.2
On Japanese Yen Deposits (Six Month)	0.1	0.0	0.0	0.0

Source: *World Economic Outlook*, April 2017 (IMF)

As is evidenced in Table 1, growth in Latin America and the Caribbean declined significantly to -0.1 per cent in 2015 and further to -1.0 per cent in 2016 from 2.9 per cent in 2013 and 1.3 per cent in 2014 and compared to the average annual growth of 4.2 per cent during 2004–13. However, a cyclical upward growth outlook is projected for the region in the short to medium run particularly in commodity exporting countries (like Chile and Colombia) due to anticipated rise in commodity prices. Brazil, the largest economy in the region, is projected to come out from one of its worst recessions driven by political stability, accommodative policy stance and focus on key economic reforms initiatives. Positive outlook in Argentina is driven by optimistic consumer sentiment and push in public investment. Mexico, on the other hand, has a subdued growth outlook driven by uncertainty in trade relations with the US and financial market tightening.

Russia, whose economy contracted by more than 3 per cent in 2015 and 2016, is projected to come out from deep recession, with a projected growth of 1.4 per cent in 2017, mostly on account of higher anticipated oil prices and an accommodative financial market-driven rise in domestic demand which boosts consumer and investment confidence. The activities in the other Commonwealth of Independent States (CIS) countries can also have a positive spill-over effects of Russia through trade and investment channels (Source: *World Economic Outlook*, IMF, April 2017). The economic activity in Sub-Saharan Africa declined to 1.4 per cent in 2016 from a high of 5.0 per cent in 2014 and 3.4 per cent in 2015 mostly on account of lower oil and other commodity prices and geopolitical tensions (Table 1). However, the region is poised for a modest recovery with growth expected to increase to 2.6 per cent in 2017 and further to 3.5 per cent in 2018. Nigeria is expected to lead the higher growth projections in the region buoyed by higher anticipated oil prices, increased public expenditure in investment and a strong agricultural growth.

As commodity prices are projected to rise on account of a cyclical improvement in global demand, large-scale public sector investment in infrastructure in China and an anticipated fiscal stimulus in the US, so is the projected increase in headline inflation rates in both advanced and developing and emerging economies.

In addition to commodity prices, oil prices are projected to increase to an annual average of \$55 a barrel in 2017 compared to an annual average of \$43 a barrel in 2016 (Source: *World Economic Outlook*, IMF, April 2017). As a result, inflation in advanced economies is projected to go up from 0.8 per cent in 2016 to 2.0 per cent in 2017 and is expected to remain stable at that rate in the medium run. For developing and emerging economies, inflation is again projected for a marginal rise to 4.7 per cent in 2017 (from 4.4% in the previous year).

Global investment climate is projected for a cautious improvement in 2017. Riding on an anticipated improvement in manufacturing sector and trade performance and a retrieval in corporate profits, capital flows are projected in rise to around \$1.8 trillion in 2017 and further to \$1.85 trillion in 2018, with developing economies (led by the developing Asia) alone expected to gain around 10 per cent as a group (Source: *World Investment Report 2017*, UNCTAD).<sup>2</sup> However, growth in merchandise trade continue to remain subdued growing at a meagre 1.5 per cent in 2015 and 2016, compared to an average annual rate of 7.2 per cent during 2003–2007 pre-crisis period (Source: *Trade and Development Reports 2015 and 2016*, UNCTAD).

To sum up, slower than expected growth recovery in the advanced economies coupled with financial market fragilities and sustained fall in commodity prices had a negative spillover effect on emerging economies for most of 2015 and first half of 2016. However, in line with positive growth and investment outlook, global financial stability have also shown signs of improvement since the second half of 2016. According to the IMF's *Global Financial Stability Report* (April 2017), equity markets in the US reached its peak in March 2017 driven by positive investor confidence on tax reforms, increased spending on infrastructure and ease of regulatory measures. Markets in emerging market economies have also exhibited a bullish trend since late 2016 on account of stronger-than-anticipated improvement in economic outlook and higher commodity prices. However, there is a downside risk to political uncertainty, particularly in terms of any perceived shift towards protectionism under Trump era in the US, which may dampen global growth and trade and result in pessimistic consumer and investment sentiment.

<sup>2</sup> FDI inflows decreased by 2 per cent to \$1.75 trillion in 2016, due to tepid economic growth and significant policy uncertainties, as perceived by multinational enterprises (MNEs) (Source: *World Investment Report 2017*, UNCTAD, page x).

## INDIAN ECONOMY IN 2016-17

The year 2016-17 has witnessed several events that influenced Indian economy with long-term implications. For instance, on 8 November 2016, the country announced the decision to demonetize ₹500 and ₹1,000 notes with immediate effect. The decision was geared to address several objectives, namely: curbing corruption; controlling wide counterfeiting of legal tender; countering anti-national activities like terrorism and "black economy" and so on (*Economic Survey 2016-17*, Government of India). The initiative turned around 86 per cent of the circulated cash thereby invalid and generated a strong incentive towards e-transactions. Given the going initiatives on financial inclusion and the upcoming introduction of Goods and Services Tax (GST), the event is likely to effectively expand the tax base and improve the fiscal deficit scenario as well. On external front, the Brexit vote in June 2016 set the stage for an eventual separation between the EU and UK, with possible implications for Indian business. The change of leadership in the US from January 2017 onwards and growing inclination towards protectionism therein has been a major concern for Indian exports, particularly for the services sector. In addition, after a sharp decline in international crude oil price during 2016-17, the market recovered from US\$40.75 per barrel in April 2016 to US\$54.36 per barrel in February 2016, but again declined to US\$50.91 per barrel in March 2017.

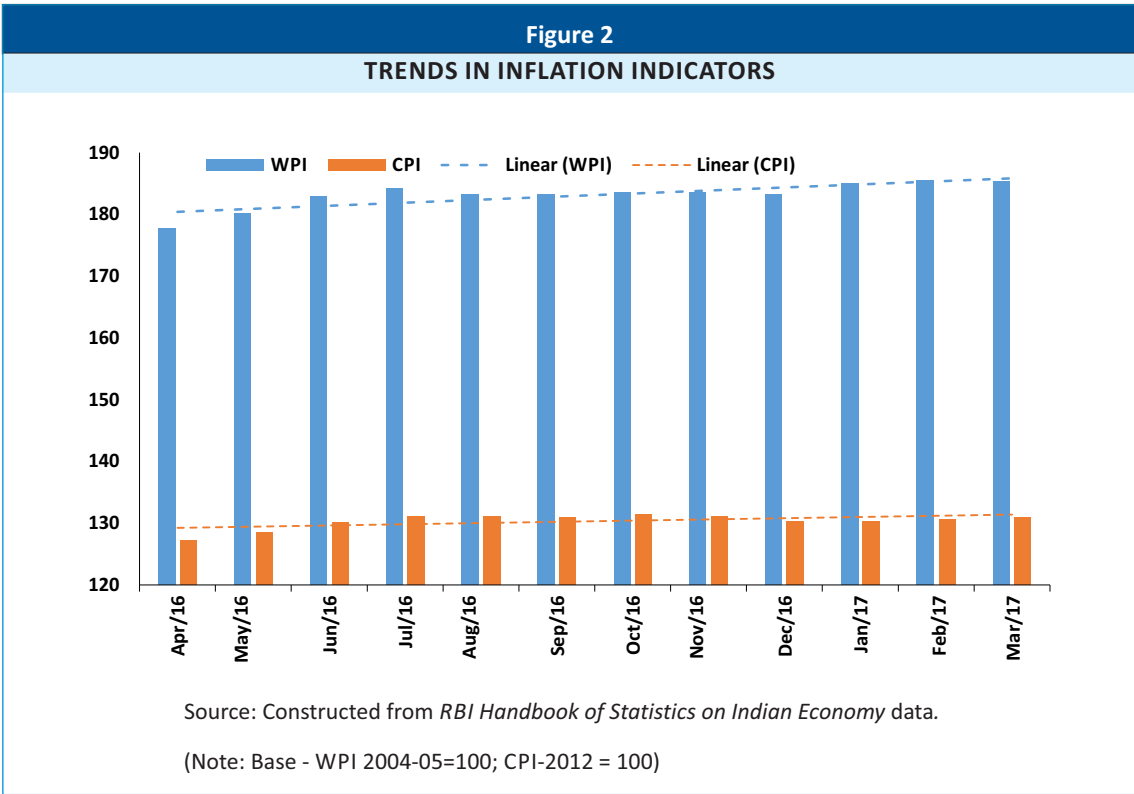
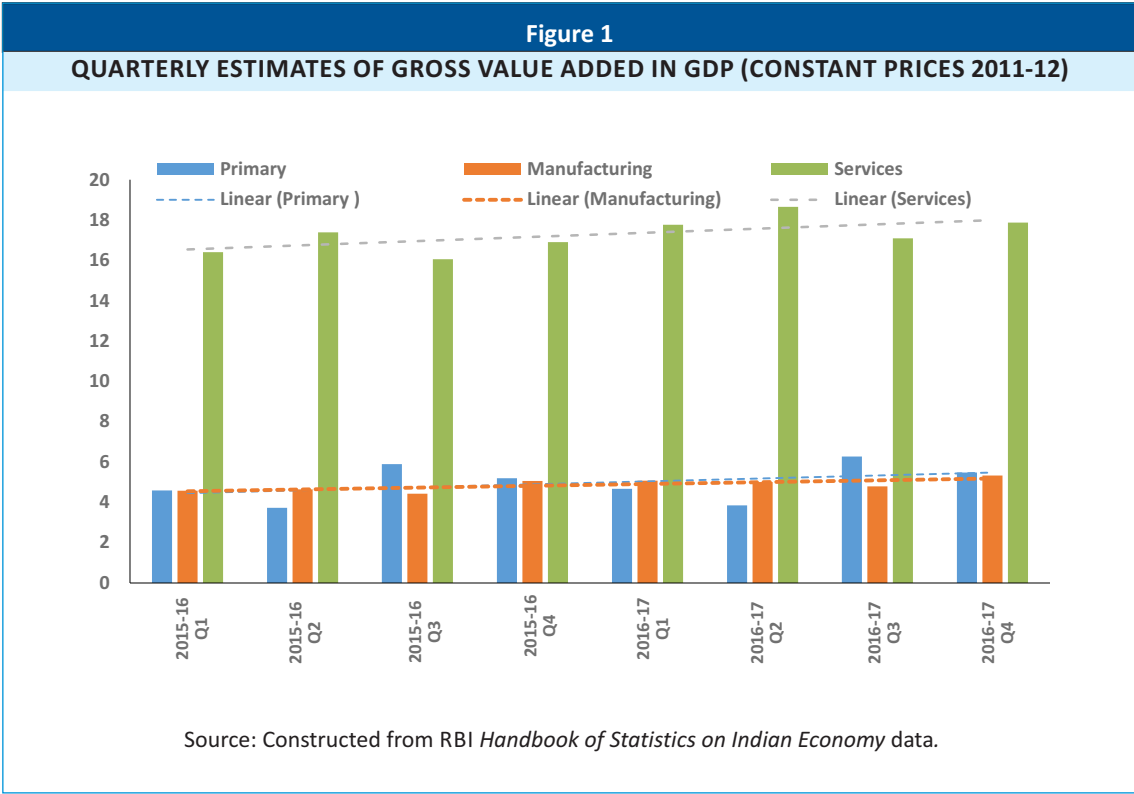
(<http://www.indexmundi.com/commodities/?commodity=crude-oil&months=60>).

Given the possible multiplier effect on the economy, boosting the consumption pattern and inclination in a developing country like India can provide major growth impetus. The consumption expenditure in a country may be influenced both through fiscal and monetary policy instruments. In October 2016, Reserve Bank of India (RBI) implemented a 25-basis-point cut in the repo rate to 6.25 per cent, with possible implications on consumption and investment. During 2016-17, the private final consumption expenditure to GDP (at constant prices) ratio stood at 55.8 per cent vis-à-vis the corresponding figure of 55.0 per cent in 2015-16. The government final consumption expenditure to GDP ratio on the other hand increased considerably to 11.0 per cent during 2016-17, compared to the corresponding figure of 9.8 per cent in 2015-16 (*Provisional Estimates of Annual National Income, 2016-17*, Press Information Bureau, Government of India). In other words, both government and private sector consumption contributed in enhancing the domestic consumption and the consequent demand push. However,

the sharper rise in government final consumption expenditure to GDP ratio has played a crucial role in fueling demand (*Economic Survey 2016-17*, Government of India). It is expected that the deposition of old currencies in the banks after the demonetization drive may enable the banks to lower the interest rates further. In addition, the removal of the cascading effects of taxes after introduction of GST is expected to further enhance the domestic consumption level.

The ongoing reforms, particularly the ones for improving the ease of doing business, initiatives like 'Start-up India', 'Make in India', Mudra Bank, etc. have been the major contributors to India's growth engine during 2016-17. The overall GDP growth rate (over previous year) at the gross value added in 2011-12 base (constant price) has been 7.2 and 7.9 per cent during 2014-15 and 2015-16 respectively, while during 2016-17 the same has come down to 6.6 per cent. The decline can be explained by the growing GDP volume of the country as well as the persisting global recession. During 2016-17, the annual growth rate of primary sector was 4.9 per cent vis-à-vis the corresponding figure of 0.7 per cent during 2015-16. The mining & quarrying and manufacturing sectors, however, decelerated at 1.8 and 7.9 per cent respectively, as compared to the growth rates of 10.5 and 10.8 per cent during 2015-16, in that order. The decline in mining and quarrying sector signifies slowdown in the energy sector (*Economic Survey 2016-17*, Government of India). The growth experience in the service sector, however, has been mixed. The public administration, defence and other services and utility services (electricity, gas, water, etc.) during 2016-17 grew at 11.3 and 7.2 per cent respectively, as compared to 6.9 and 5.0 per cent in 2015-16. The growth of the former sector can be explained by the injection of additional money in line with Seventh Pay Commission recommendations (*Economic Survey 2016-17*, Government of India). On the other hand, growth in construction and financial, real estate and professional services declined from 5.0 and 10.8 per cent to 1.7 and 5.7 per cent over the same period, in that order (*Provisional Estimates of Annual National Income, 2016-17*, Press Information Bureau, Government of India). Figure 1 shows the sectoral quarterly estimates of gross value added in GDP over the last two years.

The modest growth performance may also be a function of the gross fixed capital formation scenario in the country. Past data reveals that the average investment to GDP ratio in constant (2011-12) prices is displaying a declining





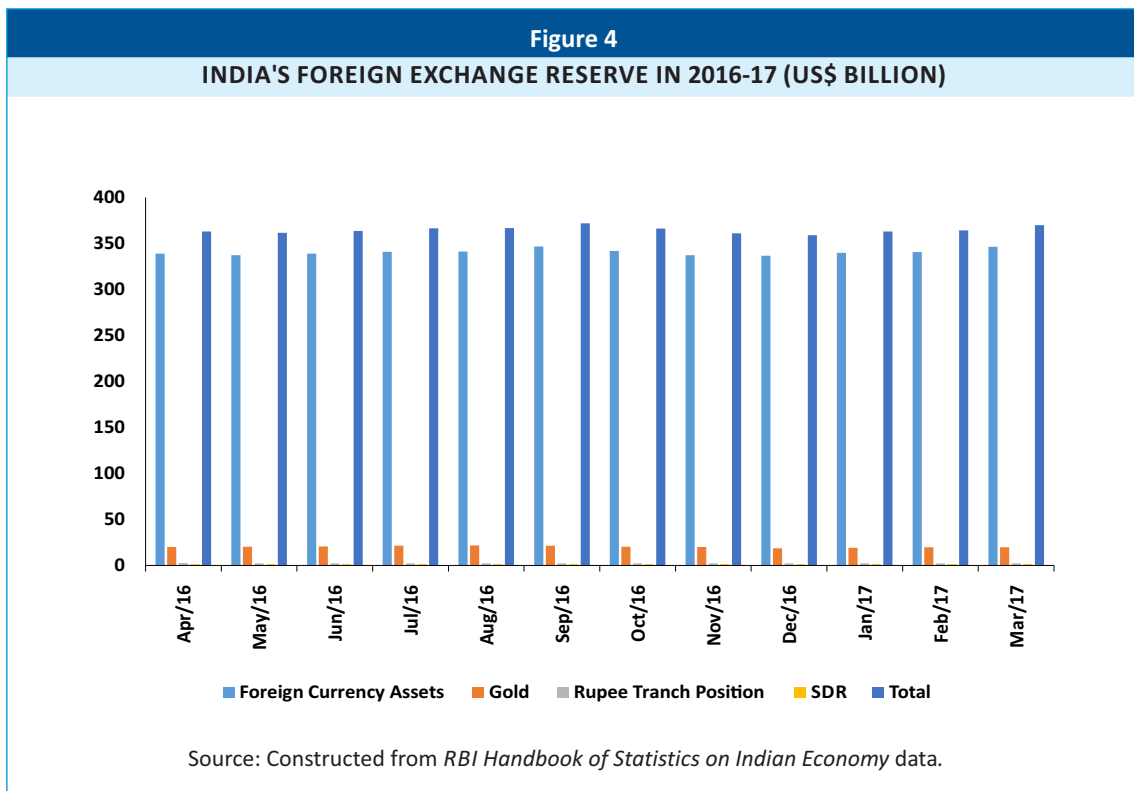
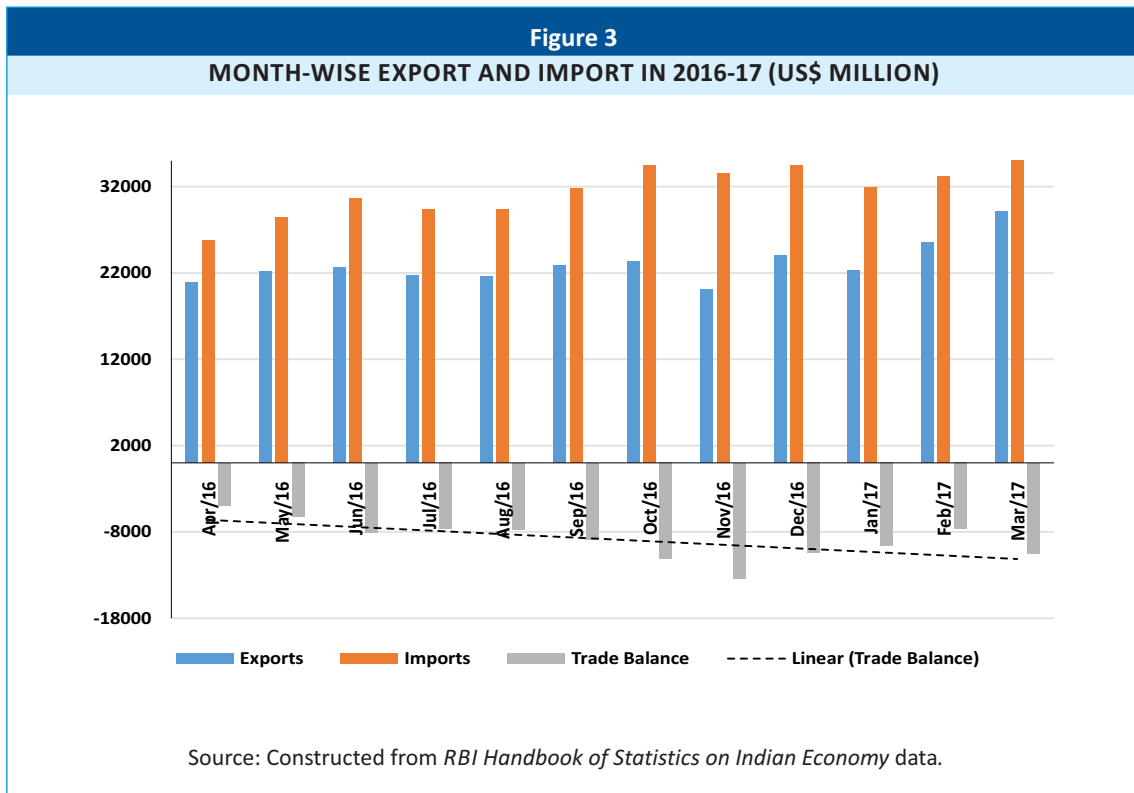
trend since 2011-12. In 2016-17, the ratio declined to 29.5 per cent from 30.9 per cent during 2015-16. The poorer performance on investment front has been explained by both supply-side (e.g., stalemate in Land Acquisition Bill, slow environmental clearance process, infrastructural constraints, moderate doing business climate) as well as demand-side (e.g., poorer growth prospects, interest rate structure) factors. Taking note of the concern areas, during 2016-17, the government has attempted to revive the industrial sector with the ongoing policies like 'Make in India', 'Start-Up India', improving the 'Ease of Doing Business' and so on. In addition, attempt has been made to improve the macroeconomic fundamentals through resolution of the non-performing assets (NPAs) in the banking sector and lowering of the rate of interest to reduce cost of borrowing. Moreover, the ongoing initiatives like 'Industrial Corridors' and 'Smart Cities' have been intensified, which would lower the cost of doing business for the domestic players on one hand and motivate foreign players to invest in the country on the other.

The persistent problems of high inflation during 2010-11 to 2013-14 were largely controlled during 2015-16 and the trend continued in 2016-17 as well. This success can be attributed to the tighter fiscal discipline adopted by the government in line with the new monetary policy framework agreement as well as prudent strategies. On one hand, the government reduced the fiscal deficit to 3.0 per cent of GDP during 2016-17 as compared to the corresponding figure of 3.6 per cent in 2015-16. On the other hand, gradual removal of petroleum and fertilizer subsidies also curbed the problem of unnecessary injection of money in the system. As a result, the Consumer Price Index (CPI) remained moderate and registered a rise of 3.6 per cent during Q4 of 2016-17. Inflation based on Wholesale Price Index (WPI) for all commodities (2011-12 prices) during 2016-17 Q1, Q2, Q3 and Q4 were -0.7, 1.0, 1.7 and 5.0 per cent, respectively. The WPI inflation figures for food articles, minerals and manufacturing products during 2016-17 stood at 4.1, 6.9 and 1.3 per cent in that order (*Provisional Estimates of Annual National Income, 2016-17*, Press Information Bureau, Government of India). The rise in inflation during the later months was caused by the upward movement of commodity prices (e.g., pulses, vegetables) and global energy prices (*Economic Survey 2016-17*, Government of India). Figure 2 displays the observed trends in CPI and WPI during 2016-17.

During 2014-15 and 2015-16, India implemented a series of foreign investment related policy reforms, namely allowing foreign direct investment (FDI) up to 49 per cent in the defence industry through government route, FDI up

to 100 per cent through automatic route in construction, operation, and maintenance of identified railway transport infrastructure, revision of bank rate, repo rate and reverse repo rate, etc. As a cumulative result of these reforms, during 2016-17 total foreign investment flows to India increased to US\$43.22 billion from the corresponding figure of US\$31.89 billion in 2015-16 (*RBI Handbook of Statistics*). FDI inflows reduced marginally from US\$36.02 billion to US\$35.61 billion over this period, which can be explained by the continued global recession and the risk averse approach of the investors. On the other hand, FDI outflow from India declined from US\$8.88 billion to US\$6.60 billion over the same period. Interestingly, net foreign portfolio investment (FPI) increased from US\$(-)4.13 billion to US\$7.61 billion over 2015-16 to 2016-17 (*RBI Handbook of Statistics*). The sharp rise in FPI inflow can be explained by multiple factors, e.g., slower growth of China, relatively higher interest rate regime in India, stable growth regime in the country and so on.

As the world economy remained on track of recovery and protectionism relapsed, India's merchandise and service exports could not recover for a major part of 2016-17. During 2016-17, India's merchandise exports increased by 5.33 per cent as compared to the corresponding import growth rate of 0.87 per cent (in US\$ million). The corresponding figures during 2015-16 stood at 15.57 and -15.04 per cent, respectively. According to the figures obtained from Export Import Data Bank version 7.1 (Department of Commerce), India's trade deficit during 2016-17 has come down to US\$(-)108.04 billion, as compared to the corresponding figures of US\$(-)118.72 billion, US\$(-)137.69 billion and US\$(-)135.79 billion during 2015-16, 2014-15 and 2013-14, respectively. While merchandise export growth oscillated during April–December 2016, the same recovered subsequently from January 2017 onwards. Imports, on the other hand, oscillated over April–December 2016 with a rising trend, and increased subsequently (Figure 3). Exports of gems & jewellery products, processed petroleum products, automobile products, machinery & equipments, pharmaceutical & chemical products, garments, iron & steel products, etc. contributed significantly to the export basket. In the import basket, mineral fuels, gems & jewellery products, electrical machineries, machinery products, organic products, plastic products were among the major contributors. Given the upward movement in the oil prices since November 2016, the share of 'Petroleum-Oil-Lubricant' (POL) imports by India in value terms increased to 26.81 per cent during 2016-17, as compared to the corresponding figure of 25.44 per cent during 2015-16.

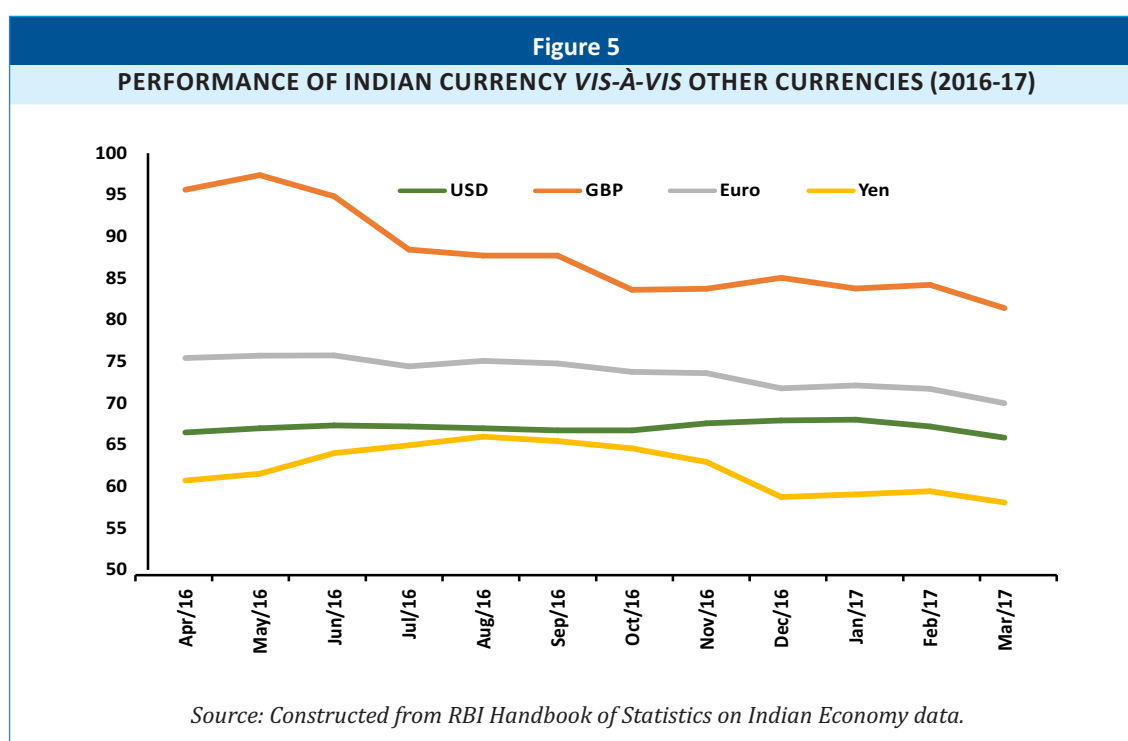


In case of service exports, India's trade balance has been in surplus at US\$67.45 billion during 2016-17. On the whole, the export and import dynamics in merchandise and services trade has lowered the current account deficit from US\$(-) 22.15 billion in 2015-16 to US\$(-)15.29 billion in 2016-17 (*Handbook of Statistics on Indian Economy*, Reserve Bank of India). The exports from the country received strong supports from the ongoing trade facilitation reforms (e.g., simplification of the customs procedures, e-Trade initiative), Interest Equalization Scheme on Pre & Post Shipment Rupee Export Credit, Niryat Bandhu Scheme, constant improvements in Ease of Doing Business, supports under crucial export promotion programmes like Market Access Initiative (MAI) Scheme, Marketing Development Assistance (MDA) Scheme, India Brand Equity Foundation (IBEF), etc. However, the slower growth in world trade and rise in protectionist wave lowered the positive effects of the Indian policies.

The foreign exchange reserves in India increased from US\$363.05 billion during April 2016 to US\$369.96 billion in March 2017 (*Handbook of Statistics on Indian Economy*, Reserve Bank of India). The rise in foreign exchange reserve has been caused by the stable domestic macroeconomic scenario and the resulting rise in capital inflows. With the rise in reserve, the short-term external debt to reserve ratio over April-September 2016 has fallen to 21.8 per cent vis-à-vis the corresponding figure of 23.1 per cent during 2015-16. In addition, short-term external debt to total debt ratio during April-September 2016

declined to 16.8 per cent as compared to the corresponding figure of 17.2 during 2015-16 (*Economic Survey 2016-17*, Government of India). The change in these ratios is an indicator of growing strength of the economy. The month-wise movements in various components of the foreign exchange reserves are shown with the help of Figure 4. In light with past trends, the major share of India's foreign exchange reserve comes from foreign currency assets and gold reserves.

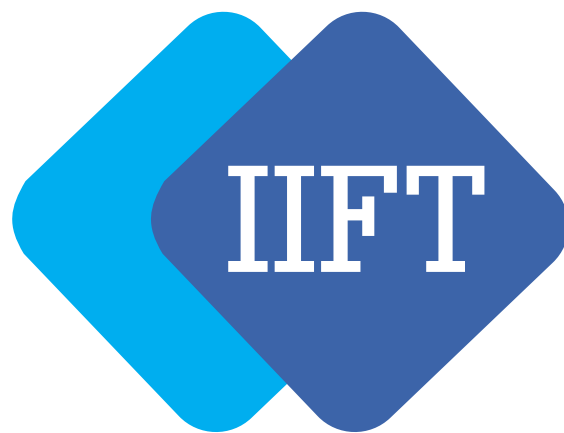
During 2014-15, internal and external macroeconomic factors caused significant volatility in Indian Rupee exchange rate with major currencies, and the downward trend continued over 2015-16. During 2016-17, a clear sign of reversal, albeit slow, has been noticed. As per RBI data, the average monthly Rupee-\$ exchange rate, which stood at ₹66.49 per US\$ in April 2016, depreciated to ₹67.21 per US\$ in July 2016, but recovered to ₹66.71 in October 2016. However, a downward trend continued over November 2016 to January 2017, with the exchange rate declining to ₹68.01 from ₹67.58 per US\$. During February and March 2017, appreciation in exchange rate vis-à-vis US\$ was finally noticed, with the corresponding figures standing at ₹67.19 and 65.84, respectively (*Handbook of Statistics on Indian Economy*, Reserve Bank of India). On the whole, the appreciation in the exchange rate was caused by sharp increase in foreign currency and investment inflows vis-à-vis the previous year (*Economic Survey 2016-17*, Government of India). The rupee has shown a similar fluctuating trend against the other major



global currencies, namely Euro, GBP and Japanese yen over 2016-17 (Figure 5). On the whole, despite the gradual appreciation of Rupee, India's export of merchandise products and services increased, enabling a reduction in current account deficit. In other words, the moderate appreciation in exchange rate did not make Indian export uncompetitive in the global market in any significant manner.

To sum up, during 2016-17 India has performed commendably in terms of managing the internal macroeconomic stabilization, namely inflation and fiscal deficit, as well as addressing the external considerations like attracting foreign investment in the country and export promotion. The positive effects of government export promotion initiatives improved the current account deficit, but the growth was partly affected by the rising protectionist wave across various part of the globe. Concerns for service exports has deepened, with the change of political guard in the USA in January 2017 which is expected to tighten the H1B visa regime further. Also, the effects of BREXIT discussions on India's trade with Europe remains to be seen in coming years. While the country has already started moving in the right direction through the initiatives implemented by Foreign Trade

Policy (2015-2020), Merchandise Export from India Scheme (MEIS), Service Export from India Scheme (SEIS), Export Promotion Capital Goods (EPCG) Scheme, etc, in coming days the policy-makers need to focus on several concerns. *First*, tackling the NPAs in the banking sector would be a major task. *Second*, enhancing industrial sector growth and generation of employment is another priority area. Integrating the 'Make-in-India' initiative with the ongoing industrial corridors and the existing SEZs are expected to provide a positive effect in this regard. *Third*, creation of a seamless market and hassle-free movement of consignment across the country through introduction of the GST would provide a major growth push, both for domestic operations and also for establishing key linkages with the Asian international production networks (IPNs). *Fourth*, India is currently negotiating two crucial trade blocs, namely the India-EU Bilateral Trade and Investment Agreement (BTIA), and the Regional Comprehensive Economic Partnership (RCEP), which are expected to be concluded shortly. Protection of Indian players after inception of the trade blocs would be a major task for the policy-makers. In the coming years, evolving dynamics on these fronts are likely to shape the growth trajectory of the Indian economy.



ACHIEVEMENTS  
AND  
ACTIVITIES  

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2016-17

# Important Achievements of IIFT in 2016-17

## A Snapshot



Fifth Research Conference on Empirical Issues in International Trade and Finance (EIITF),  
16-17 December 2016, Kolkata Campus.

### FINAL PLACEMENTS

The main market reflector for any business school is its placements. IIFT has reinforced its standing as one of the elite B-Schools of the country by organizing final placements for the largest ever batch of 258 students of 2015-17 with an impressive highest compensation in excess of Rupees One Crore per annum for 3 students. Six students have got more than ₹75 lakh per annum (LPA) in International Placements. The average compensation also maintained an upward trend with ₹18.41 LPA with highest domestic CTC of ₹26 LPA despite increase in batch strength. In spite of challenges of black swan events in local and global scenario, 94 companies visited IIFT campus for placements. Pre-Placement Offers from Summer Internships and Corporate Competitions also had an increasing trend with 74 PPOs offered to IIFTians as compared to 64 last year. International placements have always been IIFT's strength as there has been a remarkable increase in International placement over the years and with 20 international offers IIFT has proven its strength with 33% increase in International placement.

### SUMMER INTERNSHIP

For the two-month summer internship of MBA (IB) 2016-18 batch, 88 companies offered internship to the largest ever batch of 288 students. The highest stipend (2-month) has been ₹2.50 lakh and the average stipend is ₹1.24 lakh. Thirty-three new recruiters offered internship to our students. Nearly 60% of the batch were offered a six figure stipend. IIFT has been the fastest premier B-School to wrap up its Summer Placements.

Top brands that dominated the Placement Season at IIFT this year include HUL, ITC, Goldman Sachs, JPMC, Nestle, Godrej Industries, Colgate-Palmolive, Marico, Shell, GE, BNY Mellon, Dabur, BCC, Deloitte, GSK CH, J&J Pharma, Google, Amazon, Citibank, Axis Bank, etc. This is the first time when FMCG sector had recruited highest number of interns. Other prominent sectors such as Banking Financial Services and Insurance (BFSI), Consulting, Manufacturing, IT/ITES and E-commerce, etc. also recruited good number of interns from IIFT.

## STUDENT ACHIEVEMENTS

In terms of Awards, which are considered as a benchmark for comparative performance *vis-à-vis* other institutions, IIFT students participated and won prominent competitions organized by leading organizations and premier B-Schools.

Few of the notable awards won by the IIFT students are: RBI Policy Challenge organized by RBI, CFA Research Challenge organized by CFA, Godrej Loud organized by Godrej, HUL Carpe Diem organized by HUL, FINATICS organized by FMS, L'Oreal Brandstorm organized by L'Oreal, Optimus organized by IIM Bangalore, Bizworth organized by IIM Kolkata, Finalogue organized by XLRI, etc.

## ADMISSION OF MBA (IB) 2017-19

There is a record increase in the number of applicants for the MBA (IB) 2017-19 batch. The flagship programme of the Institute has received unprecedented response this year. Against a total of 42,976 applications received last year, 51,292 applicants have applied for the programme this year. The growing interest in MBA (IB) is understandable in the context of increasing market and governance challenges around the world and consequently, the growing complexities of International Business.

## INTERNATIONAL COLLABORATION

On 24 April 2017, IIFT launched One-year Diploma Programme in International Trade for the participants from CLMV countries. More than 40 participants are presently participating in this Programme.

In order to retain its position as a top B-school and a highly rated research organization, IIFT has been successfully strengthening its relationship with regional as well as international institutes. The Institute has signed an MoU with the Florida International University, USA on 27 October 2016 for student/faculty exchange and other academic activities. During the academic year 2016-17, 36 IIFT students went overseas and 18 foreign students came to IIFT for study under the student exchange programme.

IIFT is in the process of getting AACSB Accreditation and IIFT's iSER (Initial Self Evaluation Report) has been accepted by IAC--Initial Accreditation Committee, AACSB on 9 September 2016. Assurance of Learning implementation have been started in various academic programmes to achieve learning outcomes.

## INTERNATIONAL CONFERENCES AND TRAINING PROGRAMMES

The Institute organized its Fifth Research Conference on Empirical Issues in International Trade and Finance (EIITF) during 16-17 December 2016 at its Kolkata Campus. The Conference received wide response from the academia and the policy research community.

Under the Indian Technical and Economic Cooperation (ITEC) programme of the Ministry of External Affairs, the Centre for WTO Studies organized four international training programmes on different aspects of WTO Agreements. Ninety-one officials from developing countries were trained in these four international training programmes.

The Centre organized following three important international conferences with participation from leading international experts:

- *First*, the Centre organized an international conference on WTO Dispute Settlement Mechanism. This conference witnessed participation from leading experts from different countries and international institutions.
- *Secondly*, the Centre organized an international conference on Trade Remedies. Heads and other officials from Anti-Dumping investigating authorities from Asian countries and Australia, Brazil, Canada, the EU, and the USA discussed current practices and emerging issues in the area of trade remedies.
- *Thirdly*, the Centre organized an international conference on issues related to Bio-Piracy under the Convention on Bio-Diversity and TRIPS Agreement. This is a crucial issue for India and many other developing countries. Leading authorities on IPR issues from 11 countries deliberated upon this issue and discussed the way forward at the WTO.

In partnership with the World Trade Institute Berne, the Centre organized a one-month Joint Academy on International Trade Law and Policy for law students and young legal professionals.

## DEWANG MEHTA NATIONAL EDUCATION AWARD

IIFT has been awarded the Dewang Mehta National Education Award in "Business School with Best Academic Input (syllabus) in International Business" in Mumbai on 25 November 2016.

## Institutional Set-Up of IIFT

In order to realize the vision of Pandit Jawaharlal Nehru to create an institution to enhance the foreign trade of India, Indian Institute of Foreign Trade (IIFT) was set up on 2nd of May 1963 as an Institution with a focus on foreign trade related research and training. Since inception, the Institute has evolved and undergone major transformations and has, over the years, broadened the scope and dimensions of its academic activity that now encompasses the full spectrum of international business. Today, the Institute, in its 55th year, is widely recognized for its knowledge and resource base, its rich heritage and strong alumni network both in India and abroad.

An organization like IIFT grows from within but only after taking the nourishment from its environment. The more numerous and difficult the challenges thrown up by the surrounding system, the greater has been the effort to come up to the level to meet the emerging tasks. The ever evolving dynamics of the foreign trade sector continuously throws up new opportunities and challenges, which the Institute in its own way attempts to face by re-delineating the contours of its activities.

IIFT has currently the following Divisions and Centres to promote and enhance education, research and cooperation in international trade:

1. International Projects Division (IPD)
2. Management Development Programmes (MDP) Division
3. International Collaborations and Capacity Development (ICCD) Division
4. Graduate Studies Division (GSD)
5. Research Division
6. Centre for WTO Studies
7. Centre for MSME Studies, and
8. Centre for International Trade in Technology (CITT).

### International Projects Division (IPD)

The International Projects Division (IPD) of the Institute plays a crucial role in developing capacities in different aspects of International Business in Africa through conducting both short term and long term training programmes. During the financial year 2016-17, IIFT

received the sanction of ₹20 crore from MEA for organizing 40 Capacity Building Programmes in African Countries in the next five years. The programmes will commence after the release of funds by MEA.

During the year, new batch of off-shore MBA (IB) 2016-18 was inaugurated on 2 May 2016 at IFM, Tanzania with the enrollment of 29 students. Also, Convocation of MBA (IB) 2014-16 Batch was held on 28 September 2016 at IFM, Tanzania. CP (IPD) presided over the function. Eighteen students were awarded MBA (IB) degree.

Besides, IPD launched Post Graduate Diploma Programme in International Trade (PGDIT) for delegates from Cambodia, Laos, Myanmar and Vietnam (CLMV) countries at IIFT, New Delhi on 24 April 2017. There are total 44 participants in the programme (18 from Myanmar, 15 from Vietnam, 9 from Laos and 2 from Cambodia).

The division also undertook the two months Study Report on "Israel FTA and the Negotiation Stand for India in the Goods Sector" and submitted the report to DoC in August 2016.

### Management Development Programmes (MDP) Division

The Management Development Programmes (MDP) Division of the Institute offers regular training programmes to the Officers/Executives of Govt./PSUs, Corporate and Private Sector in the area of International Trade, International Marketing, Finance, Export Import Management, Strategic Management, Human Resource, IT, Corporate Social Responsibility (CSR), E-governance, Special Economic Zones (SEZs), Dollar-Rupee Valuation, etc. The division conducts various in-service training programmes for IAS and other All India Service Officers like Indian Forest Service and Indian Police Service. IIFT is nodal institute for conducting 9-month residential training programmes for the Indian Trade Service Probationers. Besides, the Institute also conducts training programmes for the Officer Trainees of Indian Revenue Service, Indian Foreign Service, Indian Economic Service, Indian Statistical Service, etc.



The specialized capacity building programmes in the areas of Organization Development & Institution Building and soft skills have been conducted for ITI Principals and Employment Exchange Officers spread across the country. The Institute is also conducting a series of online certificate programmes on “Export Import Business” for exporters and entrepreneurs spread across the country under Niryat Bandhu Scheme of Govt. of India. So far, more than 700 exporters and entrepreneurs have been provided training under the scheme.

The division also conducts the following diploma and certificate programmes through hybrid mode for working executives:

- (i) Executive Post Graduate Diploma in International Business (VSAT).
- (ii) Executive Post Graduate Diploma in International Business Strategy.
- (iii) Post Graduate Certificate Programme in International Business & Finance.
- (iv) Certificate Programme in Export and Import Management.

### **International Collaborations & Capacity Development (ICCD) Division**

The International Collaborations & Capacity Development (ICCD) Division of IIFT plays an important role in the Institute through establishing academic ties with domestic and international universities/institutions to enable joint training and research programmes. Student and faculty exchange is an integral part of the academic collaborations. The Institute, by obtaining membership of renowned domestic and international institutions further consolidates the academic cooperation. The division also focuses on faculty development by facilitating the participation of faculty in National and International training programmes and conferences.

### **Graduate Studies Division (GSD)**

The Graduate Studies Division of the Institute is the nodal division for full time/long duration programmes. The division processes the admission to all these programmes, besides providing administrative and academic support. It is the responsibility of the division to ensure smooth conduct of the programmes in coordination with all stakeholders, viz. faculty, students and all others concerned.

The Institute invited applications for admission to MBA (IB) 2017-19, its flagship programme. About 52 thousand applications were received for 350 seats spread across Delhi and Kolkata. A common test was administered in 20 cities. The other programmes of the Institute also get encouraging response from corporate and Government sectors.

### **Research Division**

Research holds great significance in the growth of the Institute as it provides a strong pervasive interface between creation of knowledge and training. It has developed substantial consultancy capacity in analyzing international business scenario and developing appropriate corporate strategies. The Institute has also been successfully bidding for both national and international projects. The Research Division keeps organizing crucial national and international conferences on contemporary themes from time to time, which brings together eminent resource persons both from multilateral bodies, government sector and renowned academic institutions. The Ph.D. Programme offered by the division is immensely well-acclaimed.

### **Centre for WTO Studies**

The Centre for WTO Studies at the Institute is a research unit with interest in trade in general and WTO in particular, apart from functioning as a permanent repository of WTO negotiations-related knowledge and documentation. It has been regularly called upon by the Government of India to undertake research and provide independent analytical inputs to help it develop positions in its various trade negotiations, both at the WTO and other forums such as Free and Preferential Trade Agreements (FTAs/PTAs) and Comprehensive Economic Cooperation Agreements (CECAs). Additionally, the Centre has been actively interfacing with industry and government units as well as other stakeholders through its Outreach and Capacity Building Programmes by organizing various events, thereby acting as a platform for consensus-building between stakeholders and policy-makers.

The activities undertaken by the Centre for WTO Studies seek to achieve three broad objectives: (i) to assist India’s trade negotiators and policy-makers in participating effectively in the WTO and at the related multilateral trade

negotiations; (ii) to enhance the understanding of key trade issues among stakeholders through outreach and dissemination activities; and (iii) to develop capacities within India and in other developing countries for analyzing WTO and other trade-related issues through training programmes.

Detailed research by the Centre strengthens the capacity of the Department of Commerce to participate effectively in the WTO work programme and some of FTA negotiations. Under the Indian Technical and Economic Cooperation programme of the Ministry of External Affairs, the Centre organized four international training programmes on different aspects of WTO Agreements. Ninety-one officials from developing countries were trained in these four international training programmes.

The Centre organized three important international conferences with participation from leading international experts. *First*, the Centre organized an international conference on WTO Dispute Settlement Mechanism. This conference witnessed participation from leading experts from different countries and international institutions. *Second*, the Centre organized an international conference on Trade Remedies. Heads and other officials from Anti-Dumping investigating authorities from Asian countries and Australia, Brazil, Canada, EU, and the USA discussed current practices and emerging issues in the area of trade remedies. *Third*, the Centre organized an international conference on issues related to bio-piracy under the Convention on Bio-Diversity and TRIPS Agreement. This is a crucial issue for India and many other developing countries. Leading authorities on IPR issues from 11 countries deliberated upon this issue and discussed the way forward at the WTO.

The Centre for WTO Studies partnered with various inter-governmental organizations, including WTO, UNESCAP, and Commonwealth and organized conferences, seminars and workshops on WTO and other issues related to international trade.

### Centre for MSME Studies

IIFT's Centre for Micro, Small and Medium Enterprises (MSME) Studies aims at providing continuous support to the MSME sector by carrying out activities which can broadly be classified 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. The training programmes are being conducted in various areas of international business such as international marketing, trade operations and logistics, international finance, WTO related issues, documentation and trade facilitation measures, entry level strategies, etc. At international level, the Centre has collaborated with renowned institutes located in South-East Asia, Europe and Africa.

Two major achievements of the Centre have been a successful launch of dedicated MSME Centre at Shimla, Himachal Pradesh and establishment of an incubation centre to promote and innovate business ideas having commercial viability and connect them to foreign market.

### Centre for International Trade in Technology (CITT)

The Centre for International Trade in Technology (CITT) at the Institute operates with the objective of actualizing India's potential in technology trade and addressing some of these institutional complexities. As it is well recognized that building up of technology trade requires sustained efforts over a period of time before any tangible results could be expected, the CITT envisages to synthesize the roles of active players in international technology trade, especially those of Ministry of Commerce & Industry and Ministry of Science & Technology. The Centre regularly undertakes research projects in the area of FDI and technology transfer, technology financing and other related issues.



### IMPORTANT MEETINGS

*During the year, three meetings of the Board of Management on 27 May 2016, 12 August 2016 and 13 February 2017; two meetings of the Finance Committee on 22 June 2016 and 19 July 2016 were held.*

## IIFT KOLKATA CENTRE

The Kolkata Campus was spurt with activities in all the fronts during 2016-17. Apart from the routine regular programmes for full time and executive batches, the campus has increased its reach on MDPs and depth on its Research.

Several MDPs were conducted at campus and many faculties were also involved in MDPs beyond the campus. Unconventional MDPs marked a new beginning of Kolkata Campus with the introduction of customized MDPs for big corporates like Tata Steel, RIL, etc. Also the faculty conducted MDPs in new areas like Trade Analytics, Big Data, etc. We continued catering to our regular clients like DGCI&S, Export Promotion Councils and Industry Associations.

The depth of research from the campus has increased in terms of client based projects and also participation of faculties in overseas seminars, conferences and training programmes. Sixty per cent of the Kolkata faculty have attended conferences, seminars, etc. on invitation to present papers overseas.

Similarly, in the client-based research, the campus has contributed towards development of policies regarding logistics and transaction cost to the Ministry of Shipping through National Shipping Board, Export Strategy Document for different states and restructuring inputs for bodies like Ports, Trade Associations, etc. The research study from campus ensured full engagement with client rather than desk-based study which involved Focus Group Discussions, Stakeholder Interactions, and pre & post project presentations. The faculty have also published papers in International Journals and authored books with reputed publishers.

To remain socially active, both faculty and students undertook activities by supporting NGOs in their activity and also helping industry associations by providing useful inputs to their members who are predominantly small enterprises. This year the campus has embarked on a structured support towards the Minorities with the help of West Bengal Minority Development and Finance Corporation to effectively engage them in International Business.

This year the campus for the first time has hosted two conferences, namely Partnership for Economic Policy (PEP) National Policy Conference and Fifth International Conference on Empirical Issues in International Trade and Finance (EIITF) in its own premises which has completed the earlier void of non-availability of infrastructure for holding such international events.

In order to engage the other stakeholders effectively, the campus has conducted a Management Teachers' Programme for teachers of other institutions under the aegis of Strategic Management Forum. It has also engaged the Alumni throughout the year, through weekend interactions, lectures and the regional meet.

The students also have effectively contributed in taking IIFT to different forums through their participation in B-Plan Competitions, Case Study Competitions, Quizzes and other sport events and brought laurels to the Institute. The following are some of the noteworthy prizes won by the students.

1. National Winner, Yes Bank Transformation series 2016.
2. Regional Winner (East Region), StockMIND Season IV, organized by ICICI Direct Centre for financial learning.
3. Runners Up in Inter College Football Tournament organized by IIM Calcutta during their annual fest Carpe Diem.
4. National Winner, AIRTEL iCreate: Case Study Competition by Airtel.
5. OPJEMS Scholarship Awardees: Prestigious merit-based scholarship for excellent academic performance and leadership skills awarded to only the top 20 MBA students across India each year.
6. National Winner, PINNACLE 2016: Case study competition by Aditya Birla Fashion and Retail Limited (Prize money ₹1 lakh).
7. National 2nd Runner Up in Financial Literacy Quiz 2016 organized by National Institute of Securities Market and Birla Sunlife Mutual Fund.
8. National Runner Up in TACTICA (an operations simulation challenge) PURVODAYA organized by IIT, Kharagpur.

The landmark event Vivaan 2016 of the student body of the campus brought many Industry leaders on a 2-day event focusing on Contemporary Business issues. This year they have also hosted the Model United Nation in the campus which saw teams participating from across the country and address by the Chief Guest, Raghunandan Mody, Chairman of The Rasoi Group.

## Education and Training

### FOUNDATIONAL PROGRAMMES

The following programmes are being/were conducted by Graduate Studies Division during 2016-17:

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

The two-year full-time MBA (International Business) 2016-18 (31st batch) commenced on 1 July 2016. One hundred and seventy-one students were admitted at Delhi Campus and one hundred and nine students were admitted at Kolkata Campus on the basis of an All-India selection process comprising written test, group discussions, essay writing and interviews.

#### 2. Two year Six months Weekend MBA (International Business)

The 17th batch of two year six months weekend MBA (International Business) 2016-19 at Delhi Campus for working executives started on 9 July 2016. Forty-three participants were admitted to the Programme on the basis of essay writing, group discussions and interviews.

#### 3. Executive Post Graduate Diploma in International Business (EPGDIB)

Executive Post Graduate Diploma in International Business (2016-18) commenced on 20 September 2016

with eighty-two participants from corporate sector, export promotion & service institutions/organizations and government departments.

#### 4. Executive Post Graduate Diploma in International Marketing (EPGDIM)

The seventh batch of Executive Post Graduate Diploma in International Marketing (2016-18) started on 20 September 2016 with twenty-one participants from corporate sector predominantly companies in the B2B segment of the industry and aspiring for higher level of responsibilities in the International Marketing function.

#### 5. Executive Post Graduate Diploma in Finance (EPGDF)

The seventh batch of Executive Post Graduate Diploma in Finance (2016-18) started on 20 September 2016 with sixteen participants from corporate sector, financial institutions / organizations and government departments.

#### 6. Certificate Programme in Export-Import Management (CPEIM)

Certificate Programme in Export-Import Management (January–April 2017) commenced on 14 January 2017. Thirty-one participants joined the Programme.

### PROGRAMMES CONDUCTED BY GRADUATE STUDIES DIVISION (GSD) DURING 2016-17

S. No.	Programme	Venue	Dates/ Duration	No. of Participants
1	MBA (International Business)	IIFT Delhi	2015-17	156
			2016-18	171
		IIFT Kolkata	2015-17	104
			2016-18	119
2	MBA (International Business) Weekend	IIFT Delhi	2014-17	37
			2015-18	38
			2016-19	43
		IIFT Kolkata	2015-18	14
3	Executive Post Graduate Diploma in International Business (On Campus)	IIFT Delhi	Sept. 2015–Feb. 2017	90
			Sept. 2016–Feb. 2018	82
4	Executive Post Graduate Diploma in International Marketing	IIFT Delhi	Sept. 2015–Feb. 2017	26
			Sept. 2016–Feb. 2018	21
5	Executive Post Graduate Diploma in Finance	IIFT Delhi	Sept. 2015–Feb. 2017	09
			Sept. 2016–Feb. 2018	16
6	Certificate Programme in Export-Import Management	IIFT Delhi	Jan.–April 2017	31

# Management Development Programmes

During the year 2016-17, MDP Division has conducted 43 programmes for Managers and Executives of various levels. Out of these, 9 programmes were open for all sectors, 21 sponsored programmes for Government Officers (including in-service training for IAS and other all India Services Officers, IFS, IRS, ITS) and Executives of PSUs/Private Sector. Besides, 4 long duration courses were delivered via hybrid mode and 9 online MDPs (under Niryat Bandhu Scheme) were conducted. A total of 1,246 participants benefited from these programmes.

## CATEGORY-WISE PROGRAMME DETAILS

S. No.	Type of Programme	No. of Programmes	No. of Participants
1.	Open Programmes	9	159
2.	Sponsored Programmes	21	582
3.	Hybrid Long Duration Programmes	4	152
4.	Online MDPs (Niryat Bandhu)	9	353
	<b>Total</b>	<b>43</b>	<b>1,246</b>

## I. OPEN PROGRAMMES

### 1. Import Procedure Documentation and Finance: Step by Step Approach

*A five-day MDP on Import Procedure Documentation and Finance: Step by Step Approach was held during 23-27 May 2016.*

**Programme Contents:** Getting Started in Import Operations–Step by Step; Leveraging Cost Effective Import Payment Mode; Import L/C–Process and Techniques for Cost Reductions; Import Financing Schemes in India; FEMA Guidelines for Import Operations; Negotiating Import Contracts – Legal Frameworks & Contemporary Practices; Leveraging INCOTERMS for Import Operations; Understanding Documentation for Import Operations; Logistics Management for Import Operations; Currency Risk Management for Import Transactions; Transit Risk Management for Import Operations; Custom Clearance Procedure for Import Cargo; Leveraging Advance Authorization/ Duty Free Import Authorization and EPCG Schemes for Imports of Inputs & Machine.

*Fourteen participants attended the programme.*

### 2. Export Procedure Documentation and Finance: Step by Step Approach

*A five-day MDP on Export Procedure Documentation and Finance: Step by Step Approach was held during 1-5 August 2016.*

**Programme Contents:** Getting Started in Export-Import–Step by Step; Designing Cost Effective Trade

Supply Chain Strategy; International Payment System with Focus on Payment under L/C; International Payment System & Implications of UCP 600; Introduction to 21st Century Hybrid Payments Method; Currency Risk Management Strategies –Indian Perspective Case Study; Commercial Documentation for Foreign Trade–Preparation & Handling; Regulatory Documents in Foreign Trade–Preparation & Handling; Leveraging INCOTERMS 2010 in Trade Transaction; Duty Drawback; Export Incentives & Benefits; Custom Clearance of Export Cargo; Custom Clearance of Import Cargo; Cargo Insurance–Policy & Claim Procedure; WTO & Global Trade Policy; Currency Risk Management Strategies for Corporate–Case Study; Foreign Currency Loan Schemes for Exports & Imports–Cost Reduction Approach Discussion on Financial Unlayering of Export Chain; Export Credit Guarantee Schemes for Managing Credit Risks, etc.

*Eighteen participants attended the programme.*

### 3. Business Analytics in a Big Data World

*A three-day MDP on Business Analytics in a Big Data World was held during 21-23 September 2016.*

**Programme Contents:** Business Analytics in a Big Data World–An Overview; Introduction to Software Packages I–Descriptive Analytics–OLAP & RFM; Introduction to Software Packages II–Market Basket Analysis; Introduction to Software Packages III–Classification Techniques; Models for Segmentation and Positioning; Role and Applications of Inferential Statistics in Business Analytics;

Predictive Analytics–Regression Model Building and Deployment; Analytics for Product Development and Pricing Strategy; Nonlinear Statistical Models and Logistic Regression; Case Study 1: Application of “Big Data” in Credit Risk Modelling; Case study 2: Nonlinear Statistical Models and Its Applications to Diffusion of Mobile Telephony in India; Forecasting Techniques, etc.

*Nineteen participants attended the programme.*

#### 4. International Payments & Currency Risk Management Strategies–Corporate Perspective

*A two-day MDP on International Payments & Currency Risk Management Strategies–Corporate Perspective was held during 17-18 October 2016.*

**Programme Contents:** Discussion on Valuation of Foreign Currencies and Its Implication on Profitability, Cash Flows, Cost & Competitiveness of Indian Companies. Currency Fluctuation & Effect on International Business; Understanding Mechanism of Forex Markets and Quotation of Merchant Rates to Corporates. Understanding Currency Risk Management and Dynamic/Role of Forex Derivatives in Hedging Currency Exchange Risk; Understanding and Learning from Leaders and Main Players of Main Indian Economic Sectors, IT, Pharma & Auto in the Technical Area of Currency Risk Management Strategies, etc.

The programme contents also included Developing Appropriate Hedging Techniques for Indian Company to Manage Short, Medium and Long Term Exposures. Understanding Guidelines of RBI & FEDAI relating to Hedging the Currency Risk by Corporate, etc.

*Thirteen participants attended the programme.*

#### 5. Export-Import Management

*A three-day MDP on Export-Import Management was held during 15-17 November 2016.*

**Programme Contents:** Starting Export-Import & Availing Incentives; Management of International Payments–Letter of Credit & Implications of UCP-600; Valuation of Foreign Currencies & Risk Management Strategies–Export Import Transaction; Commercial Documents in Foreign Trade– Preparation & Handling; Regulatory Documents in Foreign Trade–Preparation & Handling; Developing INCOTERMS in Sales Contract; Promoting Exports through WTO Compliant Foreign Trade Policy; Customs Clearance of Export & Import Cargo; Duty Drawback & Other Tax Neutralization Schemes; Anti-Dumping Investigations: Practices.

*Twenty participants attended the programme.*

#### 6. Analytics for Starters

*A two-day MDP on Analytics for Starters was held during 17-18 November 2016.*

**Programme Contents:** Decision Making Context & Overview of Tools; Data Analysis & Visualization Tools; Statistical Concepts; Decision Modelling; Applications for Simulation and Data Analysis; Network Analysis; Data Mining Concept; Data Preparation for Mining Using Data Miner for Pattern Analysis.

*Twenty-four participants attended the programme.*

#### 7. Logistics Management for International Business Development

*A three-day MDP on Logistics Management for International Business Development was held during 5-7 December 2016.*

**Programme Contents:** Understanding Global Logistics Operations; Modal Choice for Global Logistics Operations; Custom Clearance Procedure for Imported Cargo; Global Maritime Operations–Liner Shipping & Freight Practices; Global Maritime Operations–Tramp Shipping & Chartering Clauses; Air Transport in Global Trade Logistics; Unitization; Palletization, Dry Ports & Containerization in Logistics; Increasing Importance of Integrated Logistics/ 3 PL & Logistics Sub System Elements; Multimodal Transport: Opportunities & Challenges in India; Incorporating INCOTERMS 2010 for Logistics Operations; Maximizing the Use of Warehousing in Logistics Operations, etc.

*Eleven participants attended the programme.*

#### 8. Export Import Management

*A three-day MDP on Export Import Management was held during 2-4 March 2017 at Mumbai.*

**Programme Contents:** Enabling Trade & Business: India in the Global Context; Export Import Documentation & Other Formalities; Commercial Documentation & their preparation; Regulatory Documentation & their preparation; Foreign Trade Policy–Incentives, Advance Authorization, DFIA, EPCG; Understanding INCOTERMS 2010 for EXIM Operations; Duty Drawback & Claim Procedure; International Payment Management & Implications of UCP 600; Export Finance Schemes in Rupees and Foreign Currencies–Cost Reduction Approach; How to Make Export Finance Chain Efficient & Effective–More Export Business with Less Money; Understanding Change in Valuation of Future Currencies and Protection of Profit Margins; Challenges for Indian Exporters in the context of WTO Compliance.

*Twenty-two participants attended the programme.*

### 9. Export Market Opportunity and Threat Assessment

A two-day MDP on Export Market Opportunity and Threat Assessment was held during 9-10 March 2017.

**Programme Contents:** Trade Databases and Applications; Trade Indices; Market Opportunity Assessment; Export Market Barriers; Introduction to WITS-SMART; Applications in WITS-SMART, etc.

*Eighteen participants attended the programme.*

## II. SPONSORED PROGRAMMES

### A. Training Programmes for Government Officers

#### 1. 9 Months Training Programme on International Trade & Business for the ITS Probationers

The comprehensive training of nine months was divided into three terms which provided the officers in-depth knowledge of Business Economics, Indian Economy, IT Applications in Public Organization, Human Resource Management in Public Organization, International Marketing, Communication Skills & Interpersonal Relations in Public Organization, International Business Taxation, MSMEs in India: Issues, Challenges & Policy Framework, International Business Negotiations, Managerial Behaviour in Public Organization, International Economics, WTO in the context of Global Business Environment, International Trade Operations, Foreign Trade Policy & Foreign Trade Development & Regulation Act,



ITS Probationers attending Training Programme at IIFT are seen with Shri Pranab Mukherjee, then Hon'ble President of India at Rashtrapati Bhavan.

Supply Chain and Logistics Management: Enhancing Trade, Ethics at Work, International Finance, Trade Analytics, Global Sourcing & Market Identification, etc.

Under the programme, ITS probationers were also attached to various industries, Government Departments including Parliament and a special interaction with Hon'ble President of India at Rashtrapati Bhawan.

*Five ITS probationers attended the 9-month programme at IIFT-Delhi Campus during 28 December 2015 to 30 September 2016.*

#### 2. Organizational Resources and Processes for Officers of NTRO

*A two-day Training Programme on Organizational Resources and Processes for the Officers of NTRO was held during 22-23 April 2016 at IIFT New Delhi.*

**Major contents were:** Leadership in Service Organization; Performance Management and Service Excellence; Sustaining Organizational Quality, Standards, and Accountability; Organizational Strategy Execution and Policy Implementation; Assessment and Development in Service Organization; Emotional Intelligence at Workplace; Organizational Communication, Change and Culture; Team Building and Organization Performance; Interpersonal Relationship and Cross Functional Transaction, etc.

*Sixteen Officers of NTRO attended the programme.*

#### 3. Training Programme for Coir Exporters

*At the behest of Coir Board, Ministry of MSME, Govt. of India, three programmes on Export Management Skills for Coir Exporters were conducted with following details:*

S.No.	Dates/ Venue	Participants
1.	10-12 June 2016 Pollachi	43
2.	14-16 June 2016 Madurai	33
3.	5-7 September 2016 Guwahati	35

The programmes covered Highlights of Foreign Trade Policy 2015-20; Zero Cost Approach to Identify New Markets & Products Segments for Coir Exporters; Trade Fair Management for Coir Products; Processing of Commercial Documents–Cost Cutting & Compliance Approach for Coir Exporters; Understanding Export Incentives & Benefits for Coir Exporters; International Payment Management & Implications of UCP 600–Coir Exporters; Export Finance Schemes in Rupees and Foreign Currencies–Cost Reduction Approach, etc.

The contents also included How to Make Export Finance Chain Efficient & Effective–More Export Business with Less Money; Understanding Change in Valuation of Future Currencies and Protection of Profit Margins for Coir Exporters; Duty Neutralization Scheme for Coir Exporters; Leveraging INCOTERMS in Export Transactions–Cost & Responsibilities Sharing.

**4. MDP for the Executives of MP Hastshilp Ewam Hathkargha Vikas Nigam Ltd.**

*A three-day MDP on Export Procedure and Documentation for the executives of MP Hastshilp Vikas Nigam was held at Bhopal during 14-16 July 2016.*

The programme covered topics on Getting Started in Export Business; Product Identification for Export; Processing of Regulatory Documents; Processing of Commercial Documents; International Payment Methods; Export Finance Schemes in Rupees and Foreign Currencies–Cost Reduction Approach; How to Make Export Finance Chain Efficient & Effective–More Export Business with Less Money; Understanding Change in Valuation of Future Currencies and Protection of Profit Margins–Handicraft Exporters; Role of ECGC in Export Credit Management; Leveraging INCOTERMS in Export Transactions–Cost & Responsibilities Sharing.

*Twenty-nine Executives of MP Hastshilp Ewam Hathkargha Vikas Nigam attended the programme.*

**5. Training Programme for the Indian Revenue Service (Customs & Central Excise) Probationers (at NACEN, Faridabad)**

*A three-day Training Programme on International Trade & Convention for the Indian Revenue Service probationary officer trainees was conducted by IIFT during 16-26 August 2016 at NACEN, Faridabad.*

The main focus of the programme was to provide insight into Contemporary Issues in International Business; Application of Trade Analytics in Trade Policy Making; Open Economy Macro Economy; Recent Economic Crises: Implication for Developed & Developing Countries; Indian Economy: Countering Negative Perceptions/Sentiments; Challenges for India in the Context of Enabling Trade; Theories of International Trade–Classical and Modern; Significance of Trade Policy for India/Analysis of Trade Policy Tools (Tariffs); Global Political Economy and Economic Diplomacy; Negotiations on Trade Facilitation.

The programme contents also included Overview of WCO & Conventions Relating to Procedures & Facilitation; Conventions on Customs Cooperation–Nairobi and Johannesburg Convention; Bilateral Customs Cooperation Agreements – Overview and India’s Experience; International Trade Payment Methods and Use of Letter of Credit; Foreign Currencies Exchange Risk Management – Issues, Implication & Hedging Strategies; Market Identification Process in International Business, International Financial and Commodity Markets; Functioning of International Commodity Markets;

Export Incentives Benefits; International Trade Logistics, etc.

*Eighty-three officers attended the programme.*

**6. Training Programmes for the Officers of APEDA**

*A two-day Training Programme on Enhancing Competitiveness of Agro Export from India for Officers of APEDA was held during 1-2 September 2016 at the premises of APEDA, New Delhi.*

The Programme Contents included Checking the Export Readiness and Exploring Possibilities and Avenues for Exports; Identifying Newer Export Opportunities for Agro Exports; Role of Market Access Issues (Tariff, TRQ, Escalation, Safeguard, etc); Business Implications of Regional Trading Agreements; Procedures and Documentation for Export–Import; Commercial and Regulatory Documents in Foreign Trade: Preparation & Handling; Export Pricing Based on Export Schemes and INCOTERMS; Government Support and Incentives for Indian Agro Exporters; Overview of Customs and Excise Rules/Regulations Covering Export-Import Transactions; Arranging Finance for Agriculture Exports; Doing More Business with Less Money, Price Risk Management in Agro Exports; WTO SPS & TBT Barriers: Impact on Agro Exports from India, Reducing the Possibility of Export Rejections, etc.

*Twenty-nine officers of APEDA attended the programme.*

**7. Training Programmes for the Sr. Officers/Middle Level Officers/Interns of Department of Commerce**

*At the behest of Department of Commerce, Govt. of India, the following three programmes for Interns and other All India Service officers were conducted at IIFT/MOC, New Delhi.*

S.No.	Programme/ Dates	Participants
1.	Basics of WTO and International Trade for the Interns of DoC (14-16 Sept. 2016)	24
2.	Basics of WTO and International Trade for the Sr. Officers (Dy. Secy and above) of DoC (20-23 Sept. 2016)	19
3.	Basics of WTO and International Trade for the Officers (US and below) of DoC (27-30 Sept. 2016)	26



The Main Focus of the Programme was on Overview of WTO and GATT Content; Harmonized System of Trade Classification; Sources of Trade Data (WITS, Trade Map/Tariff Data) and Application of Trade Indices for Analyzing India's Trade Data with Partner Countries; Hands-on Exercises Based on Trade Data; Overview of TRIPS Agreement; Dynamics of RTAs: An Overview of India's RTAs, Rules of Origin and Negative Lists; WTO Provisions on Safeguards and Subsidies; Anti-Dumping Agreement and Dumping Margin Determination; GATT to WTO and Beyond: Challenges for Indian Economy, etc.

The programme contents also included; Dispute Settlement Mechanism: Issues of Concern for India; WTO and Food Security; NAMA Negotiation & Challenges for India; Understanding Procedure & Documentation for Export; Challenges of TRIPS Regime for India; India's Participation in Regional Trade Agreements: Opportunities and Challenges; Application of Trade Analytic Tools for Promoting India's Exports, etc.

#### 8. Training Programmes for Officers/ Scientists of IARI

*Two Training Programmes on Import Management–A Cost Reduction Approach for Officers/ Scientists of IARI was held at IARI premises, Pusa Road, New Delhi.*

The programmes focused on Custom Clearance of Imported Cargo; Payment of Duties on Imported Cargo–Key Precautions for Cost Reduction; Import Payment Settlements; Methods of Import Payments; FEMA Guidelines for Import Transactions; Currency Risks Management for Import Transactions; Documentation in Import Clearance; Leveraging INCOTERMS for Systematic Import Clearances; Role of Custom House Agents (other trade intermediaries) in Imports; Costing of CHA Charges: Components & Rationale; Modal Choices for Import Logistics; Freight Practices for Import Logistics; Understanding Import Process–Preparation and Execution; Documentation for Import Transaction; Air Freight for Import Cargo–Elements of Freight and Freight Practices; Ocean Cargo–Elements of Freight & Charging Methods; Role of Custom House Agent/Freight Forwarder in Logistics; Import Payments Settlement–Due Diligence & Settlement Mechanism; Letter of Credit–Step by Step, etc.

*The programmes held during 7-9 November 2016 and 16-18 November 2016, were attended by 38 and 26 Officers/ Scientists of IARI, respectively.*

#### 9. Training Programme for the Officers of ITPO

*A one-week Training Programme on Global Trade Management for the Officers of India Trade Promotion Organization (ITPO) was held during 16-21 January 2017 at IIFT, New Delhi.*

The programme focused on India's Trade Engagement–In the Global Context; Getting Started in Export Import–Step by Step; Trade Promotion Institutions in India; ATA Carnet–Procedure & Execution; FEMA Compliance for Movement of Goods for Exhibition & Trade Fairs; How to Identify Best Markets for Your Product; Cargo Insurance & Claim Procedure; Customs Clearance Procedure for Internationally Traded Cargo; Regional Trade Agreement and Evolving Global Economic Regime; Exercise on Identifying Products in the Negative List.

The programme also included Trade Fairs and Exhibitions–Appearance, Stall Planning, Etiquettes; Cross Cultural Communication–Etiquettes & Sensitivities; Foreign Trade Policy–Export Incentives & Benefits; Duty Neutralization Scheme for Indian Exporter; Understanding INCOTERMS for International Transportation; Issues in Movement of Internationally Traded Cargo; Trade Databases & Hands-on Exercise based on Trade Data, etc.

*Twenty-five officers of ITPO attended the programme.*

#### 10. Mid-Career Training Programme for DGFT Officers

*A three-week mid-career Training Programme on International Trade & Management for the officers of DGFT was held at IIFT, New Delhi during 6-24 March 2017.*

The programme focused on Unveiling Fundamentals of Interpersonal Relationships; Assessing and Evaluating Personal Attributes; Services Value Chain & Merchandise Linkages; General System of Financial Management; Cross Cultural Management in International Business; Cross Cultural Communication; Understanding the Self and Different Aspects of Interpersonal Behaviour; Learning Styles; Problem Solving & Decision Making; Transactional Analysis; Value Chain Integrations & Production Networks in Asia.

The programme also provided in-depth knowledge about Budget Formulation and Implementation; Emerging Trends in Indian Economy and Trade; Essential of Leadership Styles; Trade Databases: Hands-on Experiences; Recent Global Trade Pattern & India's Opportunities; Challenges of Globalization for Indian Economy; Role of RTAs in India's Trade Promotion; Enhancing India's Export Competitiveness: Role of

FTDOs; E-business Models, Entrepreneurial Challenges and Policy Issues; Electronic Data Interchange and Trade Facilitation – Processes, Challenges and eBRC; Demonetization & Effects on Indian Economy; Growth Through Personal Value System; Filing System, Noting & Drafting; IT Tools for Data Insight & Decision Making; Incentives for Export with Special reference to Foreign Trade Policy; Contract Management; Procurement of Goods and Services; Tariff & Non-Tariff Barriers for Exports, etc.

*The programme was attended by 24 officers of DGFT including Asst. DGFT, FTDOs, etc.*

## 11. Capacity Building Programme for the Assistant Directors (Handicrafts)

*A four-day Capacity Building Programme for Assistant Directors (Handicraft) was held during 15-18 March 2017 at IIFT, New Delhi.*

The programme focused on Overview of Craft Sector; Craft Sector's Contribution to Economy; Geographical Indication Act and its Implementation; Goods and Services Tax (GST); Packaging; E-Commerce & Digital Marketing; Presentation Skills (Verbal Communication Skills); Basics of Design and Trend Forecast; Understanding Financial Matters; Understanding Visual Merchandising, Study of Visual Elements, Visual Ergonomics; Export Procedures (Understanding Exports, Basic Steps for Exporting, Introduction to ITC (HS) Classification, How to Get Export Order, and Export Benefit Schemes in India); Market Access, Sources of Data Analysis (Offline and Online Sources of Data), Data Quality; Popular Information Portals for Trade Data; Digital Payment, etc.

*Twenty-four Assistant Directors (Handicrafts) attended the programme.*

## 12. Training Programme for the KVIC Officers

*A three-day Residential Training Programme for the officers of KVIC was held during 22-24 March 2017 at IIFT, New Delhi.*

The programme focused on Checking Export Readiness of the Participants; Handmade Paper and Paper Products Exports from India: Status and Challenge; Identifying New Product Possibilities for Export of Handmade Paper: Country Case Studies; Cross Cultural Behavior Across International Markets; Participants' Exercise on Identifying Best Markets for Their Product; Trade Documentation for Exports of Handmade Paper: Special Reference to E-commerce Exports; Doing Business in Middle East and Africa; Doing Business in China; Digital Marketing; Branding for KVIC Paper Industry for International Markets; Foreign Trade Policy, etc.

*The programme was attended by 40 KVIC officers.*

## B. Training Programmes for Private Companies

### 1. Training Programmes for the Executives of Maruti Suzuki India Ltd.

*Two Training Programmes for the Executives of Maruti Suzuki India Ltd were held at IIFT, New Delhi with the following details:*

S.No.	Programme/ Dates	Participants
1.	International Trade and Trade Agreements 11-14 July 2016	13
2.	Strategic Thinking & Effective Decision Making 22-23 Nov. 2016	13

The programme on "International Trade and Trade Agreements" focused on Theories of International Trade—Classical and Modern; Analysis of Trade Policy Tools (Tariffs and Non-Tariffs) with Special reference to Automobile Sector; Import and Export Schemes; WTO: Important Agreements and State of Play; Foreign Trade Policy: Basic Concept and Framework; NAMA in WTO Framework; PTA, FTA, Bilateral and Plurilateral Trade Agreements: Strategy and Challenges with Special Reference to Automobile Sector; Trade Defense Measures (Anti-Dumping, Subsidies & Safeguards) with Issues of Relevance for the Automobile Sector; RTA, GATT Art. XXIV & Rules of Origin; Trade Agreements: Inception, Formulation and Implementation with Special Reference to India's Look-East Policy, etc.

The programme on "Strategic Thinking & Effective Decision Making" included the Topics on Understanding Customers, Leveraging Customer Life Cycle, Strategic Objectives and Balanced Scorecard, Choosing Routes to Growth, Long Term Strategic Focus, Identification and Management of Risks and Opportunities, Analyzing Key Performance, Creative Thinking, Identify Linkages Between Objectives and Strategic Choices, Analyze Data for Future Decisions, Measuring Impact of Marketing Decisions, Designing Strategic Intervention Based on Cause and Effect Relationships, etc.

### 2. Training Programme for the Executives of Mitsui Chemicals India Ltd.

*A two-day Training Programme on Trade Terms and Documentation for the Executives of Mitsui Chemicals India Ltd. was held during 18-19 August 2016 at Saket, New Delhi.*

The programme focused on Understanding Trade Documentation Practices–Role & Significance; Regulatory Documentation for Foreign Trade; Commercial Documentation for Foreign Trade; Leveraging INCOTERMS 2010 in Trade Transactions; Understanding Payment Terms for Trade Transactions; Payment Settlement under Letter of Credit; Implications of UCP Provisions for L/C Transaction; Understanding Process and Procedure of Sale on High Sea Transaction.

*The programme was attended by 9 executives of Mitsui Chemicals India Ltd.*

### 3. MDP for the Executives of Coromandel Ltd.

*Training Programmes for the Executives of Coromandel Ltd. were held at Hyderabad with the following details:*

S.No.	Programme/ Dates	Participants
1.	Packaging & Tendering 22-23 Nov. 2016	18
2.	Foreign Trade Policy/ Forex and Market Identification 20-22 Dec. 2016	15

The programme on “Packaging & Tendering” covered topics on Global Logistics Cycle: Stages–Stakeholder-Documents and Challenges; Un-layering Value Chain of Packing Solutions in Maritime Logistics–Packaging, Packing, Unitization, Palletization, Stowage and Containerization; HAZMAT Rules : FIATA & IATA Classification of Internationally Traded Cargo; Compliance of Hazardous Cargo: SOLAS, MARPOL, Environment Law and Consequences of Mis-declaration; Tapping Tendering Business for Agri Exports (Agro Chemicals & Fertilizers); International Sales Contract: Key Conditions and Considerations; Contract Management: Framework for Building Terms and Conditions of Contract.

The contents of the programme on “Foreign Trade Policy/Forex And Market Identification” were Export Incentives/Benefits/Duty Neutralization Schemes in Foreign Trade Policy 2015-20; Leveraging Duty Neutralization Scheme–Advance Authorization & DFIA/EPCG; Currency Risk Management Strategies for Corporate–Case Study; Forex Issues and Ensuring Safe Payment from Volatile Markets; Introduction to 21st Century Hybrid Payments Method; Processing of Duty Entitlement and Exemption Scheme; Duty Drawback &

Claim Procedure; Reference Sources/Database of Different Markets & Countries for Decision Making for Pricing and Other Factors; Contemporary Free Trade Regime–Pros & Cons of Leveraging these FTA Agreements in Various Regions [Simulation: Asean vs CEPA & India-Sri Lanka vs SAFTA], Hands-on Exercise on Databases with Special Focus on China Market; Leveraging MEIS/SEIS Scheme for Agro Products of Coromandel; Understating HS Code-wise Total Incentives/Benefits/Tax Neutralization/COO Benefits for Coromandel Products, etc.

## III. HYBRID LONG DURATION PROGRAMMES

The MDP Division conducted following long duration hybrid programmes (blend of on campus and online modules):

### 1. Executive Post Graduate Diploma in International Business (VSAT) 2015-16

The one-year programme conducted during July 2015-July 2016 was divided into 3 terms with a six-day on-campus module in each term followed by weekend classes through VSAT platform provided by HGEIL, technology partner. The students attended classes online at HCIL’s studios spread across various cities of India.

The programme includes Global Business Environment, Marketing Management, Business Economics, Business Statistics, Management, Management Accounting System, Macro Economics, International Marketing & Research, Supply Chain Management, International Trade Logistics & Documentation, Business Strategy, International Financial Management, WTO & Regional Trade Agreements, International Human Resource Management & Organizational Design, etc.

*Fifty-six participants completed the programme.’*

### 2 Executive Post Graduate Diploma in International Business Strategy 2016-17

*The one-year Executive Post Graduate Diploma in International Business Strategy was conducted during February 2016–February 2017.*

The one-year programme was divided into 3 terms and each term commenced with a six-day on-campus module followed by weekend classes via online mode. The online classes were conducted in collaboration with NIIT, wherein the students attended classes online at NIIT’s studios spread across various cities of India.

The programme covered modules on Macro Economics, Marketing, Management, Business Economics, Business Statistics, HRM, Accounting for Managers, IT, Applications in Management, Global Economic Environment and Policy, International Marketing, Financial Management, Supply Chain Management, International Trade Operations and Documentation, Strategic Management, International Economics, Business Ethics–Seminar Paper, International Business Strategy, International Financial Management, Management of Global Sourcing, International Trade Logistics, Managing Change & Transformation–Seminar Paper, Mergers and Acquisitions, Services Marketing, Sectoral Strategies, Market Access Issues, WTO and Regional Trade Agreements, International Brand Management, Trade Analytics, Cross Cultural Management, Digital Marketing, etc.

*Forty-three participants completed the programme.*

### 3. Post Graduate Certificate Programme in Business Management

*The one-year Post Graduate Certificate Programme in Business Management was conducted during August 2015–August 2016.*

The one-year programme commenced with a three-day on-campus module followed by weekend classes via online mode. The online classes were conducted in collaboration with Talentedge wherein the students attended classes online via their laptop/desktop.

The programme covered Business Economics, Financial Management, Marketing Management, Business Strategy, Global Business Environment, International Trade Logistics and Documentation, International Marketing Management, India's Foreign Trade and Policy, International Trade Logistics, Trade Documentation, Trade Finance, Customs Regulations and EXIM Procedures of India.

*Twenty-nine participants completed the programme.*

### 4. Certificate Programme in Export and Import Management (April–July 2016)

*The four-month Certificate Programme in Export and Import Management was conducted during April–July 2016.*

The programme commenced with a four-day on-campus module followed by weekend classes via online mode. The online classes were conducted by IIFT's Computer Cell, wherein the students attended classes online through their personal computer/laptop.

The programme covered International Marketing Management, India's Foreign Trade and Policy, International Trade Logistics, Trade Documentation, Trade Finance, Customs Regulations and EXIM Procedures of India.

*Twenty-four participants completed the programme.*

## IV. ONLINE MDPs

The MDP Division conducted following MDPs via online mode.

### 1. Online Programmes under Niryat Bandhu Scheme

To provide training to exporters and entrepreneurs across the country, Govt. of India launched Niryat Bandhu Scheme. As a part of the scheme, IIFT has been entrusted with the responsibility of providing training to budding exporters and entrepreneurs across the country. A total 353 participants across the country were trained in the skills of Export Import Business through 9 programmes on the following dates:

#### Programme : Export Import Business

S.No.	Dates	Participants
1.	17 May–13 June 2016	34
2.	20 June–18 July 2016	43
3.	25 July–23 Aug. 2016	50
4.	29 Aug.–26 Sept. 2016	44
5.	17 Oct.–16 Nov. 2016	43
6.	22 Nov.–19 Dec. 2016	36
7.	3–31 Jan. 2017	43
8.	2 Feb.–2 March 2017	32
9.	8 March–6 April 2017	28
	<b>Total</b>	<b>353</b>



MDP on Global Trade Management for the Officers of India Trade Promotion Organization (ITPO) (16-21 January 2017)



MDP on Import Procedure Documentation and Finance, Step by Step Approach (23-27 May 2016)

Strategic Thinking and Effective decision Making - MDP for Maruti Suzuki Limited (22 - 23 November 2016)



Executive Post Graduate Diploma in International Business (EPGDIB) through VSAT Batch 11 (2016-17)

**PROGRAMMES CONDUCTED BY MDP DIVISION DURING 2016-17**
**A. OPEN PROGRAMMES**

S. No.	Programmes	Venue	Dates	Programme Director	Participants
1.	5 Days MDP on Import Procedure Documentation and Finance : Step by Step approach	New Delhi	23-27 May 2016	Dr. Ram Singh	14
2.	5 Days MDP on Export Procedure Documentation and Finance : Step by Step approach	New Delhi	1-5 Aug. 2016	Dr. Ram Singh	18
3.	3 Days MDP on Business Analytics in A Big Data World	New Delhi	21-23 Sept. 2016	Dr. Prabir Kumar Das	19
4.	2 Days MDP on Currency Risk Management	New Delhi	17-18 Oct. 2016	Shri Harkirat Singh	13
5.	3 Days MDP on Export-Import Management	New Delhi	15-17 Nov. 2016	Dr. Areej Aftab Siddiqui	20
6.	2 Days MDP on Analytics for Starters	New Delhi	17-18 Nov. 2016	Dr. O.P. Wali	24
7.	3 Days MDP on Logistics Management for International Business Development	New Delhi	5-7 Dec. 2016	Dr. Ram Singh	11
8.	3 Days MDP on Export-Import Management	Mumbai	2-4 March 2017	Dr. Ram Singh	22
9.	2 Days MDP on Export Market Opportunity & Threat Assessment	New Delhi	9-10 March 2017	Dr. Debashis Chakraborty	18
				<b>Total</b>	<b>159</b>

**B. SPONSORED PROGRAMMES**

S. No.	Programmes	Venue	Dates	Programme Director	Participants
1.	Two Days MDP on Organisational Resources and Process for NTRO	IIFT, New Delhi	22-23 April 2016	Dr. M. Venkatesan	16
2.	Three Days MDP on Export Management Skills for Coir Exporters (Sponsor: Coir Board)	Pollachi	10-12 June 2016	Dr. Ram Singh	43
3.	Three Days MDP on Export Management Skills for Coir Exporters (Sponsor: Coir Board)	Madurai	14-16 June 2016	Dr. Ram Singh	33
4.	Four Days MDP on International Trade and Trade Agreements for Maruti Suzuki India Ltd.	IIFT New Delhi	11-14 July 2016	Dr. Vijaya Katti Co-PD: Dr. Jaydeep Mukherjee	13
5.	Three Days MDP on Export Procedure and Documentation for MP Hastshilp Vikas Nigam	Bhopal	14-16 July 2016	Dr. Ram Singh	29
6.	Eight Days MDP on International Trade and Conventions for IRS Probationary Officers	NACEN, Faridabad	16-26 Aug. 2016	Dr. Debashis Chakraborty	83
7.	Two Days MDP on Trade Terms and Documentation for the Executives of Mitsui Chemicals India Pvt. Ltd.	Saket, New Delhi	18-19 Aug. 2016	Dr. Ram Singh	9
8.	Two Days MDP on Enhancing Competitiveness of Agro Export from India for the Officers of APEDA	APEDA, New Delhi	1-2 Sept. 2016	Dr. Tamanna Chaturvedi	29

### B. SPONSORED PROGRAMMES (contd.)

S. No.	Programmes	Venue	Dates	Programme Director	Participants
9.	Two Days MDP on Export Management Skill for Coir Exporters (Sponsor: Coir Board)	Guwahati	5-7 Sept. 2016	Dr. Ram Singh	35
10.	Two Days MDP on Basics of WTO and International Trade for the Interns of DoC	IIFT	14-16 Sept. 2016	Dr. Debashis Chakraborty	24
11.	Two Days MDP on Basics of WTO and International Trade for the Sr. Officers (Dy Secy. and above) of DoC	IIFT/MOC	20-23 Sept. 2016	Dr. Debashis Chakraborty	19
12.	Two Days MDP on Basics of WTO and International Trade for the Officers (US and below) of DoC	IIFT/MOC	27-30 Sept. 2016	Dr. Debashis Chakraborty	26
13.	Two Days MDP on Import Management – A Cost Reduction Approach for Officers/ Scientists of IARI	IARI, New Delhi	7-9 Nov. 2016	Dr. Ram Singh	38
14.	Two Days MDP on Import Management – A Cost Reduction Approach for Officers/Scientists of IARI	IARI, New Delhi	16-18 Nov. 2016	Dr. Ram Singh	26
15.	Two Days MDP on Strategic Thinking & Effective Decision Making for the Executives of Maruti-Suzuki Ltd.	New Delhi	22-23 Nov. 2016	Dr. Ruppal Walia Sharma	13
16.	Two Days MDP on Packaging & Tendering for the Executives of Coromandel Ltd., Hyderabad	Hyderabad	22-23 Nov. 2016	Dr. Deepankar Sinha	18
17.	Two Days MDP on Foreign Trade Policy/ Forex and Market Identification for the Executives of Coromandel International Ltd., Hyderabad	Hyderabad	20-22 Dec. 2016	Dr. Ram Singh	15
18.	One Week MDP on Global Trade Management for the Officers of India Trade Promotion Organization (ITPO)	ITPO, New Delhi	16-21 Jan. 2017	Dr. Ram Singh	25
19.	Three Weeks Mid-Career Training Programme for the DGFT Officers (Asst DGFTs and FTDOs)	DGFT, New Delhi	6- 24 March 2017	Dr. Debashis Chakraborty	24
20.	Four Days Capacity Building Programme for Assistant Directors (Handicrafts)	New Delhi	15-18 March 2017	Prof. Parul Singh	24
21.	Three Days Programme on Case Study of New Handmade Paper Products and Related issues in reference to Export of Handmade Paper & Products for the KVIC Officers	New Delhi	22-24 March 2017	Dr. Tamanna Chaturvedi	40
				<b>Total</b>	<b>582</b>

## C. HYBRID LONG DURATION PROGRAMMES

S. No.	Programmes	Venue	Dates	Participants
1.	One Year EPGDIB - VSAT (Online) with HUGHES	IIFT, New Delhi and HUGHES Studios at New Delhi and Kolkata	July 2015 – July 2016	56
2.	One Year EPGDIBS (Online) with NIIT	IIFT, New Delhi & NIIT Studios at New Delhi and Kolkata	Feb. 2016 – Feb. 2017	43
3.	One Year PGCPBM with Talentedge	IIFT, New Delhi	Aug. 2015 – Aug. 2016	29
4.	Four Months CPEIM (with IIFT's own online platform)	IIFT, New Delhi	April – July 2016	24
			<b>Total</b>	<b>152</b>

## D. ONLINE MDPs (under Niryat Bhandhu Scheme)

S. No.	Programmes	Dates	Participants
1.	Export Import Management (9 Programmes)	17 May–13 June 2016	34
		20 June–18 July 2016	43
		25 July–23 Aug. 2016	50
		29 Aug.–26 Sept. 2016	44
		17 Oct.–16 Nov. 2016	43
		22 Nov.–19 Dec. 2016	36
		3–31 Jan. 2017	43
		2 Feb.–2 March 2017	32
		8 March–6 April 2017	28
	<b>Total</b>	<b>353</b>	



International Business Strategy - Online Diploma Programme  
Batch 5 (2016)



## Research at IIFT



Fifth Research Conference on Empirical Issues in International Trade and Finance (EIITF), 16-17 December 2016, Kolkata Campus.

### CONFERENCES / WORKSHOPS ORGANIZED BY IIFT

The Institute organized its **Fifth Research Conference on Empirical Issues in International Trade and Finance (EIITF)** during 16-17 December 2016 at its Kolkata Campus. The Conference received wide response from the academia and the policy research community, and a total of 101 papers were submitted by scholars from Universities and Research Institutes from India and abroad. After suitable peer-review process, a total of 71 papers were selected for presentation, 58 papers were scheduled and finally 48 papers were presented at the Conference. These included paper presenters from abroad including renowned universities, from Newcastle, namely University of Connecticut, MECAS Tlemcen University, National University of Singapore (NUS), Louisiana State University, Mercer University and IIMs, IITs, etc.

The Conference was inaugurated by Shri A.K. Bhalla, then Director General of Foreign Trade (DGFT) and Director, IIFT. In his welcome address, along with welcoming all the delegates and participants, he wished this event a great success. The conference comprised “Key Note and Inaugural Address”, “Special Lectures”, “Technical Sessions”, “Policy Forums”, “Book Release”, “Cultural Programme”, Pre-conference and Conference Dinners, etc. Prof. Leila Choukroune, Director, Centre for Social Sciences and Humanities (CSH), New Delhi, the French National Research Centre (CNRS) Unit on South Asia, and Prof. Rajat Acharya, Jadavpur University, were invited for delivering

Special Lectures at the Conference. The Conference schedule accommodated a total of 16 technical sessions, where ongoing research in different areas of international trade and finance were presented. In addition, three Policy Forums on issues of significant contemporary policy relevance, namely: “Ease of Doing Business – Customs, Ports & Logistics Infrastructure”, “Investment Rules and Policy in the Asia-Pacific Region: Current Issues”, “India’s Emerging Leadership, and Future Prospects” and “Impact of BREXIT on India” (in collaboration with Centre for WTO Studies), were organized at the EIITF 2016 Conference.

A book titled *Trade, Investment and Economic Development in Asia*, edited by Prof. Debashis Chakraborty and Prof. Jaydeep Mukherjee was released. The Valedictory Address was delivered by Prof. Rakesh Mohan Joshi, Chairperson (Research), IIFT. During his address, he expressed happiness about success of the Conference and invited the delegates for the sixth edition of the conference to be held at Delhi Campus.

### RESEARCH STUDIES/PROJECTS COMPLETED

The following new Research Projects were undertaken by IIFT during 2016-17:

#### 1. Study of Coir Exports Sustainability in Context of Coir Fibre Scarcity for Product Exporters

India is the largest producer of the coir fibre and coir fibre based products. Coir based products have a wide international market. India is a dominant player in exports of coir fibre and coir products. The coir industry experienced scarcity of coir fibre in the year 2014. This adversely affected the manufacturing sector of the coir industry in Kerala and Tamil Nadu particularly the export oriented production centres. IIFT was assigned to study the issues around this concern by the Coir Board. The terms of reference comprised – Annual production of coir fibre in India; Estimation of the potential for production of coir fibre in India; Estimate the optimum level of utilization of coconut husk for coir industry in the country with State/UT wise breakup; State-wise distribution of defibering units and the production thereof; Estimate the total quantity of fibre required for the industry for export and the domestic market; Any shortfall in the availability of coir fibre in the product manufacturing sector (If so where and to what extent?); Assessment of requirement of coir fibre both for the export oriented production sector and the domestic market; Examine the factors influencing the

cost of production and ways to contain the prices; Examine the need and possibilities of setting up of a Raw Material Bank for the value added production sector; Suggest various steps to develop a plan for utilization of coir fibre produced in the country including exports; Assess the possible impact that may emerge if exports of coir fibre are restricted; Operation of any schemes in the line of Mill Gate Scheme necessary to keep the price level of raw material; Capacity of the processing sector to consume fibre in the event of decline in coir fibre exports; Given the domestic and export requirements, the optimum level of domestic consumption and export; Assessment of the ways to discourage the export of coir fibre without seriously affecting any of the subsectors of Indian coir industry and also to encourage the utilization of coconut husk for the industry; and trade of goods using coir fibre from China to India (quantity and variety of products).

### **2. Development of Export Strategy for Maharashtra**

The Study was conducted on behalf of the Directorate of Industries, Government of Maharashtra. After the liberalization policies of 1991, the Indian economy has made extensive progress in the export sector thus leading to employment generation, speeding up the process of economic development, bringing newer technologies, integrating Indian economy with global economy in general and contributing to the nation's foreign exchange reserves in particular. Maharashtra, which has been the key state in enhancing trade from India, has developed manifold since early nineties and attracted high amount of investments in the industrial and agricultural sectors. Over the years Maharashtra has significantly gained in terms of doing business and attracting investments due to the presence of ports and favourable environment for trade. Several studies have been conducted for the state of Maharashtra in order to understand the nature of industries, factors facilitating business, natural competitive strengths and factor endowments and suitability of business models including sectoral studies, looking at business potential of key sectors. The various studies have however, neglected the issues related to export prospects of different sectors contributing to Maharashtra's economic growth. Therefore, there is a need for conduct of study to assess, appraise and analyze the export prospects of Maharashtra and suggest the strategy for exports to the state. Accordingly, this study is commissioned at request of Directorate of Industries, Government of Maharashtra. The study observes that the export sector of Maharashtra, even after enjoying innate competitive advantages in several sectors such as gems & jewellery, electronic goods, chemicals and pharmaceutical products, agro-processed industries,

vehicles and auto components, cotton, electrical machinery & equipment, etc., requires interventions from the Centre and State for growth, expansion and diversification.

### **3. Study on Development of Export Promotion Strategy for Madhya Pradesh**

The Study was undertaken at the request of Directorate of Industries, Government of Madhya Pradesh. The basic parameters of Madhya Pradesh were Geographical features, population, literacy rate, GSDP, NSDP, installed power capacity, agriculture, industry, etc. A list of products, which have high export potential but are not being exported yet (or being exported in a meagre amount) is obtained through secondary data analysis. Then, there has been a discussion on such products about their trade situation, nature of problems restricting it to be a major export product from MP, some suggestions have been made for improving the numbers and major importers (countries) have been pointed out. In this regard, Foreign Trade Policy 2015-2020 of Central Government has been discussed and areas where State Government support is required have been highlighted. The findings from primary survey (Focus Group Discussions and questionnaire survey from the exporters of Madhya Pradesh) are presented through descriptive means. Some of the service sectors, namely tourism, infrastructure, healthcare, transport, construction and real estate, financial and others (personal, cultural, recreational, consultancy, telecommunication and IT-services) have been discussed to look at their current situation and future prospects. Finally, the recommendations were made based on the secondary research and primary survey findings regarding infrastructure, administrative and fiscal policies to be taken up with the Central and State governments.

### **4. Study on Impact of FTAs on Chemical and Petrochemical Sector**

Chemical and petrochemical industry plays a vital role in the functioning of most of the key sectors of an economy. World has experienced a steep growth in production and consumption of chemical and petrochemical products. India has also witnessed a substantial growth. However, of late, in several products rising imports have become a cause of concern. At present, despite being one of the oldest industries in Indian history, the trade structure reflects as if a lot is needed to enhance the capacity building and to accentuate the efficiency level. This nascent reflection of an already developed chemical and petrochemical industry, primarily due to dearth of raw materials and indispensable intermediates, led to the rise in imports

from across the globe over the years at an unprecedented rate, especially in the petrochemical segment. The issue is more prominent after India signed Free Trade Agreement with number of countries.

In this context, IIFT has been entrusted by the Ministry of Chemicals and Fertilizers to analyze India's trade engagement in chemical and petrochemical sector. The study using a combination of quantitative and qualitative methods has made an attempt to analyze trade structure of chemical and petrochemical products; how far erosion of protection due to duty reduction is pronounced; how resilient is the export performance and presence of India in various FTA partners' economy; and the extent FTA partners are responsible for India's rising imports. It also analyzes the opportunities and challenges for the export through scrutinizing export dynamics especially in terms of competitiveness, export barriers, etc. and provide a generic strategy. The study has holistically analyzed the chemical and petrochemical industry and trade thereof with special reference given to FTA partners.

### 5. Study on Trade Impact of WP.29 on India

Vehicles which are sold and put into service in a country have to meet the regulations and standards of that country. When it comes to trading with other countries, this makes several expensive design modifications, additional tests and duplication of approvals essential. Since 1950s, under the aegis of the United Nations, countries have made attempts to streamline the vehicle regulations and standards worldwide to promote the global trade of vehicles and their components. The UNECE World Forum for Harmonization of Vehicle Regulations Working Party 29 (WP.29) is a major forum to facilitate efforts towards international harmonization of standards and development of technical regulations for vehicles worldwide. WP.29 currently administers three UNECE Agreements, namely: UNECE 1958, 1997 and 1998 agreements. India, with its rapidly growing automotive industry, joined the 1998 Agreement with effect from April 2006.

Ever since India joined WP.29, International Community is seeking its participation in activities of 1958 Agreement as well. WP.29 has taken up task for reviewing provisions of 1958 Agreement and incorporating certain modifications in the Agreement

to accommodate India. The present study assigned by Society of Indian Automobile Manufacturers (SIAM) looks into the 'trade implications' of India's joining the 1958 Agreement. It has made attempts to analyze export and import implications using both quantitative trade data and qualitative information available through interaction with few stakeholders. It first identifies the products which are likely to be impacted if the country joins the Agreement and assesses their trade dynamics in the present scenario, as a member of the 1998 Agreement. To further delve into the impact of joining the 1958 Agreement ex-ante, the study has analyzed the trade and policy dynamics of few countries who are Contracting Parties to the Agreement with varying degrees of regulations applied and has made an attempt to gauge the possible impact by looking at their journey in the last 10 years. The opposite scenario is assessed by analysing the experience of some other countries with economies and automotive industry comparable to that of India but who are not members of the 1958 Agreement. The study next carries out a 'partial equilibrium model' based simulation to assess the possible increase in imports in response to a reduction of barriers in percentage terms. Based on the analysis, the study concludes that though joining 1958 Agreement may contribute towards making the Indian industry a major player in the global market, several concern areas may also arise since the assessed import threat is high while the export advantages of joining the Agreement remain uncertain.

### RESEARCH STUDIES UNDER PROGRESS

In addition to the above, the following Research Projects were in progress during 2016-17:

S. No.	Name of the Project	Sponsors
1.	Preparation of Export Management & Compliance Manual	Hindustan Petroleum Corporation Ltd.
2.	Development of Export Promotion Strategy for Nagaland	Secretary, Industries & Commerce, Govt. of Nagaland
3.	Development of Marketing Strategy for Promotion of Handloom Exports	Handloom Export Promotion Council, Chennai



### Ph.D. PROGRAMME

*Ph.D. 2016 Programme was inaugurated on 28th July 2016. Fifteen (15) candidates have been enrolled for the programme on the basis of written exam and viva-cum-interview. Eight (08) students will be awarded Ph.D. Degree at the Annual Convocation.*

## International Cooperation



MoU Signing between IIFT and Florida International University, USA. (27 October 2016)



Dr Rakesh Mohan Joshi, Chairperson—Research, felicitating Dr Eileen Peacock, Chief Officer-Asia Pacific, AACSB International.

The following were the activities undertaken by the International Collaboration & Capacity Development (ICCD) Division:

### Student Exchange Programme

#### Inbound Students

Eighteen students came to IIFT from different Universities and Institutions under Student Exchange Programme during April 2016 - January 2017.

S.No.	Countries	Universities	No. of Students
1.	France	IESEG School of Management	16
		ESC Rennes School of Business	
2.	Spain	UAM - Universidad Autónoma de Madrid	1
3	Italy	Bocconi University	1
		<b>Total</b>	<b>18</b>

#### Outbound Students

Under the Student Exchange Programme, 22 students from Delhi Campus and 14 students from Kolkata Campus visited the various international universities from January to March 2017.

S.No.	Countries	Universities	No. of Students
1.	France	EM-Strasbourg University	23
		IESEG School of Management	
		Grenoble School of Management	
		SKEMA Business School	
		ESC Rennes School of Business	
2.	Finland	HANKEN-Swedish School of Economics	4
3.	Spain	UAB- Universitat Autònoma de Barcelona	5
		UAM - Universidad Autónoma de Madrid	
4.	Germany	Saarland University	3
		Pforzheim University	
5.	USA	Florida International University	1
		<b>Total</b>	<b>36</b>

## FACULTY DEVELOPMENT

The approved IIFT Faculty Participation for National/International Conferences / Seminars / Training Programmes under Faculty Development Programme during the period April 2016 to March 2017 is given below:

	Conferences	Training Programmes
National	5	4
International	6	2

### Visitors from International Universities

- Ms. Tatjana from DIE, Germany visited IIFT on 6 April 2016. The aim of the meeting was to explore collaboration between IIFT and DIE.
- Dr. Eileen Peacock, Retd. Sr. Vice President and Chief Officer Asia Pacific at AACSB International was invited to deliver a talk and interact with faculty members on 22 July 2016. Dr. Peacock spoke about maintaining high quality of research and showcasing research impact in higher educational institutions. Various challenges Institutes experience during AACSB implementation were also discussed.
- Dr. Sumit Kundu, Professor, Florida University visited IIFT on 29 July 2016 to discuss the details of academic collaborations with IIFT.
- Dr. Surinder Munjal, University of Leeds, UK visited IIFT on 11 August 2016 to explore the possibility of collaboration with IIFT.
- Dr. Kevin Mac Gabhann, Associate Professor and Associate Dean for International Relations and Ms. Dorina Butucel, International Mobility Programme Coordinator from EM Strasbourg Business School, France visited IIFT on 14 October 2016 to evaluate the current student exchange activities between IIFT and Strasbourg and also to pursue activities under research and faculty exchange.
- Prof. Farok J. Contractor, Rutgers Business School, USA was invited by IIFT for a guest lecture on 3 March 2017.

### Memorandum of Understanding

IIFT has established academic ties with domestic and international Universities/Institutes to enable activities such as joint training and research programmes and student/faculty exchange. At present, IIFT has collaborations with 24 Universities/Institutes across the world. Of these Universities/ Institutes, 13 are in Europe, 5 in Asia and 6 in other parts of the world.

#### New MoU Signed in 2016-17

The Institute has signed an MoU with Florida International University, USA on 27 October 2016 for student / faculty exchange and other academic activities.

### International Memberships

The Institute is a Member of the following international institutions:

- The European Foundation for Management Development (EFMD)
- Academy of International Business (AIB)
- International Association of Trade Training Organizations (IATTO)
- The Association to Advance Collegiate Schools of Business (AACSB International)

### National Memberships

The Institute holds membership of the following national institutions:

- Association of Indian Universities (AIU)
- All India Management Association (AIMA)
- The Global Compact Network, India

### International Accreditation

#### AACSB Accreditation

IIFT is in the process of getting AACSB Accreditation and IIFT's iSER (Initial Self Evaluation Report) has been accepted by IAC--Initial Accreditation Committee, AACSB on 9 September 2016. Assurance of learning implementation has been started in various academic programmes to achieve desired learning outcomes.

## International Projects



Dr Satinder Bhatia, Chairperson—IPD, and Shri Sandip Arya, India's High Commissioner in Tanzania, at the Convocation of Off-shore MBA (IB) 2014-16 Batch.

The International Projects Division (IPD) of IIFT has the following main activities:

### 1. Conduct Capacity Building Programmes on International Business in African Countries

Since the year 2008, the Institute has successfully conducted thirty-six Executive Development Programmes on International Business in Thirty-three African Countries, viz Ethiopia, Egypt, Botswana, Namibia, Angola, South Africa, Uganda, Senegal, Rwanda, Burkina Faso, Sudan, Mauritius, Seychelles, Togo, Tunisia, Ghana, Niger, Eritrea, Kenya, Gabon, Tanzania, Madagascar, Djibouti, Cape Verde, Somalia, Gambia, Zimbabwe, Malawi, Burundi, Lesotho, Senegal, Mozambique, and Morocco. These programmes had been customized to the training needs of the countries and were supported financially by the Department of Commerce, Government of India.

IIFT has also received the sanction of ₹20 crore from MEA for organizing 40 more Capacity Building Programmes in the next five years'.

### 2. Off-Campus Programmes Internationally

The Institute is running MBA (International Business) at Dar-es-Salaam in Tanzania, Africa in collaboration

with Institute of Finance Management (IFM) since the year 2001.

New batch of MBA (IB) 2016-18 was inaugurated on 2 May 2016 at IFM, Tanzania with the enrollment of 29 students.

Convocation of MBA (IB) 2014-16 batch was held on 28 September 2016 at IFM, Tanzania. CP (IPD) presided over the function. Eighteen students were awarded MBA (IB) degree.

### 3. Diploma Programme on International Trade for CLMV Countries

MEA has approved ₹3.98 crore for conducting an eleven-month Diploma Programme on International Trade for 60 delegates from Cambodia, Laos, Myanmar and Vietnam (CLMV) countries at IIFT, New Delhi. The programme is likely to commence in April 2017.

### 4. Research Study

IIFT undertook the two months Study on "Israel FTA and the Negotiation Stand for India in the Goods Sector" and submitted the final report to DoC in August 2016.

## Centres of Excellence at IIFT



Inauguration of the MSME Incubation Cell "KITTES" at IIFT. (18 July 2016)

### Centre for MSME Studies

Keeping in view that the MSME sector would continue to play a crucial role in our globalizing economy towards national development, the Institute had set up the MSME Centre in May 2005 in order to provide continuous support to the MSME sector by carrying out activities which can broadly be classified 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. Towards this objective, the Centre has successfully conducted various Capacity Building Programmes and undertaken initiatives on export promotion for MSMEs at national and international level.

At national level, the Centre has collaborated with various Export Promotion Councils towards conducting research projects and consultancy assignments on "Doing Business in Focus Markets" announced under new Foreign Trade Policy 2015-2020. Some of these councils include Export Promotion Council for Handicrafts, Council for Leather Exports, EEPC, etc. In order to widen the reach, the Centre had signed an MOU with CII as a joint initiative with one of the objectives as conducting Short Term Training Programmes on Export Management, with special focus

on first time exporters through conducting Online Sessions on Export Management. The next set of the series is being planned on "Doing Business in Emerging Markets".

The Centre had been successful in establishing Regional MSME Centre at Shimla. This Centre is helping to promote exports from MSME units of the State by maintaining Capacity Development Programmes, Export Advisory Programme, upgradation of trade support services, introduction of "Benefits of Exporting Campaign" targeting potential exporters and Market Information services. Series of Export Awareness programmes had been conducted across 5 districts of the state of HP attended by approximately 300 MSME units. The Centre has created a business intelligence portal serving as trade facilitation portal for the domestic business. Various product and market fact sheets for export potential products of HP have been prepared. The Centre has conducted workshops on "Export Plan Development" for the District Industry Officers towards developing export development strategy for each district of HP.

The Centre has successfully set up a Trade and Technology Incubation Cell with the CSR support from Mitsubishi Corporation of India Private Limited and Metal One India Private Limited. The incubation cell would aim at

nurturing business ideas from amongst IIFT Alumnus and the MSME units towards providing technology solutions aiming at enhancing export competitiveness of the MSME clusters at PAN India and create entrepreneurs at the MSME cluster level by conducting market research, extending consultancy on product and market identification, solving trade related issues, facilitating access to finance, international branding and product development.

### Centre for International Trade in Technology (CITT)

With the primary objective of actualizing India's potential in technology trade and addressing institutional complexities, IIFT has set up the Centre for International Trade in Technology (CITT) with support from the Department of Scientific and Industrial Research, Government of India. Started in 2002, the activities of the Centre are designed to sensitize policy-makers and industry on technology and trade interface issues and opportunities. The Centre has continued its activities related to policy research and capacity building for relevant technology identification, investments and assimilation by trade stakeholders in India.

The Centre worked on two important research projects in the year 2016-17. First study, "Validation of R&D Indicators across Sectors" is aimed at bringing globally recognized monitoring mechanism through measurement of R&D growth in Indian industry. The study assigned in early 2015 by Department of Science and Technology, is currently in progress and likely to be concluded by July 2017. Second project, "Study on Competencies and Organization Structures of the DGS&D for its Transition to Online GeM Platform" sponsored by DGS&D, MoC is also in progress and is likely to be concluded by April 2017. The Centre conducted two workshops on R&D measurement with participants and domain experts from various technology intensive sectors, academia, industry associations and Ministry of Science and Technology. Both workshops were sponsored by Department of Science and Technology.

The Centre also participated in Global Summit on R&D Measurement organized by OECD in Brussels and presented a paper on R&D Measurement Framework in the Summit which was appreciated by the experts and scholars in the Summit.

The Centre contributed in capacity building in technology domain by way of regular e-Newsletter, mentorship and sessions on technology management, technology ventures and innovation across training programmes and courses at IIFT and outside.

### Centre for WTO Studies

The activities undertaken by the Centre for WTO Studies seek to achieve three broad objectives: (i) to assist India's trade negotiators and policy-makers in participating effectively in the WTO and at the related multilateral trade negotiations; (ii) to enhance the understanding of key trade issues among stakeholders through outreach and dissemination activities; and (iii) to develop capacities within India and in other developing countries for analyzing WTO and other trade-related issues through training programmes.

Following are some of the key achievements of the Centre for WTO Studies during 2016-17:

- Detailed research by the Centre in strengthening the capacity of the Department of Commerce to participate effectively in the WTO work programme.
- Some of the faculty members of the Centre participated in the RCEP negotiations.
- Under the Indian Technical and Economic Cooperation programme of the Ministry of External Affairs, the Centre organized four international training programmes on different aspects of WTO Agreements. Ninety-one officials from developing countries were trained in these four international training programmes.
- The Centre organized three important international conferences with participation from leading international experts. *First*, the Centre organized an international conference on WTO Dispute Settlement Mechanism. This conference witnessed participation from leading experts from different countries and international institutions. *Second*, the Centre organized an international conference on trade remedies.



Participants of International Conference on WTO Dispute Settlement. (2-3 May 2016)



Heads and other officials from Anti-Dumping investigating authorities from Asian countries and Australia, Brazil, Canada, EU, and the USA discussed current practices and emerging issues in the area of trade remedies. *Third*, the Centre organized an international conference on issues related to bio-piracy under the Convention on Bio-Diversity and TRIPS Agreement. This is a crucial issue for India and many other developing countries. Leading authorities on IPR issues from 11 countries deliberated upon this issue and discussed the way forward at the WTO.

- In partnership with the World Trade Institute Berne, the Centre organized a one-month Joint Academy on

International Trade Law and Policy for law students and young legal professionals.

- The Centre for WTO Studies partnered with various inter-governmental organizations, including WTO, UNESCAP, and Commonwealth and organized conferences, seminars and workshops on WTO and other issues related to international trade.
- Several eminent international experts on international trade delivered Trade Talks at the Centre.
- The Centre assisted the Department of Commerce in some of the WTO disputes involving India.



Smt Rita Teatota, Commerce Secretary, is seen with participants of International Conference on Issues related to Bio-Piracy under the Convention on Bio-Diversity and TRIPs Agreement. (15-17 March 2017)



Participants of Specialized Course on Trade Remedies under WTO, TRIMS, WTO Disputes and RTAs. (21-30 November 2016)

**MEETINGS ORGANIZED BY CENTRE FOR WTO STUDIES DURING 2016-17**
**INTERNATIONAL**

S. No.	Activity	Partner Institution	Date
1.	International Conference on WTO Dispute Settlement: Between Honest Admiration and Candid Criticism	UNESCAP	2-3 May 2016
2.	Building Capacity on Improving Competitiveness around Emerging New Issues in Trade Agreements Nairobi, Kenya	Commonwealth Secretariat	11-12 May 2016
3.	Standards Conclave	DoC, CII, QCI	23-24 June 2016
4.	Linking LDCs into India's Global Value Chains	Commonwealth Secretariat	29-30 June 2016
5.	Specialized Course on WTO for Policy Makers and Trade Negotiators from Central Asian Countries	ITEC	19-28 Sept. 2016
6.	Regional Anti-dumping Workshop for Asian Investigating Authorities	WTO	3-5 Oct. 2016
7.	Seminar on Brexit: Prospects for India-UK FTA	Commonwealth Secretariat	8 Nov. 2016
8.	Specialized Course on Trade Remedies under WTO, TRIMS, WTO Disputes and RTAs	ITEC	21-30 Nov. 2016
9.	IIFT International Conference on Empirical Issues in International Trade and Finance		16-17 Nov. 2016
10.	Policy Forum on Brexit		17 Dec. 2016
11.	Specialized Training Programme on Emerging Issues in WTO and International Trade	ITEC	9-18 Jan. 2017
12.	Specialized Training Programme on Select WTO Issues: Agriculture, Services, TRIPS and RTAs	ITEC	6-15 Feb. 2017
13.	WTO @ 20 International Conference	WTO Secretariat, NLU Delhi	16-18 Feb. 2017
14.	International Conference on TRIPS – CBD Issues		15-17 March 2017

**NATIONAL**

15.	Workshop on Anti-dumping Issues	DoC	6 May 2016
16.	Joint Academy on International Trade Law and Policy	World Trade Institute, Berne	23 May-17 June 2016
17.	Trade Talk - Expiry of Article 15 of China's Accession Protocol Speaker: Mr. Jan Bohanes, ACWL, Geneva		25 May 2016
18.	Trade Talk - Climate Technologies: Development and Diffusion? Speaker: Ms. Jayashree Watal, Counsellor, WTO		31 May 2016
19.	Trade Talk - SPS and TBT in TPP: Abbreviated or Expanded Protection for You and Me? Speaker: Prof. Arthur Appleton, Founding Partner, Appleton Luff, Geneva		2 June 2016
20.	Trade Talk - TPP, TTIP, RCEP and the future of the world trading system? Speaker: Prof. Gary Horlick		7 June 2016
21.	Trade Talk - Data Protection à la Europe and International Law: What about Big Data? Speaker: Prof. Krista Schefer, University of Basel		14 Jun 2016
22.	Trade Talk IPR, Technology Issues and WTO Regulatory Regime Speaker: Mr. Santanu Mukherjee, Partner, Luthra and Luthra		16 June 2016
23.	Training on CGE Modelling for Policy Makers	DoC	11-13 July 2016
24.	Conference on Services, Investment and Global Value Chains		28-29 July 2016
25.	5th International Conference on WTO, Trade and Agriculture: Issues and Challenges for Developing and Least Developed		20-21 Oct. 2016
26.	Functional Reorganization of Department of Commerce- meeting with Export Promotion Councils	FICCI	11 Nov. 2016
27.	Capacity Building Programme on WTO, Agriculture and Trade Negotiations: Policy Implications	State WTO Cell, Department of Agriculture, Odisha	30-31 Jan. 2017
28.	Workshop on Standards for Policy Makers	NABCB, QCI, DoC	2 Feb. 2017
29.	Workshop on Trade Facilitation in Services	FICCI and DoC	21 Feb. 2017

**RESEARCH UNDERTAKEN BY THE CENTRE FOR WTO STUDIES AND PUBLICATIONS  
OF ITS FACULTY AND STAFF DURING 2016-17**

S. No.	Title
<b>AGRICULTURE</b>	
1.	The WTO and Food Security: Implications for Developing Countries - Book published by Springer
2.	WTO and Domestic Support under US Farm Act 2014: Implications for Developing Countries. Book chapter in Revisiting Agricultural Policies in the Light of Globalization Experience: The Indian Context: edited by Dinesh Marothia, Will Martin, A. Janaiah and C.I. Dadhich
3.	Impact of Commitments under the WTO on Indian Agriculture. Book chapter in Agriculture in the Age of Globalization: edited by Dr. Savita Bhagat
4.	Agricultural Input Subsidy in Haryana. Book chapter in Indian Agriculture: Performance, Growth and Challenges: edited by Parmod Kumar and S. Mohanakumar
5.	WTO and Food Security In Developing Countries: Unfair Provisions. Book Chapter in Trade, Investment and Economic Development in Asia: edited by Debashis Chakraborty and Jaydeep Mukherjee
6.	Trade Facilitation in the Commonwealth: An Economic Analysis
7.	WTO and Shrinking Policy Space for Food Security: Issues and Challenges for China
8.	WTO and its implications for India and China: Food security vs Naked Commercial Interest
9.	India's Agricultural Imports: Under the Shadow of Free Trade Agreements
<b>NAMA, SPS TBT</b>	
10.	Mega Trading Blocs: Is Time Ripe for ASEAN-SAARC FTA?
11.	Is Indian Machinery Industry Better Integrated into Global Value Chains vis-à-vis Other Asian Economies?
12.	India's Textiles and Clothing Industry in Global Value Chains and its Linkages with Other Asian Countries
13.	EC's SPS and TBT Notifications on Endocrine Disruptors and Market Access Implications: Case of India's Exports
14.	India's Trade with BRICS and the World: Implications on Skill and Technology Content
15.	ECs Endocrine Disruptors Notifications to WTO and its Market Access Implications: Case of India's Exports
16.	Inputs for Joint Study Group on India-Peru Trade Agreement Report
17.	Outline on LAC Strategies – Based on Merchandise Trade Trends (2003 to 2015)
18.	Inputs on Outline of Rules of Origin in the Context of RCEP Negotiations
19.	US Imports Refusals of Agricultural Products and its Impact on Firm Participation: Case of India's Corporate Firms
20.	Protectionism on the Rise Across the World
21.	Compiled Trade Policy Review questions for six prominent countries like the USA, UAE, China, Singapore, Japan and Mexico
22.	Exploring PTAs to Enhance India's Exports
23.	Note on Implications of GST for Exports
<b>FISHERIES SUBSIDIES</b>	
24.	Review of Fisheries Subsidies Issues in the Context of WTO Rules Negotiations
25.	Research Support for Negotiations on Fisheries Subsidies
<b>SERVICES</b>	
26.	Coherent Approach to Trade and Regulation of Services: Lessons from India
27.	BREXIT and India
28.	Understanding the World Trade Organization, Book chapter in Methods and Applications in Trade Policy Research, Edited by S.K., Mathur, R. Arora, & S. Singh
29.	Accountancy Services Sector in Asia: Case Study of India, Book chapter in Trade, Investment and Economic Development in Asia: Empirical and Policy Issues, Edited by D. Chakraborty and J. Mukherjee
30.	Trade and Investment in India's Legal Services Sector: Understanding the Regulatory Environment, Book chapter in International Trade and Industrial Development in India: Emerging Trends, Patterns and Issues, Edited by C. Veeramani and R. Nagraj
31.	Book review of Trade in Services and Trade Agreements: Perspectives from India and the European Union
32.	Paper on Possible Elements of A TFS Agreement
33.	Concept Note on Trade Facilitation in Services
34.	Factual Inconsistencies in Services Trade Restrictiveness Index (STRI) for India
35.	Inputs on Services for RCEP Negotiations

<b>SERVICES (contd.)</b>	
<b>S. No.</b>	<b>Title</b>
36.	Inputs on Services for India-EFTA FTA Negotiations
37.	Inputs on E-commerce related issues, such as G-20 Papers on Digital Economy, WTO E-commerce Papers, E-commerce and China, etc
38.	Inputs on US Visa Fee Dispute
39.	OECD STRI and India: Does It Really Capture India's Services Liberalization
40.	Analysis of Negotiating Mandate for An Agreement on Trade Facilitation in Services
<b>INTELLECTUAL PROPERTY RIGHTS</b>	
41.	Examining the Cross Cutting Issues in the RCEP Negotiations Especially in the Context of the Annexes Relating to Dispute Settlement & Objectives
42.	Inputs on IPR Cooperation Among BRICS Countries
43.	Inputs on IPR Issues in India EFTA FTA Negotiations
44.	Inputs on IPR issues in RCEP Negotiations
45.	Analysis of the Proposed Guidelines on Patenting of Computer Related Inventions
46.	Analysis of the Proposed IPR Annex of the S&T Agreement between India and US
47.	Background Note for International Conference on TRIPS-CBD Linkages: Issues and Way Forward
48.	Note on BREXIT and Its Impact on IPR Issues
49.	Analysis of Case Related to Misappropriation of Trade Secret
50.	Advisory Note on G 20 Declaration on New Industrial Revolution Action Plan
<b>DISPUTES</b>	
51.	WTO Dispute Settlement at Twenty: Insiders' Reflections on India's Participation, Edited by Das and Nedumpara.
52.	Introduction in Book, WTO Dispute Settlement at Twenty: Insiders' Reflections on India's Participation, Edited by Das and Nedumpara.
53.	Book Review: A History of Law and Lawyers in the GATT/WTO: The Development of the Rule of Law in the Multilateral Trading System (edited by Gabrielle Marceau), Journal of International Trade, Volume 1, 2016.
54.	Journal of International Trade, CWS, 2016.
55.	Legal advice and support for RCEP Negotiations on SPS and STRACAP Chapters
56.	Note on Private Standards for RCEP
57.	Note on Treatment of Non-Product related Production and Process Method (NPR-PPM) under WTO
58.	Legal advice on several issues pertaining to the US Renewable Energy Programs (DS510) Dispute
59.	Note on Mapping of Like Services for the US-Visa (DS503)
60.	Review and Note on Zinnov Study for US-Visa (DS503)
61.	Note on GATT Article V, Freedom of Transit
62.	Pitching Outside the DSU: Preliminary Rulings in WTO
<b>INVESTMENT</b>	
63.	China Investment Policies
64.	Regulatory Chill': Taking Right to Regulate for A Spin
65.	A Possible WTO Agreement on Investment - Identifying Emerging Issues and Their Implications for India
66.	Performance Requirements: Prospects for the EDEs
<b>MISCELLANEOUS</b>	
67.	To Manipulate or Not : Currency Misalignment, Trade Law and the Search for Solutions
68.	Brexit: Implications for India
69.	Functional Re-organization of the Department of Commerce
70.	Institutional Mechanism for Trade and Investment Promotion
71.	Why Does Globalization Face Protests in Developing Countries
72.	WTO Negotiations on E-Commerce: Certain Losses Uncertain Gains
73.	Reviving Multilateralism and Countering Protectionism: An Approach Paper

# Student Placements

## Placements

Indian Institute of Foreign Trade has once again reinforced its standing as one of the elite B-Schools in India with excellent summer and final placements in the year 2016-17. The Institute has concluded its placements in record time for its largest ever batch. For final placements, 94 companies participated for 258 students of 2015-17 batch. There was a remarkable rise in intake of students by recruiters.

IIFT has consistently achieved 100% placements and witnessed yet another increase in average salary compared to previous years.

For summer placements of 2016-18 batch, 88 companies visited the campus and made offers to the largest ever batch. Leading brands such as Goldman Sachs, GlaxoSmith Kline Consumer Healthcare, Sun Pharma, etc. have opened new roles for IIFT students like Treasury, Corporate Finance, Business Strategy. Goldman Sachs opened first time Treasury role for our students.

Top brands that dominated the Summer Placement Season at IIFT this year include HUL, ITC, Goldman Sachs, JPMC, Nestle, Godrej Industries, Colgate Palmolive, Marico, Shell, GE, BNY Mellon, Dabur, BCC, Deloitte, GlaxoSmithKline Consumer Healthcare, J&J Pharma, Google, Amazon, Citibank, Axis Bank, etc.

Bain Capability Centre, one of the leading multinational consulting company, visited the campus first time and recruited 7 students. This company has never taken such a big number of students from premier institute in India.

The TATA group (TATA Steel, TATA Motors, Titan, TATA International & TCS) made a total of 16 offers, thereby creating a strong presence on the campus.

## International Placements

International placements have always been IIFT's strength as there has been a remarkable increase in International placement over the years and with 20 international offers, IIFT has proven its strength with the highest salary offer of US\$150,000 and a 33% increase in International placement offered by different organizations like Avantor, Dabur, DSPL, GCPL, TGI, Mount Meru, Trafigura, etc. International roles were also offered in different locations like Singapore and Nigeria.

Flood of international summer placements continued in IIFT with 15 international roles being offered. OECD (Paris), WTO (Geneva) continued recruiting exclusively from IIFT. Trade roles were also offered by ITC, Golden-Agri Resources, TATA International, etc. Sun Pharmaceutical Industries Ltd. joined the IIFT bandwagon by visiting IIFT for the first time and recruiting for the Trade Finance role.

## Remuneration

The major highlight of the placement is highest remuneration of ₹1 crore per annum offered to 3 students and 6 offers of more than ₹75 lakh per annum. The highest International CTC offered was US\$150,000 per annum. Also, the highest domestic CTC offered was ₹26 lakh per annum. The average CTC for the batch of 2015-17 also witnessed an increase to ₹18.41 lakh per annum as compared to ₹18.01 lakh per annum the previous year. The year also witnessed a significant increase in the number of Pre Placement Offers (PPO) offered by corporates as the figure zoomed to 74 as compared to 64 for the batch of 2016-17.

For the Summer Internship of 2016-18 batch the average 2-month stipend increased by 15% to ₹1.27 lakh from ₹1.1 lakh. The highest stipend offered for the batch was ₹2.5 lakh. Nearly 60% of the batch were offered a six figure stipend.

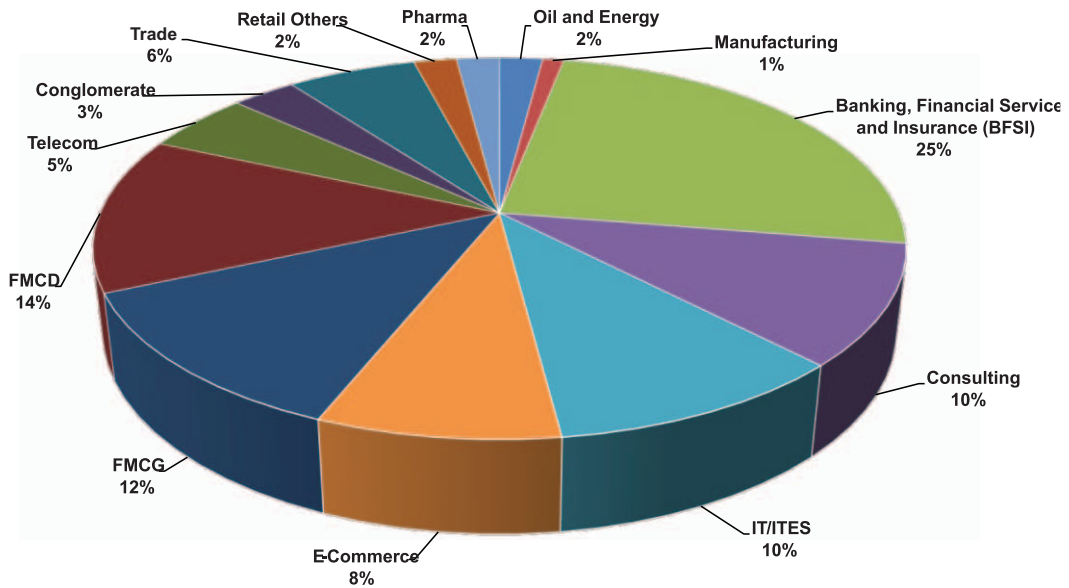
## Marketing Domain Recruiters

Sales & Marketing (S&M) continued to be the most sought after domain in 2015-17 batch with 30% of the batch opting for careers in this domain. Major recruiters in the FMCG space include ITC, Godrej Consumer Products, Dabur and Marico. Other recruiters in this domain include Amazon, Madura F&L, TataSky, Axis Bank, Wipro CCLG and many more. IIFT also initiated first time associations with organizations like Shell, Tetrapak, Eli Lilly, RPG and Dell in this domain. Diverse roles such as Business Analyst, Campaign Manager, Category Manager, Digital Marketing Manager, Product Manager and Sales Manager were on offer for students.

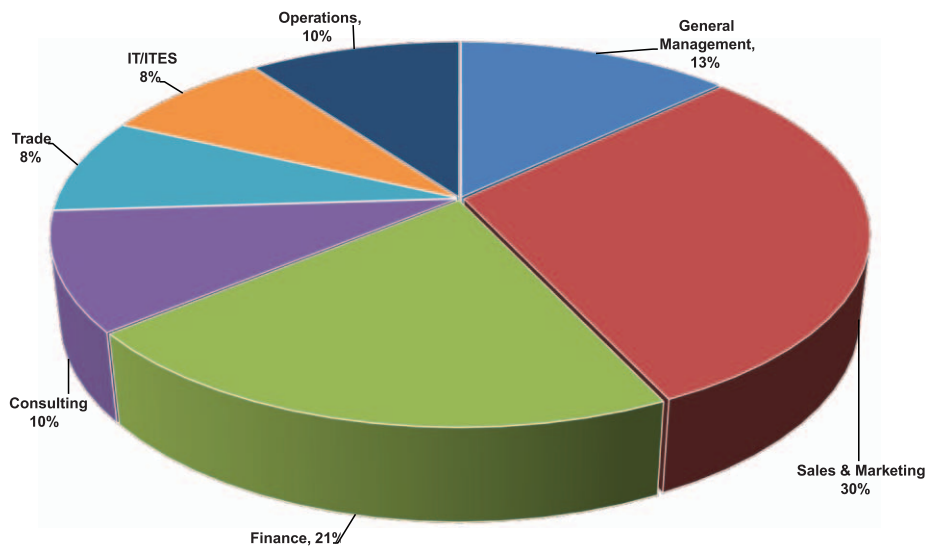
In summer placements also, S&M was the most preferred domain this year with 37% of the students bagging offer in this domain. IIFT initiated first time associations with prestigious companies like HUL, Nestle, Colgate-

## Sector and Function wise Placements

### Sectorwise Placement of MBA (IB) 2015-17



### Functionwise Placement of MBA (IB) 2015-17



Palmolive, Philips Lighting and Perfetti Van Melle. ITC, Marico, L'Oréal, Shell, Britannia, Dabur and Akzo Nobel continued their associations with IIFT. Telecom majors Airtel, Vodafone & Idea recruited in large numbers. Janssen, Medtronic, Eli Lilly, GSK CH, Boston Scientific, HCAH and Becton Dickinson offered marketing roles in pharma sector. Sony and HT Media recruited in the media and advertising sector while Madura F&L recruited in the fashion and lifestyle sector.

### Finance Domain Recruiters

IIFT's ingrained hold in Finance was once again displayed this year with 21% of the batch securing offers in the domain. The prominent recruiters in this domain include global leaders like Goldman Sachs, JP Morgan, ICICI Bank, HDFC, Citibank, HSBC, Axis Bank and State Bank of India. Some of the coveted roles offered to the candidates include Corporate Finance, Centralized Research Group, Credit Analysis, Investment Banking, Risk Analysis, Global Investment Research, Commercial Banking, Indian and International Financial Institution Management.

In summer placements also, IIFT kept its pace with its legacy with multiple roles being offered by various Indian and multinational firms. Twenty-one per cent of the batch bagged internships in this coveted sector. General Electric offered its coveted FMP (Financial Management Programme) at IIFT. Goldman Sachs, JPMC and Nomura recruited students for niche roles like Investment Banking, Global Investment Research, Market Risk and Credit Analysis. HSBC, DBS, ICICI and Axis Bank extended Retail Banking profile whereas CitiBank offered its Consumer Banking roles.

### Trade Domain Recruiters

Prestigious names like Trafigura, Olam and TGI Group got associated and continued their association with IIFT. Students got offers from ITC's prestigious Agri Trade Role and other names in Trade included DSPL, Mount Meru and several others.

As usual, IIFT saw some phenomenal participation of companies from the Trade domain. About 8% of the batch chose to intern in this field. ITC offered its Agri Trade role while Big Giants like Louis Dreyfus and ADM continued to show their faith in the students of IIFT. Maersk Line too extended its association with IIFT by offering 3 students an opportunity to intern at the prestigious organization. Students also got the opportunity to intern at the prestigious World Trade Organization (WTO) and The Organization for Economic Co-operation and Development (OECD).

### Top Recruiters

The Top Recruiters (Number of offers wise) for the summers of the batch of 2016-18 were:

Godrej (15 Offers), Amazon (12 Offers), Wipro (11 Offers), Goldman Sachs (10 Offers), Vodafone (10 Offers), Axis Bank (8 Offers), JP Morgan Chase (7 Offers), Bain Capability Centre (7 Offers), IDFC Bank (7 Offers), Idea Cellular (7 Offers), ITC (6 Offers), Robert Bosch (6 Offers).

The Top Recruiters (Number of offers wise) for the summers of the batch of 2015-17 were:

Cognizant Business Consulting (12 Offers), Wipro (12 Offers), Amazon (11 Offers), ICICI Bank (10 Offers), Godrej (9 Offers), Tata Steel (9 Offers), JP Morgan Chase (7 Offers), ITC (6 Offers), TGI Group (6 offers), L&T (6 Offers).

### SOCIAL AWARENESS PROGRAMME

Under the Social Awareness Programme, students are required to do a project towards a social cause under the guidance of NGOs serving the underprivileged sections of society. The programme has been initiated to sensitize our students to the social cause and become a Socially Responsible Global Manager.

More than 2200 students have benefited from the programme. The students work on all important parameters of social work and do a project on the work assigned by the NGO. Some of the key parameters wherein



IIFT Students at an NGO under the Social Awareness Programme.

our students have put in efforts for the social cause are appended below:

- Child Education, Welfare & Health
- Shelter for Homeless, Community Development
- Disability
- Environment & Community Development
- Water Management, Waste Management & Recycling
- Literacy, Sanitation & Livelihood
- Women Empowerment & Preventing Female Foeticide
- HIV/AIDS Awareness
- Education for Children – Street to School
- Welfare of Disadvantaged Elderly People
- Child Adoption

Students have been deputed to approximately 32 NGOs from Delhi and Kolkata with different focus areas for their NGO attachment. IIFT awards three credits to the students and evaluates their performance for the NGO activities. IIFT endorses the social commitment of the students towards the welfare of the society.

### ALUMNI SUPPORT

The Alumni plays an important role towards the welfare of the Institute through various forums such as conclaves, competitions, placements and other student related activities.

The Institute has alumni, leading in diverse industries and a platform to reconnect with the Institute is provided through six domestic chapter meets and four international meets. The chapter meets play an important role for the alumni to get updated about the Institute and vice versa.

IIFT alumni holds top positions in different professions across the corporate, public sector, media, sports and academia. Alumni continues to make the Institute proud by leading large multinationals and winning accolades such as Economic Times Young Leaders Award, etc.

Alumni provides considerable help, support and guidance regularly for organizing summer and final placements, Guest Lecture Series, Corporate competitions, Live projects, Mentorship and other institute-Industry interface activities for the students.

On 19 November 2016, IIFT hosted the Grand Alumni Reunion at the Delhi campus which was attended by large number of alumni coming from different parts of the

world. The day is close to the hearts of alumni as it is a reminiscence of their moments at IIFT.

The day saw enthusiastic participation for the Start-Up Conclave organized under the KITTES Programme which was followed by Main Ceremony in the auditorium. Director, IIFT, addressed the gathering and stressed on how our Alumni had played a pivotal role in the Brand building of IIFT.

Each year the Institute honours an alumnus who has been immensely successful in his/her career with the “Alumnus of the Year” award, a prestigious award given by the Institute. Since inception of this award in 2005, it has been awarded to industry stalwarts such as K.V Rao, Resident Director ASEAN, TATA Power, Siraj Chaudhary, Chairman Cargill India, Mohit Malhotra, CEO Dabur International, etc.

In 2016, Director IIFT presented the Alumnus of the Year award to Surajit Kar Purkayastha, DG & IG West Bengal on the occasion of Grand Alumni Reunion. Shri Purkayastha emphasized on the contribution of the Institute towards shaping his career and how important it is to give back to the Institute.

On 20 November 2016, IIFT Delhi hosted the Silver Jubilee Reunion for the batch of 1991. It was an enthralling experience for all, where Alumni of more than two decades interacted with their faculties and recreated the experience of the classroom.



Shri Surajit Purkayastha, DG&IG West Bengal, receiving Alumnus of the Year 2016 Award from Dr Surajit Mitra, then Director IIFT.



## Student Activities



Annual Finance Summit.

### Aspirant City Meets

To enhance awareness about IIFT's culture and resolve any concerns regarding admissions, the Media Committee organized city chapter meets for the incoming batch in addition to the constant assistance it provided on various social media platforms. These city meets were conducted in Delhi, Mumbai, Bengaluru and Kolkata in the month of May 2016 and all the queries of aspirants were addressed.

## TRADE WINDS: ANNUAL BUSINESS SUMMIT 2016

Tradewinds is a 3-day annual event at IIFT Delhi campus. Speakers were invited from the domains of Finance, Marketing, HR, Leadership and Operations.

### Annual Finance Summit

Annual Finance Summit on 11 August started with the theme "Startup Valuation – A Reality or A Work of Fiction". The speakers were Founders, Managing Partners and Heads of leading venture firms like Altius Ventures, Dexter Capital, IvyCap Ventures, Inventus Capital, Nucleus Partners and First Gulf Bank.

### Annual Marketing Summit

At the Annual Marketing Summit, the following were the speakers: Rajeev Jain, AVP, Marketing DS Group, Sankalp Potbhare, Head of Business and Development and Sales, RB India, Sudip Mitra, Global Head of Consumer Insights, Marico, Ms. Kanika Mittal, Marketing Director, Reebok India, Sudhankar Mishra, Senior Global Product Manager, Philips Health Systems. The speakers talked on the fact that to create a value proposition, it is important to put ourselves in the customers' shoes and understand their behaviours and what factors tailor those characteristics.

### Annual HR Summit

The theme for the same was "Talent Acquisition Strategies for A Culturally Diverse Workplace". HR professionals from eminent organizations were hosted, such as Aon Hewitt, Rakuten, Reliance Industries Ltd., Wockhardt, RPG, Lava International. The moderator for the session was Shaswat Kumar, Partner at Aon Hewitt and a reputed alumnus of IIFT. Sandeep Chanana, Head-Human Resources, at Rakuten, expounded on the possibilities stemming from India being a culturally rich country, the concept of diversity and the subject of working together. Supratik Bhattacharya, Vice President, Group HR at RPG Enterprises took the discussion towards the benefits of having a diverse workforce in a corporate environment.

### Annual Operations Summit

The theme for the National Operations Summit was "Sustainable Logistics and Supply Chain: Innovations and Integral Solutions". The summit was attended by Industry leaders from Coca Cola India Private Limited, Airbus Limited, Hindalco Industries Limited and DAMCO India. The eminent speakers deliberated on managing and improving environmental, social and economic performance throughout supply chains to help companies conserve their resources, optimize processes, uncover product innovations, save costs, increase productivity and promote corporate values.

### Annual Leadership Summit

The last day of Tradewinds began with the Leadership Summit. The theme for the summit was "Strategic Agility for Growth and Competitiveness". The moderator for the summit was Arvind Bali, CEO, Videocon Telecom, IT Business and Handset.



Annual Leadership Summit.

Rajesh Ranjan, Partner at Everest Group said that at present, the jobs around IT industry are more decentralized. Vishal Tripathi, Research Director, Gartner talked about friends who left their jobs to work in start-ups, got disillusioned and returned to their jobs. Saleem Sheikh, Vice President, EXL Services, took the stage to speak about how in this era of change, an organization needs to stand up to its core values.

### TEDx – IIFT

IIFT Delhi's Media Committee hosted its marquee event TEDx IIFT Delhi 2016 on 22 October. The theme of the second edition of TEDx IIFT Delhi was - "Ignite". The eminent speakers included:

1. Manu Kumar Jain, India Head, Xiaomi
2. Sanjay Sethi, Co-Founder and CEO, ShopClues.com
3. Shweta Tripathi, Bollywood Actress
4. Anand Sinha, the man behind the Robin Hood Army
5. Sahil Vaidya and Chirag Gander, Founder, The Minimalist Studio
6. Dr. Anurupa Roy, Founder of NGO on education for underprivileged - www.whoamiorg.in
7. Sreemoyee Piu Kundu, Author of 'Faraway Music', 'Sita's Curse', 'You've Got The Wrong Girl' and Cut!

### Dubai Trade Conclave

IIFT organised its major corporate event - "International Trade Conclave 2016" on 24 September in Dubai. The theme of the Conclave was India-Gulf Strategic Partnership in Trade and Investment - Challenges and Future Roadmap. After the success in 2013, 2014 and 2015 Conclaves in Dubai, it was decided to hold the event in Dubai again and leverage new momentum generated by the visit of Indian Prime Minister to Dubai for the growth of trade and investment relations between India and UAE and to understand the perspective of the corporate leaders



International Trade Conclave, Dubai.

from several respected organizations of Dubai on trade and investment.

The summit witnessed participation from industry leaders in trade sector and illustrious alumni of IIFT based in Dubai and UAE. The event aimed to serve as a platform for leadership across domains to share their business acumen and valuable opinions on select themes with the future leaders of the industry, the students of IIFT.

The following was discussed at the event; How Gulf-India strategic partnership shall look like in the coming years, What are the key opportunities, which both nations should look for?, Expectations from the governments of both nations for trade related aspects, and Challenges and hurdles in the attainment of the ambition.

### Third Annual IIFT Marathon

Marathon was the first pre-Quo Vadis conducted on 12 November 2016. The marathon route started from JNU and ended at IIFT. It was a huge success as 400 people participated in the run, including seasoned professional runners, college students and children from NGO. The event was sponsored by the likes of Decathlon, Enerzal, etc.

### Blood Donation Camp

Blood Donation camp was conducted on 26 November 2016 and saw students of IIFT donating blood for the noble cause.

### Treasure Hunt

A pan Delhi treasure hunt conducted on 8 January 2017, saw participation from biker groups and college students solving clues spread across Delhi that were announced on Radio. It was sponsored by Spykar and Safe Express.

## QUO VADIS 2017

Quo Vadis 2017 was conducted from 20 to 22 January 2017. A large number of management and cultural events were conducted across three days like Ramp burn, Comedy Cafe etc. Further management events from different domains like Markician, Eternity's Call, Cognoscentia, Samhava etc. were conducted.

The first night was a rock night that saw live performance from Sifar band while Biswa Kalyan Rath performed on the comedy night conducted on the second day. The final night saw star performance from Mohit Chauhan.

The entire three days event was a huge success that saw a footfall of more than 6000 people and participation from students of B-schools from across India.



Quo Vadis 2017.



Quo Vadis 2017.

### Sports Activities

Adrenaline, Sports Committee at IIFT conducted the Ultimate Warriors League (UWL) – the annual sports extravaganza. It is a 10-day long event when sport takes centre stage at IIFT.

Adrenaline with the help of Melange (Cultural Committee), conducted sports events in the “Big Fight”, an event in which there is a fight for supremacy amongst teams from sections within batches.

Students have been able to capitalize on the sporting opportunities available outside too. IIFT students were the Table Tennis champions at MDI Gurgaon and DMS IIT Delhi and Runners Up at BIMTECH Noida, Cricket Champions at BIMTECH Noida and runners up in IIFT Cricket Tournament, Poker Champions at IMT Ghaziabad and second runners up at FMS Delhi. Our girls’ contingent was superb in winning Silver Medal in Basketball and Badminton at DMS IIT Delhi.



Quo Vadis 2017.

## ACTIVITIES AT IIFT KOLKATA 2016-17

### Inaugural IIFT Model United Nations

The Inaugural IIFT Model United Nations (MUN) was organized at the Kolkata Campus on 6 & 7 August 2016. It was a humongous success as it attracted participation from all over the country in large numbers. The MUN helped the students and participants in gauging how diplomacy works at a global scale and it allowed them to hone their negotiation skills by delving deep into important contemporary International issues. A seasoned diplomat and businessman, Raghunandan Modi inaugurated the 2-day event and promised an all expenses paid trip to the United Nations Head Quarters in New York to one Lucky IIFTIAN (based on a few factors). The Event comprised of 3 parallel Mock UN Councils.

1. United Nations General Assembly – Disec
2. Economic and Social Council
3. United Nations Human Rights Council

The entire event was an absolute success and future events on similar lines are certain to be bigger and better.

### Vivaan 2.0

Vivaan, the annual business summit of IIFT is the Flagship event of the Kolkata campus. The second edition of Vivaan held during 19-21 August 2016 not only saw increased participation from all the top business schools in the country but attracted business executives leading some of the best business enterprises in the country and the world. Spread over a period of 3 days, Vivaan 2016 discussed and debated some of the most pressing issues in the world of business.

The student clubs of IIFT led by the Students Council (IMF) organized a total of 6 summits covering all the domains of management. The summits were as follows:

1. Leadership & HR Summit
2. Marketing Conclave
3. Finance Summit
4. Consulting Summit
5. IT & Analytics Summit
6. Trade & Operations Summit

Vivaan 2.0 partnered with companies like the World Gold Council, SBI, F6 Online, Ola, Red FM, Arvind Store, Wiley, EY, CRY, ICICI Direct, Indian Oil, IGC Projects, Nu Calcutta Construction Company, OYO, HP, Business Standard, Mint, etc. and saw the top executives from companies like McGraw Hill Education, HSBC, Shop Clues, Bosch and Siemens, Angel Broking, SREI, UTC, KPMG, Tata Steel, ISOAH Data Securities, American Express, Walmart, Bridge2i Analytics, GMR, Inspirage, Lodha Group, etc. participate in the summits. Also intense competition in events of various domains saw budding managers from all over the nation participate in large numbers. Based on this success, Vivaan 3.0 is certainly something worth looking forward to.



Budget Plus 5.0 at IIFT Kolkata Campus

### Budget Plus 5.0

IIFT had the privilege of hosting Vivek Joshi--Manager, PWC, Prof. Ajitava Ray Chaudhuri, Jadavpur University, Pallav Gupta-Head of Corporate Taxation, ITC for an innovative initiative, Budget Plus+ (a detailed analysis of this year's union budget).

Professor Ranajoy Bhattacharyya mediated the event. The session began with an initial presentation on the overview

of the budget by a student coordinator. Prof. Chaudhuri then spoke about the impact of the budget on the Indian economy, especially the MSME sector.

### Alumni Interactions

The following interactions were undertaken at IIFT Kolkata.

1. *Alumni Interaction by Ripunjoy Bose*: A professional of Sales Strategy, Insights & Analytics at Emami Ltd from the class of 2010 visited IIFT Kolkata Campus and interacted with students.
2. *Alumni Interaction by Subhajit Ghosh* : IIFT was proud to have Subhajit Ghosh, PMI India Champion and alumnus from the class of 2012 on the campus to share his knowledge on Project Management with the students.
3. *Live Project Launch by Gaurav Luthra, Co-Founder. What'sUp Life* : An alumnus from the batch of 2006-08 and the co-founder of What'sUp Life, was on Campus to launch a live project related to Marketing and Business Development Opportunities.

### Inter-University Sports Tournament between IIM-C and IIFT Kolkata

Renaissance organized an Inter-University Sports competition between IIM-C and IIFT-K where students from IIFT-K travelled to IIM-C campus and participated in various sports events.

### Cricket Mania

Renaissance organized Cricket Mania, the gully cricket tournament at IIFT on 18-19 October 2016.

### Volley Brawl

The Volleyball Tournament was organized at IIFT Kolkata on 4 December 2016. Eight teams competed against each other to bag the title of the VolleyBrawl Championship.

### Titanomachy

1 February 2017 marked the beginning of Titanomachy, the annual sports event of IIFT Kolkata. The theme 'Game of Thrones' symbolized the intense war that was going to take place, as four teams fight it out for the coveted cup. The expectations for the event had already been set at a high level by an action packed bidding process, which saw various war horses being sold after a fierce battle amongst the owners. The four teams of the tournament were White Walkers, Starks, Lannisters and Targaryens.

### AWARDS WON BY IIFT STUDENTS IN NATIONAL/INTERNATIONAL COMPETITIONS

S. No.	Award/Competition	Company/B-School	Position	Individual/Group
1	RBI Policy Challenge	RBI	National Winner	Group
2	CFA Research Challenge	CFA	Regional Winner	Group
3	3M: Invent a New Future Challenge	3M	Best Campus Award	Individual
4	Axis Moves	Axis Bank	National Winner	Group
5	Godrej Loud	Godrej Industries	National Winner	Individual and Group
6	Mahindra War Room	Mahindra & Mahindra	Finalists	Group
7	HUL Carpe Diem	Hindustan Unilever Ltd.	National Finalist	Group
8	CITI Innovation Challenge	CITI Bank	National Winner	Group
9	ETYL	Economic Times	Winner	Individual
10	L'Oreal Brandstorm	L'Oreal	Finalist	Group
11	Yes Bank Transformation Series	Yes Bank	Finalist	Group
12	Tata Steelathon	Tata Steel	Finalist	Group
13	Case Study Competition	IIT Delhi	Winner	Group
14	Brainwave	DSE	Winner	Group
15	Sambit	MICA Ahmedabad	Winner	Group
16	Markagon	IMI, New Delhi	Winner	Group
17	FINATIC	FMS	Winner	Group
18	Marquity	MDI	Winner	Group
19	Chanakya	FMS	Winner	Group
20	Optimus	IIM Bangalore	Winner	Group
21	Bizworth	IIM Culcutta	Runners up	Group
22	QUDDO National Case Study Competition	SIMSREE (Mumbai)	Runners up	Group
23	Finalogue	XLRI	Runners up	Group
24	Operazione	IIM Rohtak	Runners up	Group
25	MarkArc	FMS	Runners up	Group
26	Markagon	IMI, New Delhi	Runners up	Group
27	Budget Quiz 2.0	IIM Udaipur	2nd Runners UP	Group
28	FINATICS	IIM Rohtak	2nd Runners UP	Group
29	The Opfactor	JBIMS, Mumbai	Finalist	Group
30	Fiesta icon	FMS	Finalist	Individual
31	CORPOSTRAT	DoMS, IIT Roorkee	Finalist	Group
32	SALAAHKARS	DMS, IIT Delhi	Finalist	Group
33	Proelio 2017	SIBM Pune	Finalist	Group
34	Srijan	TISS	Finalist	Group
35	Buizkriti	IIT Kanpur	Finalist	Individual
36	Marketing Ace	IIM Rohtak	Finalist	Group
37	Optimus	IIM Bangalore	Finalist	Group
38	International Entrepreneurship Challenge 2017	FMS	Finalist	Group
39	FINARTIC	IIM Bangalore	Finalist	Group

## Interface with Industry, Trade and Commerce

The Institute provides an excellent platform for leaders and experts from the Industry to share their rich 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 visiting the IIFT campus during the year were:

S. No.	Name of Speaker	Designation	Name of Company
1.	Abhishek Vaish	Founder	Neucleus Ventures
2.	Adhrua Minocha	Head HR	LD
3.	Ajay Gacchi	Head HR	Infosys MCS
4.	Alagesan Mudaliar	Recruitment HR	HSBC Retail
5.	Aloysius Sliveira	Head HR	UBS
6.	Amresh Nakhwa	Head Human Resources	Essel Group
7.	Amrit Chhabra	Campus Relations HR Head	HUL
8.	Anil Pandey	Head HR	SC Johnson
9.	Anna Carin Mansson	Head HR	Ikea
10.	Anuradha Mishra	Head HR	TSMG
11.	Apurv Choubey	Head HR South Asia	Syngenta
12.	Ari Sarkar	Co-President APAC	Mastercard
13.	Asish Anand	Head HR	Religare
14.	Bhaskar Suri	Director Advisory Services	EY
15.	Chaitrali Singh	Head HR	ZS Associates
16.	Chandramohan Gupta	Director Corporate Affairs	HCCB
17.	Chandru Chawla	Head Corporate Strategy	Cipla
18.	Chetna Gogia	Head HR	PayUmoney
19.	Deepak Anand	Director HR	Honeywell
20.	Dinesh R	Head HR	OYO
21.	Dr. Chandrashekhar Sriprasad	Head HR	Dr. Reddy's Labs
22.	Eric Rangarajan	CHRO	CK Birla
23.	Hemant Arora	General Manager	Schlumberger
24.	Inderjeet Sengupta	Director HR	J&J
25.	Jai Shanker	President and CEO	Danaher
26.	Krish Iyer	CEO India	Walmart
27.	Krish Shankar	Head HR	Infosys
28.	Kumar Gautam	Head HR	Whirlpool
29.	Macleon Raphael	Head HR	3M
30.	Manish Cheda	Head HR	Auctus Advisors
31.	Manoj Kumar	HR Analytics Head	BI
32.	Manoj Manish	Head Recruitment	Wells Fargo
33.	Manvendra Singh	Head Operations	Danone
34.	Meenakshi Priyam	Head HR	Novartis
35.	Milind Pant	President Pizza Hut International	Yum Brands
36.	Mohit Gulati	Founder	Altius Ventures
37.	Mohit Malhotra	CEO	Dabur
38.	Mona Cheriyan	Head HR	Thomas Cook
39.	Nilesh Singh	Head HR	Paytm
40.	Nirvikar Jain	Chief Representative India	First Gulf Bank

S. No.	Name of Speaker	Designation	Name of Company
41.	Nitin Seth	Partner and COO	Aon Hewitt
42.	Pradeep Desu	Head Recruitment	Uber
43.	Pramod Bisht	COO	Alti Source
44.	Prashant Gaur	Chief Brand Officer	Yum Brands
45.	Punit Puri	Head HR	MCKC
46.	Rachana Dubey	Head HR	Becton Dickinson
47.	Rachna Mehra	Head HR	Arvind Mills
48.	Raghav Mehta	Brand Manager	Pepsi
49.	Rahul Pinjarkar	SVP Human Resources	St. Gobain
50.	Ranjeev Lakhar	Head HR	Colgate Palmolive
51.	Rashmi Kamath	HR Operations Campus	Mondelez
52.	Ravi Sathya Kumar	Head HR	Astrazeneca
53.	Ritesh Rana	Head HR	Britannia
54.	Ritu Kundu	Head Human Resources	Visa
55.	Sachin Bhiwapurkar	SVP HR	Schindler
56.	Sandeep Tyagi	Head HR	Samsung
57.	Sangeeta Pendurkar	MD	Kelloggs
58.	Santrupt Misra	Head HR	ABG
59.	Sara Walton	Head HR	Diageo
60.	Sathi Aich Dharap	Head HR	GeP
61.	Satish Kumar	MD	Henkel
62.	Satyajit Iyer	SVP Head Talent Acquisition	RIL
63.	Seema Nair	Head HR	Cisco
64.	Shaaista Qutewala	HR head	BCC
65.	Shailaja Palta	Employee Relations and Policy Lead	Accenture
66.	Shalleen Madan	HR Recruitment	Lodha
67.	Shatrunjay Krishna	Director	Wills Tower Watson
68.	Shrikant Balachandran	CHRO	Airtel
69.	Sikha Sinha	Head HR	RB
70.	Simpson Dsouza	Head HR	BSH
71.	Sonali Misra	Manager HR	BCG
72.	Sriram Rajagopal	Head HR	CBC
73.	Sudarshan R	Country Head	Dell
74.	Sukhjit Pasrich	Head HR	IndiGo
75.	Sumit Chadha	Country Head	Blackrock
76.	Sunny Sharma	Campus Lead HR	P&G
77.	Suresh Narayanan	MD India	Nestle
78.	Swati Dakalia	Senior President	Yes Bank
79.	Vandana Sharma	HR India	Avalon
80.	Vandita Saran	Head HR	Aon Hewitt
81.	Vikram Gupta	Founder and Partner	IvyCap Ventures
82.	Vikram Hosangady	Partner KPMG	KPMG
83.	Vishpala Reddy	Head HR	Amex
84.	Yan Yu Kwan	Head HR	Haitong Securities
85.	Yogi Sriram	Head HR	L&T Technology
86.	Yugantar Saikia	Head HR	Ola

## Foreign Trade Library

### DELHI CAMPUS LIBRARY

The Foreign Trade Library is a knowledge bank of an organized collection of information resources on International Business & Economic Environment which is accessible in printed or e-form to its Readers for their reference or borrowing. It continued with its endeavor to add to its collection specialized publications, reports, databases, e-journals, print journals, articles, etc. and get itself updated regularly. Presently, the Library has an impressive collection of 1,03,407 resources that comprises 76,422 book/CDs-volumes, 17,581 bound periodicals, and 255 periodicals on the subjects like Statistical Theory, Banking, Industries, Management, Marketing, Consumerism, Geopolitical Economic System, Services, Computers, IT, Trade, Science & Technology, Transport and Business Communications, etc. The Library is also having 40,500 articles on above areas. In addition to these, its collection includes Research Reports, Company Reports, Statistical Annual publications, Case Studies CD-ROMs, Video-Cassettes, etc. The Library has a special collection on e-resources for its both the Centres, i.e. Delhi and Kolkata and it is also having a specialized Centre the WTO Resource Centre which provides rich information exclusively on WTO and 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.

#### POSITION OF LIBRARY ACQUISITIONS DURING 2016-17

Section	Acquisition in 2016-17	Total as on 31.3.2017
Books, Reports, Video Cassettes & CD-ROMs	458	76,422
Documents	NIL	9,122
Bound volumes of periodicals (including journals received free of cost )	50	17,581
Subscribed/Complimentary Journals	NIL	255
Databases/Online Sites including Complimentary e-Journals	-	27
<b>Total</b>	<b>508</b>	<b>1,03,407</b>





### **e-Resources**

In order to facilitate online access of information round the clock to its readers for its both the Centres, i.e. Delhi and Kolkata, the Library is also subscribing 27 online and offline databases like Capataline Plus, CMIE databases (Prowess, India Trade and Industry Analysis Service), Commodity Price Bulletin, DGCIS Statistics, Epharmail, IFS, India Stat.com, Inside Trade.com, ProQuest, ScienceDirect (106 journals), Suns Magazine, Trade Map, World Bank Online Databases, World Trade Atlas, WITS; 4 e-journal packages, viz. Blackwell Synergy (21 E-Journals), Sage collection, EBSCO and Emerald Management extra 175 Journals and several individual journals. These e-resources are regularly updated and new additions like 'Bloomberg Terminals' has been added. These databases provide valuable information on Countries Studies; Statistical Data on Agriculture, Economy, Demography, Labour, Media, Education, Market Forecast, Market Reports, Annual Data of Companies, Stock Market Tariffs and Non-tariff Barriers, WTO related disputes, Cases and day to day developments in WTO, indicators of different countries, data for Indian States, Foreign Trade, Regional Integration of India with different countries, and many other areas related to foreign trade.

The latest development is web OPEC on intranet in which reader can access, download and print e-books, articles, etc. by clicking on the symbol 'e' (internet), whenever it is available.

### **In-House Publications**

"Monthly List of Additions" of new books and reports (annotated) is prepared regularly for in-house circulation.

### **WTO Resource Centre**

The WTO Resource Centre set up in the Library is a well recognized Centre specializing exclusively in the field of WTO and related issues. The Centre fulfills the needs of research scholars, policy-makers and academicians on the issues relating to WTO and its implications for India. The Centre has a rich collection of books, reports, journals, video cassettes, CD-ROMs and news items/articles on WTO and related issues. Till date, the collection in WTO resource Centre comprises 8,000 articles and 4,301 books. Research scholars from various universities both Indian and foreign make use of the Library for their Doctoral and Post-doctoral research work.

## KOLKATA CAMPUS LIBRARY

The library at Kolkata Campus is gradually growing with resources of traditional type as well as electronic and virtual information. It includes above 3,500 books and CDs and above 70 national and international printed journals in the field of management and its related facets. Almost all business dailies are also available in its periodical section. The collection comprises 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, consultants of the Institute. The library covers the resources available in languages like Bengali, French, German, Hindi, Italian, Spanish along with major resources in English.

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

### 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, news 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 & Law, Demographics, Economy, Education, Electoral Data, Environment and Pollution, Foreign Trade, Forest and Wildlife, Geographical Data, Health, Housing, Industries, Insurance, Labour & Workforce, Market Forecast, Media, Meteorological Data, Mines & Minerals, Petroleum, Power, Social & Welfare Schemes, Sports, States & 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, Indiastat, World Trade Online, IMF databases, OECD online, World Trade Atlas, Science direct and many to list.

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

### POSITION OF LIBRARY ACQUISITIONS DURING 2016-17

Section	Acquisition in 2016-17	Total as on 31.3.2017
Books (Complimentary & Purchased)	138	3,778
Journals Printed (Complimentary & Purchased)	00	73
Bound Volumes	30	1,288
Databases/Online Resources	Combined subscription from Delhi Campus	Same as Delhi Campus

## Computer Centres at IIFT



### DELHI CAMPUS

The state-of-the-art infrastructure facility at IIFT includes well equipped computer centre which caters to the specific requirements of students and faculty. Most of the activities which require IT support revolve around the training and research activities. The computer lab for the students is open 24 hours with adequate number of desktop connections. This facility also houses the provision to conduct online assessment activities by the faculty. In addition to the above, more than 350 desktop computers (Core 2 duo and i5) with Windows OS and colour monitors have been installed. These are fully supported with application software such as Microsoft Lync Communication, Oracle, VB, Microsoft project, Java, SPSS, E-Views, SAS, etc. India Trade & Prowess databases from CMIE are also available on the Institute's network.

IIFT has its Data Centre equipped with Unified Storage, Virtualised Server Environment, Web Servers, Email Servers, etc. For its internet requirements, the IIFT avails

125 MBPS leased line from two different ISPs on load balancing. The Server infrastructure of the Institute comprises: Three CISCO Servers with EMC unified storage system; Three HP Servers; and Two Dell Servers.

Apart from this, IIFT also uses video conferencing facility for placement, training, research activities besides connecting IIFT Delhi & Kolkata for internal meetings, etc. IIFT's recent foray in the online education platform has been possible with the state-of-the-art IT infrastructure support being provided for the conduct of these online programmes, which has enabled IIFT to conduct online sessions on a real time basis using broadband facility.

The Institute has a multi-tiered network infrastructure in place. Buildings inside the campus are well connected with fiber network. The network infrastructure is at layer 3 switching level that helps to interconnect all components together on one platform. Institute's network is also supplemented with managed Wi-Fi supporting 802.11n and standards. Over 1500 users have access to this network. Apart from this, classrooms are adequately equipped with LCD projectors and Pcs.

### Launching of Online Certificate Programme in Export and Import Management under Niryat Bandhu Scheme

In September 2015, IIFT in collaboration with DGFT, successfully launched an Online Certificate Programme in Export & Import Management under Niryat Bandhu Scheme. This programme serves the twin objective of 'Digital India and 'Skill India'. Till February 2017, fourteen batches of the programme have been conducted for nearly 600 participants.

### Implementation of VPN and Anti-Plagiarism Check Tools for Faculty & Ph.D. Scholars

Access through Virtual Private Network (VPN) for Library databases from remote and Turnitin--Anti-Plagiarism check tool to check plagiarism are available for faculty members and Ph.D. Scholars.

IIFT has developed several enterprise applications in-house using .NET, ASP, Oracle and SQL platforms. These applications cater to on-campus as well as off-campus programmes of the Institute. Some of these are:

- (a) **Campus 360 solution:** A fully integrated platform that provides convergence facility to the faculty with the students and the programme office. The Campus 360 enables online attendance, sharing of courseware, result processing, online quiz, opinion polls, assignment submission, research project submission, elective selection, port visit option, language selection and many more related activities.
- (b) **Placement portal:** A portal which caters to students during placement and includes modules such as CV uploader, apply for companies, CV template creator and Administrative modules such as CV search, best-suit CV builder, CV download, CV bundle creator and CV links to companies.
- (c) **Employee Information System:** A complete repository of information related to employees such as personal details, dependant details, etc. This portal also facilitates downloading of various forms related to Finance & Administration.
- (d) **Result Processing & Grading:** A solution for Institute's result processing which includes, conversion of students' scores into letter grades, GPA & CGPA details, mark-sheet printing, internal marks uploading, etc.
- (e) **Virtual classroom for various programmes:** It includes courseware upload, schedules, planners, feedback, quiz, etc.
- (f) **Online Psychometric tests:** Developed software for online Psychometric tests and conducted online personality profiling for more than 250 candidates including the participants of different MDPs and 500 online profile tests.
- (g) **Virtual Classroom Portal for WTI CWS:** A portal for Regional WTI for Centre for WTO Studies that includes course materials, planners, discussion forums, polls, WTO resources, etc.

## KOLKATA CAMPUS

Computer lab at IIFT Kolkata is well equipped with computers for student access. WiFi services are also made available to the students in the campus. Libsys, ProWess, India Trades services have been facilitated locally whereas other web services are being facilitated to IIFT Kolkata over NLD line.

## Publications

The Institute has brought out the following periodicals/publications during the year 2016-17, in addition to various brochures, prospectus and folders:

### Foreign Trade Review

First published in 1963, the Institute's quarterly journal Foreign Trade Review (FTR) is an international quarterly journal published by SAGE Publication. The Journal aims to address critical issues concerning international trade, business, economics and cross border transaction of investment flows. Over more than 50 years of its existence, FTR has remained a platform for dissemination of analysis relating to foreign trade in the context of India's integration with world economy and global economy in general. It publishes papers by renowned academicians and researchers in trade and industry related research having a track record of proven expertise in the field.

With SAGE collaboration, the journal aims to attract research papers from renowned experts not only from India but also from various developed and developing countries.

### Focus WTO

With the establishment of World Trade Organization (WTO) in 1995, the entire gamut of international trade has undergone a sea-change. Hence, providing analysis and information about the WTO and how it helps, promotes and affects exports, imports and entire business operations and transactions for Indian trade and industry, is an area that needs continuous analysis and projections. Since there had been no bulletin or magazine available in the country dealing exclusively with WTO issues, the Institute launched in May 1999, Focus WTO to fill this void. Each issue of quarterly journal Focus WTO is dedicated to a particular theme. The issues brought out during the year focused on various important issues of the WTO. The journal has four sections – the first section carries Lead Article(s) while the second section presents a snapshot of News/articles appearing in the domestic and international Press. The third section carries reviews of Books/Articles on WTO and related issues and the fourth section provides excerpts or complete official Document(s) that are not easily available to trade and

industry, as well as to the academia and other researchers.

### Working Paper Series

The main aim of the working paper series of IIFT is to help faculty members share their research findings with professional colleagues in the pre-publication stage. The papers are published on-line and uploaded on IIFT website. The topics covered are: General Management, Marketing Management, Finance, Information and Technology, Quantitative Techniques, Economics, Trade Logistics & Documentation, etc. All faculty members of IIFT are eligible to submit working papers.

Additionally, any scholar who has presented her/his paper in any of the IIFT campuses in a seminar/conference is also eligible to submit the paper as a working paper of IIFT. All working papers are refereed. So far, 30 Working Papers have been published.

### "Tech-n-Trade" e-Newsletter

From January 2015, a quarterly e-Newsletter "Tech-n-Trade" has been rolled out. Each issue focuses on a particular theme or allied themes in the domain of technology, innovation and trade. The newsletter is disseminated across an audience base cutting across policy, industry, think tanks and academia.



## Research Papers published by IIFT Faculty

**Dr. K. Rangarajan**, Head & Professor (Kolkata Campus)

### Case Study

- Rangarajan K., Kumar R. and Datt S. (2016), Patanjali Ayurved—An Unconventional Business Machine, *Oakbrook Business Review* Vol. 2, No. 1, April 2016.

### Conference Paper Presentation

- Rangarajan K. and Kumar R. (2016), Assessment of the Role of the Private Health Insurance in India's Healthcare System, paper presented at Health Entrepreneurship Administration Technology (Heat) Conference, November 2016, T.A. Pai Management Institute, Manipal.

**Dr. Ranajoy Bhattacharyya**, Professor

### Journal Publications

- The India ASEAN Free Trade Agreement: An Ex post Analysis (joint with Avijit Mandal), *Journal of Policy Modeling*, Elsevier, 38 (2016), pp. 340-352.
- Cross Subsidy Removal in Electricity Pricing in India (joint with Amrita Ganguly), *Energy Policy*, Elsevier, Vol. 100, January 2017, pp. 181-190.]

**Dr. Radhika Prosad Datta**, Professor

### Journal Publications

- Datta R.P. and Saha S. (2016), Applying Rule-Based Classification Techniques to Medical Databases: An Empirical Study, *Int. J. Business Intelligence and Systems Engineering*, Vol. 1, No. 1, pp. 32-48.

**Dr. O. P. Wali**, Consultant at Professor level

### Book Review

- Lakhwinder Singh, K.J. Joseph and Daniel K.N. Johnson (eds.), *Technology, Innovations and Economic Development—Essays in Honour of Robert E. Evenson* (2016), pp. 266-268.

### Conference Presentation

- Verma S., Wali O.P. and Prasad S.K. (2016), R&D and Innovation Indicators in Indian S&T System—A National Framework Approach, paper presented at the OECD Blue Sky Forum: Informing Science & Innovation Policies—Towards the Next Generation of Data Indicators held on 19-21 September 2016 at Ghent, Belgium.

**Prof. Rohit Mehtani**, Consultant at Professor level

### Conference Presentation

- Presented Paper titled, Brexit and the New Divide, at the 5th International Conference on WTO, Trade and Agriculture: Issues and Challenges for Developing and Least Developed Countries conducted by the Centre for WTO Studies, New Delhi, 20-21 October 2016.

### Journal Publications

- Brexit and the New Divide, Focus WTO, Vol. 18, No. 3, July-September 2016, IIFT.

**Dr. Niti Nandini Chatnani**, Associate Professor

### Journal Publication

- Chatnani, Niti N. (2016), Commodity Futures Markets in India & the Need for Talent Development, *Journal of Commodity Participants Association of India*, Q IV 2016.

**Dr. Rajender Prasad Sharma**, Associate Professor

### Journal Publications

- Sharma R.P., Enhancing Handloom Exports from India, *Monthly Newsletter* of Handloom Exports Promotion Council (HEPC), Ministry of Textiles, GOI, Vol. XLIX, No. 12, March 2017.
- Sharma R.P. and Sarkar P.P., Marketing to the Rural Poor in India--An Empirical Study of North Kerala, *Skyline Business Journal*, A research publication of Skyline University College, Sharjah, UAE, ISSN 1998-3425, Vol. XII, Issue 1, 2016-1, pp. 28-36.

### Conference Presentation

- Sharma R.P.: Branding Indian Tea for Higher Export Unit Value Realization, IIFT's Fifth International Conference on Empirical Issues in Trade and Finance, 16-17 December 2016 at Kolkata Campus.

**Dr. Nitin Seth**, Associate Professor

### Journal Publications

- Seth D., Seth N. and Dhariwal P. (2017), Application of Value Stream Mapping (VSM) for Lean and Cycle Time Reduction in Complex Production Environments: A Case Study, *Production Planning & Control*, Vol. 28, Issue No. 5, pp. 398-419.
- Singh S., Singh R.K., and Seth N. (2017), Ranking of Critical Success Factors for Online Retailing by TOPSIS Approach, *International Journal of Productivity and Quality Management*, Vol. 21, Issue 3, pp. 359-374.
- Jena N., and Seth N. (2016), Investigating the Perceptions of Indian Employees on Logistics Network and Logistics Cost on Indian Steel Sector, *Asia Pacific Journal of Marketing and Logistics*, Vol. 28, Issue 3, pp. 565-574.
- Jena N., and Seth N. (2016), Factors Influencing Logistics Cost and Service Quality: A Survey within the Indian Steel Sector, *Industrial and Commercial Training*, Vol. 48, Issue 4, pp. 199-207.

- Maheshwari P, Seth N., and Gupta A.K. (2016), An Empirical Approach to Consumer Buying Behavior in Indian Automobile Sector, *Industrial and Commercial Training*, Vol. 48, Issue 3, pp. 156-162.
- Agarwal V., Tripathi V., and Seth N. (2016), B-School Selection by Fuzzy TOPSIS and AHP, Chapter in book, IGI global, pp. 1-27.
- Shivaditya A., Seth N. and Tyagi A. (2016), Supply Chain in E-Commerce: Parameters for Efficiency of Inbound Logistics for E-Commerce Firms, International Conference on Trends in Industrial and Mechanical Engineering, MANIT Bhopal, p. 68.

**Dr. Saikat Banerjee**, Associate Professor

**Journal Publications**

- Banerjee S. (2017), Impact of Food Brand Controversy on Consumers' Attitude Toward Brand and Company, *Journal of Food Products Marketing* (An Routledge-Taylor & Francis Group publication); (<http://dx.doi.org/10.1080/10454446.2017.1285741>) {Featured in ABDC Journal Quality List}
- Sayal A. and Banerjee S. (2017), Factors Influencing Performance of SMEs: Literature Review and Research Propositions for SMEs, *The Marketing Review* (Westburn Publishers), Vol. 17 No. 1, pp. 3-32 (<https://doi.org/10.1362/146934717X14909733966083>). {Featured in ABDC Journal Quality List}
- Sayal A. and Banerjee S. (2017), A Qualitative Study to Explore the Role of Networking for B2B Entrepreneurs in an Emerging Country like India, *Journal of Asia Entrepreneurship and Sustainability* (RossiSmith Academic Publications, Oxford, UK, ISBN 1177-4541 (print) ISBN 1176-8592), Vol. XIII, No. 1, February 2017, pp. 73-112. {Featured in ABDC Journal Quality List}

**Conference Papers**

- mHealth Effectiveness in Emerging Economies: A Study on Factors Influencing Scope and Acceptability of mHealth Tools in India, presented at the 2017 Annual Conference of Emerging Markets Conference Board, 5-7 January 2017, IIM-Lucknow-Noida campus.
- Brand Controversy and the Effects on Consumers' Attitude Structure, presented at the Conference on Brand Management (CBM 2016) organized by Indian Institute of Technology (IIT)-Delhi, 16-17 April 2016, IIT-Delhi, New Delhi, India.

**Dr. Jayanka Kumar Seal**, Associate Professor

**Journal Publications**

- Seal J.K. and Matharu J.S. (June 2016), Long Run Performance of Initial Public Offerings and Seasoned Equity Offerings in India, *NSHM Journal of Management Research and Applications*.

- Seal J.K. and Ghosh Banerjee S. (June 2016), The Changing Dynamics of Oil World, *The Management Accountant*.

**Dr. Sanjay Rastogi**, Associate Professor

**Journal Publications**

- Singh R.K., Rastogi Sanjay, and Aggarwal M., Analyzing the Factors for Implementation of Green Supply Chain Management, *Competitiveness Review* (Elsevier Journal), Vol. 26, No. 3, 2016.
- Awasthi A., Pandey C.M., Dubey M., and Rastogi S., Trends, Prospect and Deprivation Index of Disability in India, *Disability & Health Journal* (Elsevier Journal), Vol. 10, Issue 2, 2016.

**Dr. Deepankar Sinha**, Associate Professor

**Journal Publications**

- Strategic Management of Technical University: Structural Equation Modelling Approach, *Journal of Modelling in Management* (Emerald Publishing) Vol. 11, No. 1, 2016, pp. 75-90
- Impact of Privatization of Ports on relative Efficiency of Major Ports of India, *Foreign Trade Review (FTR)* 51(3), August 2016.

**Conference Presentation**

- Presented paper titled, The Causal Analytics for Quality Enhancements at Ports, at the 2nd International Conference on Robust Quality Engineering 2017, 19-21 January 2017 Mumbai, hosted by National Institute of Quality and Reliability (NIQR). Received "Best paper Award".

**Dr. Ruppal Walia Sharma**,

Consultant at Associate Professor level

**Conference Presentation**

- Sharma, Ruppal W. and Srivastava Deepti (2016), Developing Multi Item Scales for Measuring E-WoM Effectiveness, Proceedings of the IIT Delhi Conference on Brand Management 2016, 16-17 April, Emerald Publication, New Delhi. (ISBN No.-9781786354112).
- Mishra, Mridula S. and Sharma, Ruppal W. (2016), Brand Crisis--Sentiment Analysis of User Generated Comments about @Maggi on Facebook, Proceedings of the IIT Delhi Conference on Brand Management 2016, 16-17 April, Emerald Publication, New Delhi. (ISBN No. 9781786354112).

**Dr. B.K. Sahu**, Assistant Professor

- Sahu B.K. (2016), Risk & Resilience: Drought and Gender Relations in Odisha, International Food Policy Research Institute (IFPRI), India Food Security Portal, August 2016.

**Chapter in Edited Book**

- Sahu B.K. (2017), Household Coping with Drought and Migration: A Study of Two Drought Affected Areas in Odisha, in D.N. Reddy and K. Sarap (eds.), *Structural Transformation and Dynamics of Labour Mobility*, Springer, SBM Singapore.

**Conference Presentation**

- Sahu B.K. (2016), Food Insecurity and Gender in Drought Prone Areas in India: A Case Study of Odisha and Gujarat, a paper presented at the conference on Gender Just Food and Nutrition Security in India, organized by International Food Policy Research Institute (IFPRI), 29 August 2016, New Delhi.
- Sahu B.K. (2017), Rural Credit and Insurance Interlinks—A note of Micro Insurance in India, an invited paper presented at the National Seminar on Changing Perspective of Rural Finance and Financial Inclusion of Rural Poor, S.R. Sankaran Chair for Rural Labour, National Institute of Rural Development and Panchayati Raj (NIRD&PR), Hyderabad.
- Sahu B.K. (2017), Household Drought Coping and Women in Odisha: Impact and Issues, in the special session on Climate Change and Gender, Women in a Changing World: Restructured Inequalities, Countercurrents and Sites of Resistance, XV IAWS National Conference on Women's Studies, University of Madras, Chennai, 22-25 January 2017.

**Dr. Himani Gupta**, Assistant Professor

**Journal Publications**

- Singhal N. and Himani Gupta (2016), Environment Sustainability Drivers in Indian Business Schools, *IPE Journal of Management*, Jan-June, 6 (1), pp. 34-45.

**Dr. Jaydeep Mukherjee**, Assistant Professor

**Edited Book**

*Trade, Investment and Economic Development in Asia: Empirical and Policy Issues*, Routledge, 2016. (Co-author: D. Chakraborty)

**Conference Presentation (Peer-Reviewed)**

- Do FDI Inflows Influence Merchandise Exports? Causality Analysis on India over 1991-2016, presented at the Fifth IIFT Conference on Empirical Issues in International Trade & Finance, IIFT Kolkata, 16-17 December 2016 (Co-authors: D. Chakraborty and J. Lee).

**Ms. Sonu Verma**, Consultant at Assistant Professor level

**Journal Publications**

- Verma S. and Prasad S.K. (2016), Supplier Selection Frame-Work for Collaborative Supply Chain Partnerships with Special Focus on Auto Sector, *Asia Pacific Journal of Research*, Vol. 1, Issue 40, June 2016, pp. 204-213

**Conference Presentation**

- Verma S., Wali O.P. & Prasad S.K. (2016), R&D and Innovation indicators in Indian S&T system-A National

Framework Approach, poster presented by co-author at OECD Blue Sky III forum on Informing Science and Innovation Policies Towards the Next Generation of Data and Indicators, Ghent, Belgium, 19-21 September 2016.

**Dr. Areej Aftab Siddiqui**, Consultant at Assistant Professor level

**Journal Publications**

- Siddiqui A.A., Jain A. and Ahmed S. (2016), FDI and Growth in the Service Sector in India: Empirical Evidences, *Asian Profile*, 44 (5), pp. 471-484.

**Research Papers published by CWS Faculty**

**Prof. Abhijit Das**, Head (Centre for WTO Studies)

**Book**

- Das A. and Nedumpara J. (2016), *WTO Dispute Settlement at Twenty—Insiders' Reflections on India's Participation*, New Delhi: Springer.

**Chapter in Edited Book**

- Das A. and Raghu Ram J. (2016), One Too Many: Significant Contributions of India to the WTO Dispute Settlement Jurisprudence, in Abhijit Das and James Nedumpara (eds.), *WTO Dispute Settlement at Twenty: Insider's Reflections on India's Participation*, 69-92, New Delhi: Springer.
- Das A., Nedumpara J. and Singh S. (2016), Introduction, in Abhijit Das and James Nedumpara (eds.), *WTO Dispute Settlement at Twenty: Insider's Reflections on India's Participation*, pp. 1-20, New Delhi: Springer.

- Das A. and Nedumpara J. (2016), Conclusion, in Abhijit Das and James Nedumpara (eds.), *WTO Dispute Settlement at Twenty: Insider's Reflections on India's Participation*, pp. 1-20, New Delhi: Springer.

**Shri Mukesh Bhatnagar**, Professor

**Chapter in Edited Book**

- Bhatnagar M. (2016), Turkey's Safeguard Measures on Cotton Yarn: Resolution by Consultations, in Abhijit Das and James Nedumpara (eds.), *WTO Dispute Settlement at Twenty: Insider's Reflections on India's Participation*, pp. 1-20, New Delhi: Springer.

**Dr. Pralok Gupta**, Assistant Professor

**Journal Paper**

- Gupta P. (2016), BREXIT and India, *On Trade: The International Trade Research Journal of World Trade Centre*, Mumbai, 2 (4), pp. 9-10.

**Chapter in Edited Book**

- Gupta P. (2017), Global Production Networks, in Reinert K.A. (ed.), *Handbook of Globalisation and Development*, Edward Elgar, Northampton, USA.
- Gupta P. (2016), Understanding the World Trade



Organization, in Mathur S.K., Arora R. & Singh S. (eds.), *Methods and Applications in Trade Policy Research*, Athena Academic Ltd., London.

- Gupta P. and Chanda R. (2016), Accountancy Services Sector in Asia: Case Study of India, in D. Chakraborty and J. Mukherjee (ed.), *Trade, Investment and Economic Development in Asia: Empirical and Policy Issues*, Routledge, Oxon and New York, pp. 119-135.
- Gupta P. and Chanda R. (2016), Trade and Investment in India's Legal Services Sector: Understanding the Regulatory Environment, in C. Veeramani and R. Nagraj (eds.), *International Trade and Industrial Development in India: Emerging Trends, Patterns and Issues*, pp. 270-295, Orient Blackswan, New Delhi.

#### **Conference Paper Presentation**

- Gupta P. (2016), OECD STRI and India: Does It Really Capture India's Services Liberalization?', paper presented at the International Conference on Services, Investment and Global Value Chains, 28-29 July, Indian Institute of Foreign Trade, New Delhi.

**Dr. Murali Kallumal**, Associate Professor

#### **Journal Paper**

- Kallummal M. (2016), Protectionism on the Rise Around the World, *On Trade*, published by the World Trade Centre, July-September, pp. 20-22.

#### **Working Papers**

- Kallummal M. (2017), EC's SPS and TBT Notifications on Endocrine Disruptors and Market Access Implications: Case of India's Exports, CWS Working Paper No. 34, New Delhi, Centre for WTO Studies, Indian Institute of Foreign Trade.
- Kallummal M. (2017), India's Trade with BRICS and the World: Implications on Skill and Technology Content, CWS Working Paper No. 35, New Delhi, Centre for WTO Studies, Indian Institute of Foreign Trade.

#### **Conference Paper Presentation**

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**Ms. Shailja Singh**, Assistant Professor

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## राजभाषा हिंदी की गतिविधियां



श्री प्रणब मुखर्जी, तत्कालीन राष्ट्रपति से "राजभाषा कीर्ति पुरस्कार द्वितीय" प्राप्त करते हुए संस्थान के तत्कालीन निदेशक डॉ. सुरजित मित्रा

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। संस्थान में कार्यालयीन कामकाज में राजभाषा हिंदी का अधिक से अधिक प्रयोग किया जाता है।

**राजभाषा कीर्ति पुरस्कार** – भारत सरकार द्वारा चलाई जा रही राजभाषा पुरस्कार योजना के अंतर्गत दिनांक 14 सितम्बर 2016 को राष्ट्रपति भवन में आयोजित 'हिंदी दिवस' के अवसर पर संस्थान को "क" क्षेत्र में राजभाषा के श्रेष्ठ कार्यान्वयन के लिए तत्कालीन राष्ट्रपति श्री प्रणब मुखर्जी द्वारा वर्ष 2015-16 का राजभाषा कीर्ति पुरस्कार द्वितीय प्रदान किया गया।

**राजभाषा शील्ड** – भारतीय विदेश व्यापार संस्थान (आईआईएफटी), वाणिज्य मंत्रालय, भारत सरकार के प्रशासनिक और वित्तीय नियंत्रण के अधीन एक स्वायत्त शासी संस्थान है। वाणिज्य मंत्रालय के राजभाषा विभाग द्वारा हिंदी के प्रचार-प्रसार को ध्यान में रखते हुए शील्ड/ट्रॉफी योजना चलाई जा रही है। इस योजना के अंतर्गत गठित मूल्यांकन समिति द्वारा "क" क्षेत्र में राजभाषा के श्रेष्ठ कार्यान्वयन के लिए संस्थान को वर्ष 2015-16 का "राजभाषा पुरस्कार" तृतीय प्रदान किया गया।

संस्थान में वर्ष 2016-17 के दौरान हिंदी के प्रगामी-प्रयोग से संबंधित किए गए कार्यों का विवरण निम्न प्रकार है :

1. **धारा 3(3) का अनुपालन** – संस्थान में सभी कार्यालय आदेश, परिपत्र, कार्यालय ज्ञापन, अधिसूचनाएं, संविदाएं, करार, टेंडर के फार्म और नोटिस, नियम, दोनों सदनों में प्रस्तुत किए जाने वाले सभी सरकारी कागज व प्रशासनिक रिपोर्ट आदि द्विभाषी रूप में जारी किये गए।
2. **राजभाषा नियम, 1976 के नियम 11 का अनुपालन** – संस्थान के कोड, भर्ती नियम, संविधान, पुस्तकालय नियम व



श्रीमती रीता तेवतिया, वाणिज्य सचिव से पुरस्कार प्राप्त करते हुए संस्थान के डॉ. प्रमोद कुमार गुप्ता, कुलसचिव व श्री राजेन्द्र प्रसाद, हिंदी अधिकारी

विनियम, अंशदायी भविष्य निधि नियम, सेवाओं की हस्तपुस्तिका, नागरिक प्राधिकार, परामर्श नियम, पुस्तकालय नियम व विनियम आदि द्विभाषी रूप से संस्थान की वेबसाइट पर उपलब्ध हैं।

(क) सभी साइनेज, रबड़ की मोहरें, नामपट्ट, लोगो, सीलें, पत्र शीर्ष, विजिटिंग कार्ड आदि द्विभाषी रूप में उपयोग में लाए गए।

(ख) संस्थान में कर्मचारियों द्वारा सभी प्रपत्र जैसे अवकाश आवेदन, चिकित्सा प्रतिपूर्ति बिल, यात्रा रियायत बिल, वाहन व्यय, ट्यूशन फीस प्रतिपूर्ति इत्यादि पूरी तरह द्विभाषी रूप में उपयोग में लाए गए।

(ग) संस्थान में आयोजित होने वाले सभी प्रशिक्षण कार्यक्रमों के प्रवेश पत्रों का द्विभाषी रूप में उपयोग किया गया।

3. **राजभाषा नियम, 1976 के नियम 5 का अनुपालन** – संस्थान के सभी अनुभागों/विभागों में प्राप्त हिंदी पत्रों का उत्तर हिंदी में ही दिया गया।

4. **पत्राचार की स्थिति** – संस्थान “क” क्षेत्र में स्थित है इस प्रकार “क” और “ख” क्षेत्र में अधिक से अधिक पत्राचार हिंदी/द्विभाषी रूप में किया गया। इस प्रकार संस्थान में हिंदी पत्राचार की स्थिति संतुष्टिपूर्ण रही।

5. **संस्थान की द्विभाषी वेबसाइट** – संस्थान की वेबसाइट हिंदी व अंग्रेजी दोनों भाषाओं में है तथा अंग्रेजी वेबसाइट के साथ-साथ हिंदी वेबसाइट को समय-समय पर अद्यतन किया गया।

6. **प्रशिक्षण कार्य** – राजभाषा नियमों के अंतर्गत सेवाकालीन प्रशिक्षण के लक्ष्य को शत प्रतिशत पूरा करने हेतु हिंदी आशुलिपिक प्रशिक्षण के लिए शेष कर्मचारियों को नामित किया गया। दो कर्मचारियों ने सफलतापूर्वक प्रशिक्षण पूरा किया तथा सफल प्रशिक्षणार्थियों को सरकार की ओर से मिलने वाले वित्तीय लाभ दिए गए। प्रशिक्षित सभी कर्मचारियों से संस्थान में अधिक से अधिक हिंदी में काम लिया जा रहा है।

7. **शिक्षण कार्यक्रम**

i) संस्थान में प्रबंधन विकास कार्यक्रमों के अंतर्गत देश के विभिन्न स्थानों से आए अधिकारियों को हिंदी माध्यम से प्रबंधन व अंतरराष्ट्रीय व्यवसाय पर सघन शिक्षण/प्रशिक्षण दिया गया।

ii) निर्यात के क्षेत्र में देश के विभिन्न स्थानों से अभ्यर्थियों की भारी माँग पर संस्थान के एमडीपी विभाग द्वारा निर्यात बंधु योजना के अंतर्गत हिंदी माध्यम से ऑन-लाइन निर्यात-आयात व्यापार में प्रमाण-पत्र कार्यक्रम चलाने का निर्णय लिया गया है। यह कार्यक्रम जुलाई 2017 से प्रारंभ किया जा रहा है जिसके पाठ्यक्रम की अवधि 4 सप्ताहांत में 20 सत्रों की होगी तथा कक्षाएं शनिवार को 2.00 बजे (अपराह्न) से 6.00 बजे तक और रविवार को 10.00 बजे (पूर्वाह्न) से 5.00 बजे तक चलाई जाएंगी। इस संबंध में अधिक जानकारी के लिए संस्थान की वेबसाइट [www.iift.edu](http://www.iift.edu) पर देखा जा सकता है।

8. **छमाही प्रोत्साहन योजना** – राजभाषा विभाग, गृह मंत्रालय द्वारा हिंदी के प्रचार-प्रसार के लिए प्रोत्साहन योजनाओं का प्रावधान किया गया है। वाणिज्य मंत्रालय के निर्देशानुसार संस्थान में छमाही प्रोत्साहन योजना लागू की गई है जिसके अंतर्गत हिंदी में अधिकाधिक कार्य करने वाले कर्मचारियों को नकद पुरस्कार के रूप में राशि ₹1000 प्रदान की गई।

9. **वार्षिक प्रोत्साहन योजना** – राजकीय कार्यों के लिए हिंदी को बढ़ावा देने के उद्देश्य से चालू वर्ष के दौरान वार्षिक प्रोत्साहन योजना चलाई गई है जिसके अंतर्गत पूर्ण रूप से हिंदी में कार्य करने वाले अधिकारियों/कर्मचारियों को नकद पुरस्कार के रूप में राशि ₹ 5000 का प्रावधान किया गया है।

10. **नराकास की बैठक** – संस्थान “क” क्षेत्र में स्थित होने के कारण माननीय संसदीय राजभाषा समिति द्वारा गठित नगर राजभाषा कार्यान्वयन समिति (नराकास) का सदस्य कार्यालय है। संस्थान ने वर्ष के दौरान नराकास द्वारा समय-समय पर आयोजित सभी बैठकों में अपनी भागीदारी दर्ज की। इसके अतिरिक्त, नराकास द्वारा संस्थान के हिंदी अधिकारी को दिए गए सात सदस्य कार्यालयों की छमाही रिपोर्ट की समीक्षा व इन कार्यालयों में राजभाषा के कार्यान्वयन के दायित्व का निर्बाध रूप से निर्वहन किया गया। वर्ष के दौरान नराकास सदस्य कार्यालयों द्वारा आयोजित विभिन्न प्रतियोगिताओं में संस्थान के कर्मचारियों ने अपनी सहभागिता दर्ज की।

11. **तिमाही बैठक** – वर्ष 2016-17 के दौरान राजभाषा नियमों के अनुपालनार्थ प्रत्येक तिमाही में निदेशक महोदय की अध्यक्षता में विभागीय राजभाषा कार्यान्वयन समिति की बैठकों का आयोजन किया गया। इन बैठकों के दौरान संस्थान में राजभाषा कार्यों की समीक्षा व प्रगामी प्रयोग संबंधी निर्णय लिए गए। बैठकों के आयोजन की तिथि निम्न प्रकार है :

तिमाही	आयोजन की तिथि
जनवरी-मार्च 2017	20 अप्रैल 2017
अक्टूबर-दिसम्बर 2016	17 जनवरी 2017
जुलाई-सितम्बर 2016	30 सितम्बर 2016
अप्रैल-जून 2016	28 जून 2016

12. **हिंदी कार्यशाला** – संस्थान में हिंदी कार्यशालाओं का नियमित आयोजन किया गया। ये कार्यशालाएं अधिकारियों/कर्मचारियों को हिंदी में कार्य करने हेतु प्रेरित एवं प्रशिक्षित करने के उद्देश्य से आयोजित की गई। वर्ष 2016-17 में हिंदी कार्यशालाओं के आयोजन की तिथि इस प्रकार है :

तिमाही	आयोजन की तिथि
जनवरी-मार्च 2017	22 मार्च 2017
अक्टूबर-दिसम्बर 2016	28 दिसम्बर 2016
जुलाई-सितम्बर 2016	28 सितम्बर 2016
अप्रैल-जून 2016	30 जून 2016

13. **हिंदी में प्रकाशन** – संस्थान की वार्षिक रिपोर्ट वर्ष 2015–16 का हिंदी में प्रकाशन किया गया। हर वर्ष की भांति, हिंदी कक्ष द्वारा गृह-पत्रिका “यज्ञ” अंक-10, वर्ष 2017 का प्रकाशन किया गया। पत्रिका में संस्थान की मुख्य गतिविधियां तथा राजभाषा नियमों के अतिरिक्त, 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।

#### 14. निरीक्षण

(क) 4 नवम्बर 2016 को राजभाषा विभाग, गृह मंत्रालय के क्षेत्रीय कार्यान्वयन कार्यालय-1 (दिल्ली) से आए उप-निदेशक (कार्यान्वयन) श्री प्रमोद कुमार शर्मा ने राजभाषा विभाग द्वारा निर्धारित मानकों के आधार पर संस्थान का निरीक्षण किया तथा राजभाषा के कार्यान्वयन संबंधी गतिविधियों की प्रशंसा की। निरीक्षण के दौरान संस्थान की अद्यतन द्विभाषी वेबसाइट व हिंदी गृह-पत्रिका “यज्ञ” की विशेष रूप से सराहना की गई। इसके अतिरिक्त, सक्षम अधिकारी द्वारा संस्थान में राजभाषा के कार्यान्वयन की उत्तरोत्तर वृद्धि के लिए दिए गए सुझावों पर सकारात्मक कार्रवाई की गई।

(ख) 19 अक्टूबर 2016 को संसदीय राजभाषा समिति की तीसरी उप-समिति द्वारा संस्थान के संदर्भ में राजभाषा कार्यों का निरीक्षण किया गया। इस दौरान संस्थान द्वारा दिए गए

आश्वासनों पर कार्रवाई करते हुए अनुपालनात्मक रिपोर्ट समिति कार्यालय भेजी गई।

(ग) 5-6 अप्रैल 2017 के दौरान संस्थान के दिल्ली परिसर से हिंदी अधिकारी द्वारा कोलकाता परिसर पर राजभाषायी निरीक्षण दौरा किया गया। इस दौरान कोलकाता परिसर पर हिंदी कार्यशाला का आयोजन किया गया जिसके अंतर्गत सहभागियों को राजभाषा नियमों की जानकारी दी गई तथा उन्हें हिंदी कार्यों के लिए कंप्यूटर की उपयोगिता संबंधी व्यावहारिक पक्ष से अवगत कराया गया।

#### संस्थान में हिंदी सप्ताह

संस्थान में राजभाषा विभाग द्वारा समय-समय पर जारी दिशा-निर्देशों के अनुरूप 7-14 सितम्बर 2016 के दौरान हिंदी सप्ताह का आयोजन किया गया तथा संस्थान में राजभाषा के इस वार्षिक पर्व का कुलसचिव डॉ. प्रमोद कुमार गुप्ता ने उद्घाटन किया। इस दौरान निबंध प्रतियोगिता, टिप्पण एवं प्रारूपण प्रतियोगिता तथा प्रश्नोत्तरी प्रतियोगिता आयोजित की गई। संस्थान के अधिकांश अधिकारियों व कर्मचारियों ने इन प्रतियोगिताओं में अपनी सहभागिता दर्ज की। 14 सितम्बर 2016 को हिंदी सप्ताह के समापन के अवसर पर रंगारंग सांस्कृतिक कार्यक्रम का आयोजन किया गया ताकि मनोरंजन के माध्यम से हिंदी का संदेश आखिरी कर्मचारी तक पहुंचाया जा सके।

पुरस्कार विजेता कर्मचारी निम्न प्रकार हैं :

(क) निबंध प्रतियोगिता के प्रथम चार पुरस्कार विजेता		
श्री अतुल कुमार	प्रथम पुरस्कार	₹ 1500
श्रीमती दीपा पी.जी.	प्रथम पुरस्कार (हिंदीतर)	₹ 1500
श्रीमती करिश्मा खान	द्वितीय पुरस्कार	₹ 1300
श्री सते सिंह	द्वितीय पुरस्कार	₹ 1300
(ख) प्रश्नोत्तरी प्रतियोगिता के पुरस्कार विजेता		
श्री राकेश कुमार ओझा	प्रथम पुरस्कार	₹ 1500
श्री संजीव कुमार	द्वितीय पुरस्कार	₹ 1300
कृ. मोनिका	तृतीय पुरस्कार	₹ 1200
(ग) हिंदी टिप्पण एवं प्रारूपण प्रतियोगिता के प्रथम चार पुरस्कार विजेता		
श्री संजय वर्मा	प्रथम पुरस्कार	₹ 1500
श्री बरुण भट्टाचार्जी	प्रथम पुरस्कार (हिंदीतर)	₹ 1500
श्रीमती सीमा शर्मा	द्वितीय पुरस्कार	₹ 1300
श्रीमती दीपा पी.जी.	द्वितीय पुरस्कार (हिंदीतर)	₹ 1300



**हिन्दी सप्ताह समापन समारोह** – इस अवसर पर तत्कालीन निदेशक डॉ. सुरजित मित्रा ने हिंदी सप्ताह के दौरान आयोजित विभिन्न इनामी प्रतियोगिताओं के विजेताओं को नकद पुरस्कार व प्रमाण-पत्र प्रदान करते हुए सम्मानित किया तथा समारोह में आमंत्रित सभी मेहमानों का स्वागत किया। हर वर्ष की भांति रंगारंग सांस्कृतिक कार्यक्रम का आयोजन भी किया गया।

## कोलकाता परिसर में हिंदी सप्ताह



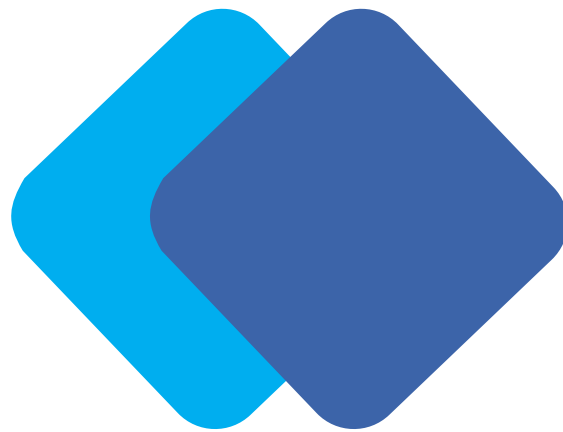
भारतीय विदेश व्यापार संस्थान के कोलकाता परिसर में 14-21 सितम्बर 2016 के दौरान हिंदी सप्ताह मनाया गया। 14 सितम्बर को हिंदी दिवस के अवसर पर कोलकाता परिसर के अध्यक्ष व प्रोफेसर डॉ. के. रंगराजन की उपस्थिति में हिंदी सप्ताह का विधिवत प्रारंभ करते हुए तत्कालिक भाषण प्रतियोगिता का आयोजन किया गया। राजभाषा हिंदी के प्रचार-प्रसार को ध्यान में रखते हुए हिंदी प्रतियोगिताओं की श्रृंखला में निबंध लेखन, प्रश्नोत्तरी व कविता पाठ का आयोजन किया गया।

पुरस्कार विजेता कर्मचारी निम्न प्रकार हैं :

(क) तत्कालिक भाषण प्रतियोगिता के प्रथम तीन पुरस्कार विजेता		
श्री द्वैपायन आश	प्रथम पुरस्कार	₹ 1200
प्रो. रंजॉय भट्टाचार्या	द्वितीय पुरस्कार	₹ 1000
कृ. संजुक्ता दास	तृतीय पुरस्कार	₹ 800
(ख) निबंध प्रतियोगिता के प्रथम तीन पुरस्कार विजेता		
श्रीमती नीलम शाह	प्रथम पुरस्कार	₹ 1200
कृ. रिद्धि चैटर्जी	द्वितीय पुरस्कार	₹ 1000
कृ. संजुक्ता दास	तृतीय पुरस्कार	₹ 800
(ग) प्रश्नोत्तरी प्रतियोगिता के पुरस्कार विजेता		
श्रीमती नीलम शाह व श्री ब्रतीन सरकार	प्रथम पुरस्कार	₹ 1200
श्रीमती नबमिता दास व श्री अविजित दास	द्वितीय पुरस्कार	₹ 1000
श्री अमित कुमार घोषाल व श्री राम दास	तृतीय पुरस्कार	₹ 500
(घ) कविता पाठ प्रतियोगिता के प्रथम तीन पुरस्कार विजेता		
श्रीमती नबमिता दास	प्रथम पुरस्कार	₹ 1200
श्री शिबू मोंदूल	द्वितीय पुरस्कार	₹ 1000
श्रीमती नीलम शाह	तृतीय पुरस्कार	₹ 800



हिन्दी सप्ताह समापन समारोह – 21 सितम्बर 2016 को कोलकाता परिसर अध्यक्ष व प्रोफेसर डॉ. के. रंगराजन ने प्रतियोगिता विजेताओं को प्रोत्साहित करते हुए प्रमाण-पत्र व नकद पुरस्कार प्रदान किए तथा उन्होंने अपने भाषण में संस्थान के प्रशासनिक कार्यों में अधिकाधिक राजभाषा हिंदी के कार्यान्वयन पर बल दिया।



ANNUAL  
ACCOUNTS

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2016-17

# Independent Auditor's 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

## **Report on the Financial Statements**

We have audited the attached Balance Sheet of the Indian Institute of Foreign Trade (Institute) as at March 31, 2017, Income & Expenditure Statement and Receipts & Payments Account for the year ended on that date annexed thereto and a summary of significant accounting policies and other explanatory information.

## **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance and Receipts & Payments of the Institute in accordance with the Generally Accepted Accounting Principles in India. This responsibility includes the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

## **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Institute's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



**Opinion**

In our opinion and to the best of our information and according to the explanations given to us, the Balance Sheet, Income & Expenditure Statement and Receipts & Payments Account read together with the Schedules thereon give a true and fair view in conformity with accounting principles generally accepted in India.

- (a) In the case of Balance Sheet, of the state of affairs of the Institute at March 31, 2017;
- (b) In the case of Income & Expenditure Statement, of the Surplus of the Institute for the year ended on that date.
- (c) In the case of the Receipts & Payments Account, on the receipts and payments of the Institute for the year ended on that date.

**Emphasis of Matter**

*We draw attention to Note VII of Notes to Accounts (Schedule 17) where the Institute carried out the physical verification of fixed assets through a Chartered Accountant Firm, resulting in certain differences between Gross Block of Fixed Assets, Accumulated Depreciation, Net Block as at 31-3-2013, pending the reconciliation of such differences, we are unable to comment on gross block, net block and accumulated depreciation of fixed assets as at 31-3-2017 and depreciation for the year 2016-17 of the Institute.*

*Further, we draw attention to Note IX of Notes to Accounts (Schedule 17), which relate to certain non-reconciled accounts, confirmations relating to income, current assets, loans and advances, current liabilities and debit and credit balances which needs reconciliation and confirmation.*

We further report that:

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:

- (a) In our opinion, proper books of account as required by law have been maintained by the Institute so far as appears from our examination of these books;
- (b) The Balance Sheet, Income & Expenditure Statement and Receipts & Payments Account dealt with by this report are in agreement with the books of account.

708 Surya Kiran  
19 Kasturba Gandhi Marg  
New Delhi-110001  
Dated: 27 September 2017

For **S. Ramanand Aiyar & Co.**  
Chartered Accountants  
Firm Registration No. 000990N  
sd/-  
**(R. Balasubramanian)**  
Partner  
Membership No. 080432

INDIAN INSTITUTE OF FOREIGN TRADE

BALANCE SHEET AS AT 31<sup>ST</sup> MARCH 2017

(Amount : ₹)

Particulars	Schedule	31-03-2017	31-03-2016
<b>CORPUS / CAPITAL FUND AND LIABILITIES</b>			
Corpus, Capital & Other Funds	1	3,41,34,60,447	2,98,31,69,995
Earmarked / Endowment Funds	2	4,91,06,145	2,97,56,549
Current Liabilities and Provisions	3	22,04,98,929	24,58,06,956
Interunit Balance	1A	–	12,45,753
<b>TOTAL</b>		<b>3,68,30,65,521</b>	<b>3,25,99,79,253</b>
<b>ASSETS</b>			
Fixed Assets	4	86,83,75,499	79,02,56,582
Investments in Earmarked Funds	5	4,91,06,145	2,97,56,549
Investments in Others	6	1,91,48,99,512	1,55,19,37,468
Interest Accrued on Investments	7A	26,25,98,339	17,36,02,356
Current Assets, Loans, Advances, etc.	7	58,80,86,026	71,44,26,298
<b>TOTAL</b>		<b>3,68,30,65,521</b>	<b>3,25,99,79,253</b>
Significant Accounting Policies	16		
Contingent Liabilities and Notes on Accounts	17		

As per our report of even date attached

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

Chartered Accountants

Firm Registration No. 000990N

sd/-

**R. Balasubramanian**

Partner

Membership No. 080432

Place: New Delhi

Dated: 27 September 2017

For & on behalf of Indian Institute of Foreign Trade

sd/-

**PROF. MANOJ PANT**

Director

sd/-

**DR. P. K. GUPTA**

Registrar

**INDIAN INSTITUTE OF FOREIGN TRADE**

**INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED  
ON 31<sup>ST</sup> MARCH 2017**

(Amount : ₹)

Particulars	Schedule	31-03-2017	31-03-2016
<b>A. INCOME</b>			
Income from Services	8	69,56,92,842	66,62,82,438
Grants (Revenue grant utilized during the year)	9	-	-
Grant – Centre for WTO Studies	9A	6,00,00,000	16,52,00,000
Income from CWS	9B	32,97,573	44,96,702
Fees / Subscriptions	10	32,373	33,263
Income from Royalty, Publications, etc.	11	2,29,933	2,18,623
Interest Earned	12	21,22,27,089	8,00,97,085
Interest Accrued on Investments	12A	-	8,49,56,533
Other Income	13	3,08,07,704	20,84,551
<b>TOTAL (A)</b>		<b>1,00,22,87,514</b>	<b>1,00,33,69,195</b>
<b>B. EXPENDITURE</b>			
Establishment Expenses	14	22,16,09,855	21,66,17,685
Other Administrative Expenses, etc.	15	21,25,31,991	21,12,04,341
Depreciation – (Corresponding to Schedule 4)		1,20,14,319	1,25,73,417
Prior-Period Items (Net)	15A	2,02,93,427	3,40,74,567
Expenses for Centre for WTO Studies	15B	10,44,50,686	9,51,01,746
<b>TOTAL (B)</b>		<b>57,09,00,278</b>	<b>56,95,71,756</b>
<b>Balance being excess of Income over Expenditure (A–B)</b>		<b>43,13,87,236</b>	<b>43,37,97,439</b>

As per our report of even date attached

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

sd/-  
**R. Balasubramanian**  
Partner  
Membership No. 080432

Place: New Delhi  
Dated: 27 September 2017

For & on behalf of Indian Institute of Foreign Trade

sd/-  
**PROF. MANOJ PANT**  
Director

sd/-  
**Dr. P. K. GUPTA**  
Registrar

INDIAN INSTITUTE OF FOREIGN TRADE

RECEIPTS AND PAYMENTS ACCOUNT FOR THE YEAR ENDED  
ON 31<sup>ST</sup> MARCH 2017

(Amount : ₹)

Receipts	31-03-2017	31-03-2016	Payments	31-03-2017	31-03-2016
<b>I. Opening Balances</b>			<b>I. Expenses</b>		
(a) Cash and Stamps in Hand	288	442	(a) Establishment Expenses	1,35,71,638	20,12,45,319
(b) Bank Deposits			(b) Administrative Expenses	52,87,66,210	53,27,85,275
(i) Current Account	11,76,54,041	-11,74,741	<b>II. Investments and Deposits made</b>		
(ii) Deposit Account (STD)	49,01,98,136	1,10,32,32,609	Out of own Funds		
(iii) Saving Bank	2,15,65,707	1,72,480	(a) (Investments - Others)	59,08,75,000	97,38,65,124
<b>II. Grants Received</b>			<b>III. Expenditure on Fixed Assets &amp; Capital Work-in-Progress</b>		
(a) From Government of India	6,00,00,000	33,25,00,000	(a) Purchase of Fixed Assets	36,39,148	27,92,92,477
<b>III. Income on Investments from</b>			<b>IV. Other Payments</b>	30,66,14,553	6,84,72,544
(a) Earmarked/Endowment Funds	—	—	<b>V. Closing Balances</b>		
<b>IV. Interest Received</b>			(a) Cash & Stamps in Hand	321	288
(a) On Bank Deposits	10,34,67,963	10,84,03,875	(b) Bank Balances		
(b) Loans, Advances, etc.	30,197	3,162	(i) Current Account	1,04,09,990	11,76,64,041
<b>V. Other Income</b>			(ii) Deposit Account (STD)	48,82,94,220	49,01,98,136
(a) Market Survey / Seminar Fee, Training Fee / Property Income	76,03,72,428	87,94,04,284	(iii) Saving Bank	1,53,92,701	2,15,55,707
<b>VI. Other Receipts</b>			<b>TOTAL</b>	<b>1,95,75,63,781</b>	<b>2,68,50,78,911</b>
(a) Maturity of FD	26,99,46,175	20,55,66,454			
(b) Miscellaneous	13,43,28,846	5,69,70,346			
<b>VII. Sale of Fixed Assets</b>	—	—			
<b>TOTAL</b>	<b>1,95,75,63,781</b>	<b>2,68,50,78,911</b>			

As per our report of even date attached

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

Chartered Accountants

Firm Registration No. 000990N

sd/-

**R. Balasubramanian**

Partner

Membership No. 080432

Place: New Delhi

Dated: 27 September 2017

For & on behalf of Indian Institute of Foreign Trade

sd/-

**PROF. MANOJ PANT**

Director

sd/-

**Dr. P. K. GUPTA**

Registrar

**INDIAN INSTITUTE OF FOREIGN TRADE**

**SCHEDULES FORMING PART OF THE BALANCE SHEET  
AS AT 31<sup>ST</sup> MARCH 2017**

**SCHEDULE 1: CAPITAL, CORPUS FUND & OTHER FUNDS**

(Amount : ₹)

Particulars	31-03-2017		31-03-2016	
<b>A. CAPITAL FUND</b>				
<b>Balances as at the beginning of the year</b>				
Capital Grant for Land & Building		5,34,99,000		5,34,99,000
Capital Grant for New Building		10,72,89,068		10,72,89,068
Capital Grant for Construction of Hostel C-9		2,86,00,000		2,86,00,000
Capital Grant for Land at Maidan Garhi		26,28,00,000		26,28,00,000
Leasehold Land at Kolkata		1		1
Capital Grant for Construction of Kolkata Campus	60,86,93,065		53,89,93,065	
Add: Additions during the year	-		6,97,00,000	
Add: Adjustments	-	60,86,93,065	-	60,86,93,065
Capital Grant for setting up MSME Shimla	1,88,00,000		1,13,00,000	
Add: Additions during the year	-	1,88,00,000	75,00,000	1,88,00,000
Grant for setting up of IAIFT (Uganda)		42,50,000		42,50,000
Balance of other grants as at beginning of the year	21,16,98,218		22,00,80,856	
Less: Transferred to Gratuity Reserve Fund /Leave Encashment Reserve Fund	(13,16,438)		83,82,638	
Balance of other grants as at the end of the year		21,30,14,656		21,16,98,218
<b>Donated Asset Fund</b>				
Donated Assets Opening Balance	17		3,686	
Less: Depreciation	17	-	3,669	17
<b>Permanent Membership</b>				
Permanent Membership Opening Balance	1,22,70,396		1,22,70,394	
Add: Interest (less adjustments)	-	1,22,70,396	-	1,22,70,396
<b>B. CORPUS FUND</b>				
Balance as at the beginning of the year	1,59,60,01,766		1,16,24,04,328	
Add: Balance of net income transferred from Income & Expenditure Account	43,13,87,236		43,37,97,438	
	2,02,75,89,002		1,59,62,01,766	
Less/Add: Transferred to Pension Corpus	-	2,02,75,89,002	-	1,59,62,01,766
<b>C. Gratuity Reserve Fund</b>		5,18,93,524		5,26,59,813
<b>D. Leave Encashment Reserve Fund</b>		1,94,49,153		1,99,99,302
<b>E. Pension Corpus</b>		53,12,580		64,09,348
<b>TOTAL</b>		<b>3,41,34,60,447</b>		<b>2,98,31,69,995</b>

**SCHEDULE 1A : INTERUNIT BALANCE**

(Amount : ₹)

Particulars	31-03-2017	31-03-2016
Interunit Payable	(2,11,83,663)	2,21,65,784
Interunit Receivable	₹(2,11,83,663)	2,09,20,031
<b>TOTAL</b>	-	<b>12,45,753</b>

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SCHEDULE 2 – EARMARKED / ENDOWMENT FUNDS

(Amount : ₹)

Funds	(a) Opening Balance of the Funds (as at 01-04-2016)	(b) Additions to the funds during 2016-17		Total (a+b)	(c) Utilisation/ Expenditure towards objectives of funds (i) Revenue Expenditure	Total (c)	Net Balance at end of the year (a+b+c)	Previous Year
		(i) Income from investments made on account of funds	(ii) Other additions					
<b>Endowment for Awards</b>								
AK Sengupta Award	8,722	6,000	-	14,722	-	-	14,722	8,722
BM Ghai Award	31,271	21,509	-	52,780	-	-	52,780	31,271
Dun & Brad Street Award	2,888	1,986	-	4,874	-	-	4,874	2,888
Rangaswamy Award	10,335	7,109	-	17,444	-	-	17,444	10,335
Srinivas Iyenger Award	5,967	10,982	-	26,949	-	-	29,949	15,967
<b>Endowment for Chairs</b>								
APEDA Chair	48,71,190	33,50,394	-	82,21,584	-	-	82,21,584	48,71,190
EDI Chair VSNL	82,65,073	56,84,700	-	1,39,49,773	-	-	1,39,49,773	82,65,073
EDI Chair Balmer-Lawrie	18,27,173	12,56,726	-	30,83,899	-	-	30,83,899	18,27,173
STC Chair	63,08,676	43,39,095	-	1,06,47,771	-	-	1,06,47,771	63,08,676
<b>Scholarship Funds</b>								
Scholarship Receipt A/c	9,26,510	6,37,252	-	15,63,762	-	-	15,63,762	9,26,510
Sumitra Chishty Award	52,986	36,444	-	89,430	-	-	89,430	52,986
<b>Other Funds</b>								
MMTC Corpus	60,89,327	40,20,576	-	1,01,09,903	2,43,750	2,43,750	98,66,153	60,89,327
PEC Corpus	13,46,431	6,38,573	-	19,85,004	4,18,000	4,18,000	15,67,004	13,46,431
<b>TOTAL FY 2016-17</b>	<b>2,97,56,549</b>	<b>2,00,11,346</b>	<b>-</b>	<b>4,97,67,895</b>	<b>6,61,750</b>	<b>6,61,750</b>	<b>4,91,06,145</b>	<b>2,97,56,549</b>

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**SCHEDULE 3 : CURRENT LIABILITIES AND PROVISIONS**

(Amount : ₹)

Particulars	31-03-2017		31-03-2016	
<b>A. CURRENT LIABILITIES</b>				
1. Sundry Creditors		73,18,673		1,35,13,217
2. Payable to Employees		1,24,32,422		1,47,97,023
3. Advances Received		1,13,297		81,541
3A. Advances Received from Students		15,84,502		14,29,502
4. Security Deposit / Retention Money		3,74,64,700		3,95,68,785
5. Stale Cheques				
(a) Outstanding for a Period Above 12 Months	-		1,69,26,954	
(b) Outstanding for a Period Below 12 Months	-		1,62,183	1,70,89,137
6. Funds				
(a) IIFT Alumni Fund	57,78,769		16,06,598	
(b) IMF Fund (Receivable)	(25,70,281)	32,08,488	(51,977)	15,54,621
7. Other Current Liabilities				
(a) Other Current Liabilities	4,27,49,058		3,27,48,573	
(b) Grant Brought Forward	33,18,565		33,18,565	
(c) Scholarships	39,99,220		36,33,830	
(d) Statutory Dues	40,98,848	5,41,65,691	33,69,193	4,30,70,161
<b>TOTAL (A)</b>		<b>11,62,87,773</b>		<b>13,11,03,987</b>
<b>B. PROVISIONS</b>				
1. Gratuity		5,18,93,524		5,26,59,813
2. Accumulated Leave Encashment		1,94,49,153		1,99,99,302
3. Bonus		3,73,032		2,10,383
4. Other Provisions		3,24,95,447		4,18,33,471
<b>TOTAL (B)</b>		<b>10,42,11,156</b>		<b>11,47,02,969</b>
<b>TOTAL (A+B)</b>		<b>22,04,98,929</b>		<b>24,58,06,956</b>

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**SCHEDULE 4: FIXED ASSETS**

Particulars	Rate of Depreciaion	GROSS BLOCK			
		As on 01.04.2016	Additions	Adjustments	As on 31.03.2017
<b>A.</b>					
<b>1. Land</b>					
(a) Leasehold – Delhi Campus	–	2,77,38,561	–	–	2,77,38,561
(b) Leasehold – Maidan Garhi, Delhi	–	27,28,33,725	–	–	27,28,33,725
(b) Leasehold – Kolkata Campus	–	1	–	–	1
<b>2. Building</b>					
(b) Leasehold	5.00%	15,30,21,238	65,886	–	15,30,87,124
<b>3. Furniture &amp; Fixtures</b>	4.76%	10,03,73,664	11,19,424	–	10,14,93,088
Electrical Equipment, Tape Recorders & Accessories, Audio-Visual Equipment					
<b>4. Vehicles</b>	8.33%	13,47,718	–	–	13,47,718
<b>5. Office Equipment, Typewriters</b>	6.25%	3,33,27,832	9,90,939	–	3,43,18,771
Duplicators, Air- Transformers & Water Coolers					
<b>6. Computer Hardware</b>	25.00%	12,09,50,144	36,69,456	–	12,46,19,600
<b>7. Books</b>	33.33%	2,97,71,838	13,53,353	–	3,11,25,191
<b>8. Capital Work-in-Progress</b>		35,93,08,114	8,29,34,199	–	44,22,42,313
<b>TOTAL (A)</b>		<b>1,09,86,72,835</b>	<b>9,01,33,257</b>	<b>–</b>	<b>1,18,88,06,092</b>
<b>B.</b>					
<b>Other Fixed Assets</b>					
<b>(a) Assets SIDA</b>					
(i) Photo Copiers, Books / Trade Directory, Printing Machine / Lettering Machine & Typewriters	6.25%	5,68,982	–	–	5,68,982
(ii) Audio-Visual Equipment and Micro Fiche Reader	4.76%	8,97,520	–	–	8,97,520
<b>(b) Donated Assets Fund</b>					
(i) Computers	25.00%	21,36,508	–	–	21,36,508
(ii) Fountain & Saraswati Idol	4.76%	77,000	–	–	77,000
<b>TOTAL (B)</b>		<b>36,80,010</b>	<b>–</b>	<b>–</b>	<b>36,80,010</b>
<b>GRAND TOTAL (A+B)</b>		<b>1,10,23,52,845</b>	<b>9,01,33,257</b>	<b>–</b>	<b>1,19,24,86,102</b>



(Amount : ₹)

DEPRECIATION					NET BLOCK	
Up to 31.03.2016	Deductions	For the year	Adjustments	Total as on 31.03.2017	Up to 31.03.2017	As on 01.04.2016
-	-	-	-	-	2,77,38,561	2,77,38,561
-	-	-	-	-	27,28,33,725	27,28,33,725
-	-	-	-	-	1	1
8,62,35,822	-	33,39,271	-	8,95,75,093	6,35,12,031	6,67,85,417
5,84,48,581	-	46,01,336	-	6,30,49,917	3,84,43,171	4,19,25,083
4,26,536	-	57,822	-	4,84,358	8,63,360	9,21,183
1,69,36,059	-	17,76,406	-	1,87,12,465	1,56,06,306	1,63,91,773
11,74,18,379	-	14,96,331	-	11,89,14,710	57,04,890	35,31,767
2,89,50,897	-	7,43,153	-	2,96,94,050	14,31,141	8,20,941
-	-	-	-	-	44,22,42,313	35,93,08,114
<b>30,84,16,274</b>	<b>-</b>	<b>1,20,14,319</b>	<b>-</b>	<b>32,04,30,593</b>	<b>86,83,75,499</b>	<b>79,02,56,565</b>
5,68,982	-	-	-	5,68,982	-	-
8,97,520	-	-	-	8,97,520	-	-
21,36,508	-	-	-	21,36,508	-	-
76,983	-	17	-	77,000	-	17
<b>36,79,993</b>	<b>-</b>	<b>17</b>	<b>-</b>	<b>36,80,010</b>	<b>-</b>	<b>17</b>
<b>31,20,96,267</b>	<b>-</b>	<b>1,20,14,336</b>	<b>-</b>	<b>32,41,10,603</b>	<b>86,83,75,499</b>	<b>79,02,56,582</b>

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SCHEDULE 5 : INVESTMENTS IN EARMARKED / ENDOWMENT FUNDS

(Amount : ₹)

Particulars	31-03-2017	31-03-2016
A. Earmarked / Endowment Funds	4,91,06,145	2,97,56,549
<b>TOTAL</b>	<b>4,91,06,145</b>	<b>2,97,56,549</b>

SCHEDULE 6 : INVESTMENTS – OTHERS

(Amount : ₹)

Particulars	31-03-2017	31-03-2016
A. Corpus		
(a) in Fixed Deposits	1,32,51,61,691	99,81,21,170
(b) in RIP Accounts	18,17,61,297	11,44,96,039
B. Gratuity Reserve Fund	5,18,93,524	5,26,59,813
C. Leave Encashment Reserve Fund	1,94,49,153	1,99,99,302
D. Pension / Bonus Corpus	53,12,580	64,29,761
E. Income Tax Purposes	33,13,21,267	36,02,31,383
<b>TOTAL</b>	<b>1,91,48,99,512</b>	<b>1,55,19,37,468</b>

SCHEDULE 7A : INTEREST ACCRUED ON INVESTMENTS (BUT NOT DUE)

(Amount : ₹)

Particulars	31-03-2017	31-03-2016
1. On Long Term Investments	25,93,39,300	16,51,67,493
2. On Short Term Investments	32,59,039	84,34,863
<b>TOTAL</b>	<b>26,25,98,339</b>	<b>17,36,02,356</b>

Note: Interest accrued but not due represents interest earned but not due. The corresponding effect has been booked in the corpus/income account.

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

(Amount : ₹)

Particulars	31-03-2017		31-03-2016	
<b>A. CURRENT ASSETS</b>				
<b>1. Inventories:</b>				
(a) Stock of Stationery / Computer Consumables, etc. (At cost as certified by the Management)		27,79,073		33,82,068
<b>2. Sundry Debtors:</b>				
(a) Debts outstanding for a period exceeding 6 months	1,83,92,524		2,30,65,084	
Less: Provision for doubtful debts	24,00,046		25,92,046	
	1,59,92,478		2,04,73,038	
(b) Debts outstanding for a period less than 6 months	1,19,26,471		2,46,08,165	
(c) Receivable from Students	7,26,500	2,86,45,449	7,26,500	4,58,07,703
<b>3. Cash &amp; Stamps in Hand (Incl. Cash Imprests)</b>		55,486		31,432
<b>4. Bank Balances:</b>				
(a) With Scheduled Banks:				
- Current Account (Indian Bank)	11,95,082		(1,06,72,221)	
- Short Term Deposits (Sweep Account)	36,12,38,918		37,59,73,526	
- Other Bank Accounts	2,17,30,103	38,41,64,103	14,96,00,126	51,49,01,431
5. 6th Pay Commission Arrear		3,63,98,473		3,63,98,473
<b>TOTAL (A)</b>		<b>45,15,42,584</b>		<b>60,05,21,107</b>
<b>B. LOANS, ADVANCES AND OTHER ASSETS</b>				
<b>1. Loans:</b>				
(a) Staff (incl. staff advances)		1,11,00,249		93,50,647
<b>2. Advances and other amounts recoverable in cash or in kind or for value to be received:</b>				
(a) Prepayments	79,01,957		1,37,98,759	
(b) Others (incl. Earnest Money / Security Deposits)	7,42,83,832		5,23,16,124	
(c) Stale Cheques	(3,26,065)	8,18,59,724	1,88,081	6,63,02,964
<b>3. Tax Deducted at Source</b>		4,35,83,469		3,82,51,580
<b>TOTAL (B)</b>		<b>13,65,43,442</b>		<b>11,39,05,191</b>
<b>TOTAL (A+B)</b>		<b>58,80,86,026</b>		<b>71,44,26,298</b>

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SCHEDULE 8 : INCOME FROM SERVICES

(Amount : ₹)

Particulars	31-03-2017	31-03-2016
1. Income from Services		
(a) Maintenance Services (Equipment / Property)	73,85,300	2,37,89,385
(b) Training / Research Programmes	68,83,07,542	64,24,93,053
<b>TOTAL</b>	<b>69,56,92,842</b>	<b>66,62,82,438</b>

SCHEDULE 9 : GRANTS

(Amount : ₹)

Particulars	31-03-2017	31-03-2016
1. Capacity Building Programme for African Nationals B/F	33,18,565	76,57,339
Add: Received during the year	–	–
	33,18,565	76,57,339
Less: Expenditure on Programmes (B)	–	43,38,774
Carry Forward to next year (C)	<b>33,18,565</b>	<b>33,18,565</b>
2. Setting up of MSME Shimla Campus		
B/F from Previous year	–	1,13,00,000
Add: Received during the year	–	–
	–	1,13,00,000
Less: Adjustments	–	1,13,00,000
Less: Expenditure on Programmes (D)	–	–
Carry Forward to next year (E)	–	–
Income from Grants (D)	–	–
Total Carry Forward of Grants to Next Year (C)	33,18,565	33,18,565

SCHEDULE 9A : GRANTS FOR CENTRE FOR WTO STUDIES

(Amount : ₹)

Particulars	31-03-2017	31-03-2016
1. Grants received for Activities of the Centre	6,00,00,000	16,52,00,000
<b>TOTAL</b>	<b>6,00,00,000</b>	<b>16,52,00,000</b>

SCHEDULE 9B : WTO CENTRE INCOME

(Amount : ₹)

Particulars	31-03-2017	31-03-2016
1. Income Received during the Year	32,97,573	32,96,702
2. WTO Manpower Services	–	12,00,000
<b>TOTAL</b>	<b>32,97,573</b>	<b>44,96,702</b>

SCHEDULE 10 : SUBSCRIPTIONS

(Amount : ₹)

Particulars	31-03-2017	31-03-2016
1. Annual Subscriptions	32,373	33,263
<b>TOTAL</b>	<b>32,373</b>	<b>33,263</b>

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**SCHEDULE 11 : INCOME FROM PUBLICATIONS**

(Amount : ₹)

Particulars	31-03-2017	31-03-2016
1. Income from Publications	2,29,933	2,18,623
<b>TOTAL</b>	<b>2,29,933</b>	<b>2,18,623</b>

**SCHEDULE 12 : INTEREST EARNED**

(Amount : ₹)

Particulars	31-03-2017	31-03-2016
1. On Term Deposits:		
(a) With Scheduled Banks	21,11,48,533	8,00,37,935
2. On Savings Bank A/c	10,65,782	53,313
3. On Loans:		
(a) Employees / Staff	12,774	5,837
<b>TOTAL</b>	<b>21,22,27,089</b>	<b>8,00,97,085</b>

**SCHEDULE 12A : INTEREST ACCRUED ON INVESTMENTS**

(Amount : ₹)

Particulars	31-03-2017	31-03-2016
1. Interest Accrued on Investments	-	8,49,56,533
<b>TOTAL</b>	<b>-</b>	<b>8,49,56,533</b>

**SCHEDULE 13 : OTHER INCOMES**

(Amount : ₹)

Particulars	31-03-2017	31-03-2016
1. Miscellaneous Income	3,08,07,704	20,84,551
<b>TOTAL</b>	<b>3,08,07,704</b>	<b>20,84,551</b>

**SCHEDULE 14 : ESTABLISHMENT EXPENSES**

(Amount : ₹)

Particulars	31-03-2017	31-03-2016
1. Salaries, Allowances and Wages	18,39,59,982	16,41,11,883
2. Contribution to Provident Fund	73,93,049	1,33,99,295
3. Staff Welfare Expenses	67,34,580	84,52,510
4. Expenses on Employees' Retirement and Terminal Benefits	76,94,984	1,43,95,218
5. Others (Wages to Contractual Employees & Others)	1,57,28,033	1,44,83,162
6. Salary Arrears	99,227	17,75,617
<b>TOTAL</b>	<b>22,16,09,855</b>	<b>21,66,17,685</b>

*Note: Miscellaneous Income includes income from consultancy, sale of scrap, reimbursement of manpower cost from Centre for WTO Studies, rebate received on charging franking machine, etc.*

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SCHEDULE 15 : OTHER ADMINISTRATIVE EXPENSES, ETC.

(Amount : ₹)

Particulars	31-03-2017	31-03-2016
1. Advertisement and Publicity	3,38,806	6,14,491
2. Auditors Remuneration	97,453	44,505
3. Bank and Insurance Charges	1,33,678	89,997
4. Computer & Networking Expenses	96,69,153	64,96,025
5. Electricity and Power	3,14,31,716	3,11,79,461
6. Expenses on Security & Housekeeping	2,10,07,906	1,87,91,309
7. Expenses on Seminars / Workshops / Programmes	9,76,44,576	11,08,49,905
8. Losses / (Gains) for Forex	96,757	(29,909)
9. Guest House General & Maintenance Expenses	1,32,855	14,89,640
10. Legal / Consultancy Fee	2,42,296	4,31,059
11. Library Expenses	2,10,27,409	88,84,440
12. Postage, Telephone and Communication Expenses	4,99,122	5,44,337
13. Printing and Stationery	21,56,532	19,24,081
14. Rent, Rates and Taxes	27,53,065	1,48,93,983
15. Repairs and Maintenance	1,05,11,852	1,01,68,028
16. Subscription Expenses (Publication Expenses)	69,862	68,319
17. Travelling and Conveyance Expenses	11,71,481	6,34,723
18. Vehicle Running and Maintenance	10,44,723	10,79,909
19. Miscellaneous Expenses / Charges	(1,29,483)	1,13,700
20. Other Admin Expenses	1,26,32,232	29,36,338
<b>TOTAL</b>	<b>21,25,31,991</b>	<b>21,12,04,341</b>

SCHEDULE 15A : PRIOR PERIOD ITEMS (NET)

Particulars	31-03-2017	31-03-2016
1. Salary and Staff Welfare Expenses	–	4,14,787
2. Programme Expenses	–	18,39,919
3. Repairs & Maintenance	–	17,32,622
4. Rent, Rates and Taxes	–	61,455
5. Printing & Stationery Expenses	–	95,435
6. Postage & Telegram Expenses	–	(7,421)
7. Legal and Consultancy Charges	–	–
8. Miscellaneous Prior Period Credits	(3,19,91,913)	(1,58,665)
9. Miscellaneous Prior Period Debits	5,22,85,340	1,14,80,048
10. Publication / Subscriptions	–	3,74,149
11. Accrued Interest	–	1,14,89,667
12. Miscellaneous Expenses	–	67,71,251
13. Programme Fee	–	–
14. Miscellaneous Incomes	–	(18,680)
15. Prior Period Expenditure	–	–
<b>TOTAL</b>	<b>2,02,93,427</b>	<b>3,40,74,567</b>

**INDIAN INSTITUTE OF FOREIGN TRADE**

**SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE  
ACCOUNT FOR THE YEAR ENDED ON 31<sup>ST</sup> MARCH 2017**

**SCHEDULE 15B : EXPENSES FOR CENTRE FOR WTO STUDIES**

(Amount : ₹)

Particulars	31-03-2017	31-03-2016
1. Salaries & Wages	2,45,03,583	2,18,51,301
2. General Expenses	1,50,59,061	1,02,56,382
3. Subscription Expenses	-	22,64,353
4. Seminars / Workshops / Conferences, etc.	3,86,08,614	4,16,88,678
5. Lease Rent	1,30,24,000	60,00,000
6. Wages to Contractual Employees	1,18,32,852	88,63,428
7. Maintenance of India Trade Portal (WTO)	-	26,40,520
8. Prior Period Expenses (WTO)	8,41,129	12,83,405
9. Other WTO Expenses	5,81,447	2,53,679
<b>TOTAL</b>	<b>10,44,50,686</b>	<b>9,51,01,746</b>

INDIAN INSTITUTE OF FOREIGN TRADE  
**SCHEDULES FORMING PART OF THE BALANCE SHEET**  
AS AT 31ST MARCH 2017

**SCHEDULE 16: SIGNIFICANT ACCOUNTING POLICIES**

**I. 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 an 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.

**II. 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.



### III. 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.

### IV. GOVERNMENT GRANTS/SUBSIDIES.

Government grants/subsidies are accounted on realization basis.

### V. RETIREMENT BENEFITS

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

### VI. STOCK OF BOOKS, STATIONERY, ETC.

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

### VII. PROVISION FOR DOUBTFUL DEBTS

Provision is created for debts outstanding for more than 3 years as per discretion of management.

INDIAN INSTITUTE OF FOREIGN TRADE  
**SCHEDULES FORMING PART OF THE BALANCE SHEET**  
AS AT 31ST MARCH 2017

**SCHEDULE 17: NOTES TO ACCOUNTS**

- I. Contract for construction of Kolkata campus has been awarded for an amount of ₹133.57 crore for main work. As per "Schedule of Payments" agreed with contractor, payments are being released in a phased manner, depending upon completion of each stage, recommendation of project management consultant (PMC) of the work and submission of Running Account (RA) balance. Consequently, contingent liability, if any, is not ascertainable.
- II. Provision for Gratuity Liability amounting ₹7,66,289/- (Accumulating to ₹5,18,93,524/-, previous year ₹5,26,59,813/-) has been written down during the year. Gratuity of ₹47,69,482/- paid during the year has been adjusted against opening provision.
- III. Provision for Accumulated Leave Encashment benefits to the employees to the extent of ₹5,50,149/- (Accumulating to ₹1,94,49,153/-, previous year ₹1,99,99,302/-) has been written down during the year. Accumulated Leave Encashment benefits of ₹29,25,502/- encashed during the year has been adjusted against opening provision.
- IV. 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.
- V. Provision of ₹3,73,032/- has been made for bonus for the year 2016-17. Bonus pertaining to 2015-16 amounting ₹1,96,878/- has been paid during the year.
- VI. Provision for doubtful debt amounting to ₹24,00,046/- is standing in the books. No new provision has been made for doubtful or bad debts.
- VII. M/s Lunawat and Co. Chartered Accountant firm has derived the Gross Block of fixed assets available during the physical verification on the basis of FIFO method. The value of Gross Block as derived is ₹46.39 crore as compared to the Gross value of fixed assets as per financial statement of the Institute as on 31.03.2013 is ₹59.55 crore.

The Management has stated balances related to fixed asset as at 31-3-2017 which are:

Gross Block of Fixed Assets amounting to ₹119.25 Crore, Accumulated Depreciation amounting to ₹32.41 Crore, Net Block of Assets amounting to ₹86.83 Crore and depreciation for the financial year 2016-17 is amounting to ₹1.20 Crore.

The effort is being made to reconcile the differences as per physical verification report of M/s Lunawat & Co., Chartered Accountants and Schedule 4 of the Balance Sheet and Books of Account.

- VIII. Depreciation of ₹1,20,14,336/- during the year on own assets. Schedule-4 to Balance Sheet, includes depreciation of ₹11,97,876/- charged on assets of Centre for WTO Studies which has been accounted for in the expenditure of the Centre under Schedule-15B and further ₹17/- on donated assets which are charged off to the donated assets fund. Balance of ₹1,08,16,443/- has been accounted for as expenditure of the Institute in the Income & Expenditure Statement.
- IX. There are certain balances under Current Assets, Loans and Advances and Current Liabilities are subject to confirmation and subsequent reconciliation, if any. The main Balances are as under:
  - a) Certain debit balances of receivables amounting ₹1,34,92,303/- (pertaining to previous years, even before 2003-04), advances to staff and parties amounting ₹4,87,94,377/- (some of which are pertaining to previous years, even before 2010-11), unidentified debits amounting to ₹60,076/- (pertaining to previous year 2010-11), and Tax deducted at source amounting ₹8,80,824 (pertaining to years 2009-10 and 2010-11);

- b) Certain credit balances of staff and parties amounting ₹1,25,13,578/- (pertaining to previous years, upto 2009-10), creditors amounting ₹6,29,650/- (pertaining to previous years, upto 2009-10), Provision for doubtful debts amounting ₹24,00,046/- (pertaining to previous years).
- X. The relevant documents for recognition of CPF by income tax are not readily available. However, efforts are being made to prepare fresh documents with the help of panel advocate of the Institute.
- XI. In the opinion of the Institute, the provision for all known liabilities including depreciation has been made and is adequate.
- XII. The Balance Sheet, Receipts & 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.
- XIII. The Financial results include Income & Expenditure of Kolkata Centre of the Institute for 2016-17 as below:

		( ₹ lakh)	
S. No.	Particulars	2016-17	2015-16
1.	<b>Income</b>	<b>2029.77</b>	<b>1669.87</b>
2.	Expenditure (before Depreciation)	925.16	959.69
3.	Depreciation (Proportionate)	8.49	7.22
4.	<b>Total Expenditure</b>	<b>933.65</b>	<b>966.91</b>
5.	<b>Surplus</b>	<b>1096.11</b>	<b>702.96</b>

- XIV. Arrears of salary as per recommendation of 6th CPC (RP) Rules were paid during the year 2009-10 and 2010-11 to the administrative staff and faculty, amounting ₹4,54,98,091. As per Sanction Order No. 16(34)/2007 (I), dated 30th December 2008, 80% of the arrears so paid shall be reimbursed by Department of Commerce, Govt. of India. Accordingly, 80% of the arrear paid in the previous years, i.e. ₹3,63,98,473/- have been carried forward as Grant receivable from the Department. Request for release of amount has been made to Department of Commerce.
- XV. To meet pension obligation, pension corpus for ₹95,00,000/- was created during 2009-10 out of the Corpus Fund. Accordingly, part of the Investment of Corpus Fund has been earmarked for this Fund. The opening balance of the fund was ₹64,09,348/- and Pension payment of ₹26,72,615/- have been released during the year. As on 31.03.2017, the corpus stands at ₹53,12,580/-.
- XVI. Previous year's figures have been regrouped or rearranged wherever necessary.
- XVII. The figures given in the Receipts & Payments Account, Income & Expenditure Account and Balance Sheet are rounded off to the nearest rupee.

Clauses I to XVII form an integral part of accounts and have been duly authenticated.

For **S. Ramanand Aiyar & Co.**  
Chartered Accountants  
Firm Registration No. 000990N  
sd/-  
**(R. Balasubramanian)**  
Partner  
Membership No. 080432  
Place : New Delhi  
Date: 27 September 2017

For & on behalf of Indian Institute of Foreign Trade  
sd/- sd/-  
**Prof. Manoj Pant** **Dr. P. K. Gupta**  
Director Registrar

## IIFT Faculty

(as on date of publication)

Name	Qualification	Specialisation
<b>Chairpersons/Head</b>		
<b>Bhatia, Dr. (Mrs.) Satinder</b>	M.Com., M.Phil. (Organization Behaviour), Ph.D. (Financial Management) PMP (Project Management)	Managerial Accounting, Financial Management, Project Appraisal and Finance, Cost Management Strategies, Corporate Financial Strategies, Bond and Equity Markets, Corporate Forex Strategies, IFRS.
<b>Joshi, Dr. Rakesh Mohan</b>	M.B.A., E.M.I.T. (Gold Medalist) IIFT, Ph.D.	International Marketing, International Business, International Business Strategy, International Entrepreneurship.
<b>Katti, Dr. (Mrs.) Vijaya</b>	M.A. (Economics), Ph.D., Post Doctoral Research	India's Trade with SAARC, Indo-Nepal Economic Relations, WTO & Related Issues, RTAs and Rules of Origin, Global Business Environment, India's Foreign Trade Policy and Trade related Issues.
<b>Raju, Dr. (Mrs.) D. Sunitha</b>	M.A., Ph.D.	Agriculture Trade Issues, Economic Environment & Policy, Industry Sector Analysis, Regional Trade Agreements.
<b>Rangarajan, Dr. K.</b>	M.Com., A.M.T., A.A.M.A. (Aus), Ph.D	Strategic Management, Corporate Restructuring, Internationalization of SMEs, Strategic Alliances.
<b>Shanker, Dr. Ravi</b>	M.Sc., M.B.A., Ph.D.	Marketing of Services, Marketing Management and Strategy, Distribution Management.
<b>Professors/Consultants at the Level of Professor</b>		
<b>Bhattacharyya, Dr. Ranajoy</b>	M.Sc. (Eco), M.Phil. (Eco), Ph.D. (Eco)	International Economics, Environment Economics.
<b>Datta, Dr. Radhika Prosad</b>	B.Stat. (ISI), M.Sc. (IIT), M.S. (Colorado State University), Ph.D. (University of Texas at Arlington)	Management Information Systems, Data Mining (including Privacy Preserving Data Mining), Fractals and Scaling in Complex Systems.

Name	Qualification	Specialisation
<b>Kapoor, Ashok</b>	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.
<b>Mehtani, Dr. Rohit</b>	B.S. (Delhi), M.B.A. Industrial Management (NPC), M.S. Consultancy Practice and Management (BITS Pilani), M.B.A. Technology Management (Deakin/ Australia), PGP International Business (IIM Calcutta), PGP International Trade (IIFT Delhi), PGP International Marketing (PU), M.A. Public Administration (Global Governance), M.A. Global Political Economy (Hull, England/British Chevening Scholar), M.Phil., Ph.D.	International Political Economy, Globalization and Governance, International Business Diplomacy, International Business Negotiations, International Business Strategy, International Business Operations.
<b>Wali, Dr. O.P.</b>	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/Consultants at the level of Associate Professor

<b>Banerjee, Dr. Saikat</b>	M.B.A. (Gold Medalist), P.G.D.P.R., P.G.D.M.&S.M., Ph.D., "Global Business Management Programme" (Thunderbird School of Global Management,	Brand Management, Consumer Behaviour, Marketing Communication.
<b>Chatnani, Dr. Niti</b>	B.Sc., M.B.A., Ph.D.	Finance: Financial Management, Security Analysis and Portfolio Management, Commodity Trading and Price Risk Management.

Name	Qualification	Specialisation
<b>Das, Dr. Prabir Kumar</b>	M.Sc. (Agri Statistics), Ph.D.	Business Statistics, Business Research Methods, Advanced Research Methods & Project, Marketing Research, Operations Research, Advanced Analytics, Financial Risk Management, Advanced Course on International Marketing & Strategy, Applied Marketing Research, Advanced Forecasting Techniques for Business Applications, Multivariate Data Analysis and Forecasting Techniques, Statistics and Research Methodology, Big Data
<b>Dutta, Dr. Gautam</b>	B.E. (Mechanical), M.B.A., Ph.D. (IIT)	Marketing & Entrepreneurship.
<b>Kapil, Dr. Sheeba</b>	M.B.A. (Finance), Ph.D., UGC-NET	Financial Management, Mergers & Acquisition, Business Valuation, Investment Analysis and Appraisal.
<b>Lakhanpal, Dr. Pooja</b>	M.A. (Psychology), Ph.D. (Organization Behaviour) (IIT, Mumbai), Post Doctoral (Germany)	Psychology for Managers, Organizational Behaviour, Human Resource Management, Cross Cultural Management, Corporate Social Responsibility.
<b>Nag, Dr. Biswajit</b>	M.A. (Economics), P.G. Diploma in Financial Management, Ph.D. (Economics)	Industrial Economics, Applied Econometrics, International Trade & Finance.
<b>Rastogi, Dr. Sanjay</b>	M.Sc. (Stat.), Ph.D. Post Doctoral (Germany)	Business Statistics, Quantitative Techniques, Business Research, Marketing Research, Econometric Modeling and Forecasting.
<b>Seal, Dr. Jayanta Kumar</b>	CMA, M.Phil., Ph.D.	Corporate Finance, Derivatives and Risk Management, International Finance, Security Analysis and Portfolio Management, Financial and Management Accounting.
<b>Seth, Dr. Nitin</b>	B.E. (Mechanical), M.Tech (Production IIT Delhi), M.E. (Industrial Engg. & Management), Ph.D. (IIT Delhi), Post Doctoral (Germany)	Operations Management, Service Operations, Supply Chain Management, Total Quality Management, Project Management.
<b>Sharma, Dr. R.P.</b>	M.A. (Geography), M.B.A., Ph.D.	Marketing Management, Marketing of Services, Sales Management.
<b>Sharma, Dr. Ruppal W.</b>	B.A. (Hons) in Economics, Masters Programme in International Business (MBA) Ph.D. (Brand Management)	Brand Management, Strategic Marketing, Marketing Effectiveness.

Name	Qualification	Specialisation
<b>Singh, Dr. Ram</b>	M.B.A., PGDIBO, Ph.D. MGG (Germany)	International Trade Operations and Logistics.
<b>Sinha, Dr. Deepankar</b>	B.Sc. (Hons - Physics) – ranked 6th in University; M.Sc. (Physics-Electronics) - NIT, Rourkela; Graduate Diploma in Operations Research (ORSI); M.B.A. (Finance) IGNOU; Higher Diploma in Computer Science, ACL; Ph.D. Industrial & System	Global Logistics, Port and Shipping Management, Supply Chain and Operations Management, Information Technology – BPR and ERP, MIS-DSS-BI Implementation, System Dynamics.
<b>Tripathi, Dr. Saswati</b>	M.Sc. (App. Maths), M.Phil (App. Maths), Ph.D. (Maths), NET Qualified CSIR Fellow, Certified SCOR-P Professional conferred by APICS, USA (International Certification from APICS for Supply Chain Professionals)	Supply Chain Management, Operations Management, Operations Research, Business Statistics, Business Research Methods (BRM), Graph Theory, Numerical Methods, Linear and Non-Linear Differential Equations.
<b>Vadlamudy, Dr. Raveendra Saradhi</b>	M.Com., Ph.D. (IIM-Ahmedabad)	International Trade & Finance, International Financial Management, Financial Management, Management Accounting, Spreadsheet Modeling, Security Analysis and Portfolio Management.
<b>Venkatesan, Dr. M.</b>	M.A. (Psychology), M.Phil. (Social Psychology), Ph.D. (Social Psychology)	Organizational Behaviour, Behavioral Sciences, Psychometric Testing, Human Resource Management, Competency Mapping, Quantitative Research Methods, Change Management, Global Leadership, Entrepreneurship, Employee Counseling, Employee Engagement.

### Assistant Professors/Consultants at the level of Assistant Professor

<b>Chakraborty, Dr. Debashis</b>	M.A. (Economics), M.Phil. (Economics), Ph.D.	International Trade, World Trade Organization and Indian Agriculture, Environmental Sustainability.
<b>Chaturvedi, Dr. Tamanna</b>	M.Sc. (Ag Economics), Ph.D. (WTO), IIFT	Agricultural Economics, Agri Commodity Trading, Product & Market Analysis for Exports, MSME Studies, WTO (SPS & AOA), Trade Policy Issues.
<b>Chaudhuri, Dr. Bibek Ray</b>	M.A. (Economics), M.Phil. (Economics), Ph.D. (Economics), NET-JRF	Macroeconomics, Productivity Analysis, Applied Econometrics, Survey (Export Potential, Competitiveness, etc.), Service Trade, Microfinance.

## INDIAN INSTITUTE OF FOREIGN TRADE

<b>Ghosh, Dr. Triptendu Praksah</b>	M.A. (Eco.), M.Phil. Ph.D.	Financial Management, Infrastructure Financing, Excel Spreadsheet Modeling in Finance, Performance and Corporate Governance of Family Firms, Financial Markets and Institutions, Fixed Income Securities, Security Analysis and Portfolio Management.
<b>Gupta, Dr. Himani</b>	M.Sc. (Statistics), M.Phil. (Statistics), Ph.D. (IIT Roorkee) FDP (IIMA)	Statistics, Estimation Theory, Operations Research, Business Research Methods, Climate Change and Environment Sustainability Issues.
<b>Malla, Dr. Sweta Srivastava</b>	M.A., Ph.D.	Organizational Behaviour, Behavioral Science, Business Ethics, Organizational Justice, Positive Psychology, CSR, Corporate Governance, Sustainable Business.
<b>Mukherjee, Dr. Jaydeep</b>	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.
<b>Sahu, Dr. Basanta K.</b>	B.A. (Economics Honors) M.A. (Economics), M.Phil. (Economics), Ph.D. (Economics)	Teaching: India and World Economy, Macroeconomics, International Economics, Public Policy, Microfinance, Development Economics, Business Environment & Foreign Trade Policy. Research: Household Economics, Development Policy, Agriculture Economics, Drought Policy & Food Insecurity, Non-farm Sector, Microfinance, Trade & Development, Gender Issues, Skill &
<b>Siddiqui, Dr. Areej Aftab</b>	MIB, NET/JRF, Certificate in Strategic Sourcing, Ph.D.	Trade Operations and Global Sourcing.
<b>Singh, Parul</b>	B.Tech. (Computer Sc.), M.B.A. (HR, Marketing), NET & JRF (UGC)	Information Technology and Marketing.
<b>Singla, Dr. Ashim Raj</b>	M.C.A., Ph.D.	Information Systems, Database Management Systems, E-Commerce, ERP Systems, System Analysis and Design, Data Modeling using MS Excel, Business Intelligence.
<b>Symss, Dr. Jacqueline</b>	M.Com., UGC-JRF, Ph.D.	Financial and Managerial Accounting, Investment Banking, Management of Financial Services.
<b>Verma, Sonu</b>	B.E. (Electronics), M.B.A. (Marketing, Gold Medalist), NET (UGC) in Management	Business Statistics, Business Research Methods, Marketing Research, Operations Management, Research Methodology, Supply Chain Management.



## Centre for WTO Studies

### Head

<b>Das, Abhijit</b>	M.Sc. (Physics)	Anti-Dumping, Subsidies, Safeguards, WTO Disputes, Agriculture, NAMA.
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### Professors

<b>Bhatnagar, Mukesh</b>	B.Com. (Hons.), M.B.A.	Anti-Dumping, Subsidies, Safeguards, WTO Disputes, Multilateral Negotiations.
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<b>Raina, Chandni</b>	M.A. (Economics) M.A. (Public Policy & Sustainable Development)	Intellectual Property Rights.
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### Associate Professors

<b>Kallummal, Dr. Murali</b>	M.A. (Industrial Eco) M.Phil (Industrial Eco) Ph.D. (Economics)	Trade and Environment, Investment and Trade, Non Agricultural Market Access (NAMA) Issues, SPS and TBT Measures (Non Tariff Measures), Role of Standards in International Trade, Web Portal on SPS & TBT, Free Trade Agreements (FTA).
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### Assistant Professors

<b>Gupta, Dr. Pralok</b>	M.B.E., Ph.D UGC - NET	Economics of Services Trade, WTO & Related Issues, International Migration, Trade and Investment Linkages, E-Commerce.
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<b>Singh, Shailja</b>	B.A. LL.B. (Hons.), LL.M.	Disputes in WTO, Non-Tariff Barriers to Trade, Other Legal Aspects Relating to WTO.
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<b>Sharma, Dr. Sachin Kumar</b>	Ph.D. (Economics)	Trade and Development, Agriculture and WTO.
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## Centre for Regional Trade

### Head & Professor

<b>Das, Dr. Ram Upendra</b>	M.A. (Economics) M.Phil. (Economics) Ph.D. (Economics)	International Trade and Development
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## Centre for Trade & Investment Law

### Head & Professor

<b>Nedumpara, Dr. James J.</b>	LL.B (MGU), LL.M (Cambridge), LL.M (NYU), LL.M (NUS), Ph.D. (NLS, B'Lore)	Public International law, Investment Law, Trade Remedies, SPS/TBT, WTO Disputes.
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## IIFT Administration

(as on date of publication)

Designation	Name	Contact No.
<b>Registrar</b>	Dr. P. K. Gupta	011-39147210 / 26531565
<b>Deputy Registrar</b>	Gaurav Gulati	011-39147306 / 39147307
<b>Sr. Administrative Officers</b>	Bhuwan Chandra Desh Raj	011-39147385 011-39147318
<b>Senior Finance Officer</b>	Pitambar Behera	011-39147317
<b>Finance Officer</b>	Deepa P.G.	011-39147247
<b>Administrative Officers</b>	B. Prasannakumar	011-39147215
	Meenakshi Saxena	011-39147319 / 26857908
	Nalini Meshram	011-39147249
<b>Section Officers</b>	Anil Kumar Meena	011-39147213
	Chiranji Lal	011-39147323
	Dwaipayan Ash	033-24195700
	Gaurav Gupta	011-39147221
	Jitender Saxena	011-39147225
	Karun Duggal	011-39147322
	Kavita Sharma	011-39147321
	Lalita Gupta	011-39147226
	Mohini Madaan	011-39147223
	P.K. Khanna	011-39147212
	Rakesh Kumar Ojha	011-39147315
	Sumita Marwaha	011-39147221
<b>Hindi Officer</b>	Rajinder Prasad	011-39147248

## IIFT Support Services

(as on date of publication)

Designation	Name	Contact No.
<b>Placement &amp; Corporate Advisor</b>	Harkirat Singh	011-39147308
<b>Jt. Placement &amp; Corporate Advisor</b>	Sanjay Verma	011-39147305
<b>Systems Manager</b>	Bimal Kumar Panda	011-39147222
<b>Asstt. Systems Manager</b>	S. Balasubramanian	011-39147222
<b>Computer Programmer</b>	Neha Vinayak	011-39147222
<b>Assistant Librarians</b>	R.S. Meena	011-39147200 (extn. 834)
	Amita Anand	011-39147383

## Guest Faculty

Name	Designation	Organization
Ajay Kumar Chauhan	Asst. Professor	IMT Ghaziabad
Ajay Shastri	Yoga Instructor	JNU
Amit Bagga	Partner	Diksha Academy Pvt. Ltd
Amit Joshi	Director	Goodfine Marketing Limited
Anil Anand Pathak	Associate Professor	MDI
Anil Sayal	Factory Controller	-
Anil Misra	Associate Professor	MDI
Anjali Shukla	Manager	TCS
Arindam Das	Associate Professor	ASC
Arpan Kar	Asst. Professor	IIT Delhi
Arvind Tiwari	CEO	Imperial Auto Industries Ltd.
Dayanand Sansanwal	Former Head and Dean	DAVV, Indore
Deepak Jain	Head of Institute	Sriram Institute of Marine Studies
Deepak Pandit	Co-founder	iSEED
Dinesh Chandra Singhal	Consultant/Ex- AGM	Tata Steel
Faraz Ahmed	Spanish Teacher	Instituto Hispania
Harkawar Bawa	-	IBM
Kanwal Kapil	Associate Professor	MDI
Kishore Chakraborti	VP	Mccann Erickson Ltd.
Madhumita Kothari	DGM (Legal)	KCT Coal Sales Ltd.
Munindra Pal Singh	Partner	M.R. Consultants
Naveen Coomar	Managing Partner	Naveen & Naveen Consulting
Neeta Tripathi	French Language Expert	-
Neera Jain	Associate Professor	MDI
Neha Markanda	General Manager	HCL Technologies
N.R. Bhusnurmath	Professor	MDI
Prashant	Asst. Professor	NIIT University
Raju Ahluwalia	GM (HR)	Wipro Ltd.
Raj Kumar Rishi	Sr. Director	HP Inc.
S.L. Ganapathi	Managing Director	Shelka -Marketing Service Pvt. Ltd.
S.P. Joshi	CEO	Markstrat Consulting Pvt. Ltd.
S.P. Kamath	Partner	P3 HR Solutions
Sanjay Dhir	Asst. Professor	IIT Delhi
Sanjay Tiwari	Independent Consultant	-
Sarabjit Singh Butalia	Training Consultant	VSHIPS (UK)
Sarita R. Pasricha	Director	The Life Improvement Academy
Shivendra Kumar Pandey	Professor	IIM (R)
S. Veena Iyer	Asst. Professor	MDI
T. S. Mohan Krishnan	Consultant	IMRB International
Vikas Gupta	Managing Director	Compark E-Services (P) Ltd.

## Permanent Members

(as on 31.3.2017)

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| 1. A Sirkar & Co. (Jewellers) Pvt. Ltd., Kolkata                           | 20. B.T.X. Chemicals (P) Ltd. Mumbai                     | 39. Chillies Export House Ltd. Virudhunagar                                  |
| 2. Agri. & Processed Food Products Export Development Authority, New Delhi | 21. Bank of India Mumbai                                 | 40. Cimmco International New Delhi   |
| 3. All India Handicrafts Board New Delhi                                   | 22. Bank of Madura Limited Chennai                       | 41. CMC Limited New Delhi  |
| 4. Allahabad Bank Kolkata  | 23. Bharat Electronics Limited Bengaluru                 | 42. CMS Institute of Foreign Trade Hyderabad                                 |
| 5. Allana Cold Storage Pvt. Ltd. Mumbai                                    | 24. Bharat Heavy Electricals Ltd. New Delhi              | 43. CAPEXIL Kolkata  |
| 6. Amaravathi Textiles Karur   | 25. Bharat Heavy Plate & Vessels Ltd., Visakhapatnam     | 44. Coffee Board Bengaluru   |
| 7. Amrutanjan Limited Chennai  | 26. Bharat Motors Chennai                                | 45. Coir Board Kochi   |
| 8. Anglo French Drug Co. (Eastern) Ltd., Bengaluru                         | 27. Britannia Industries Ltd. Bengaluru                  | 46. Commerce & Export Promotion Wing, Govt. of Andhra Pradesh, Hyderabad     |
| 9. Arvind Distillery & Chemicals Ltd., Chennai                             | 28. Brooke Bond India Ltd. Bengaluru                     | 47. Council for Leather Export Chennai                                       |
| 10. Andhra Bank Hyderabad  | 29. Balaji Distilleries Ltd. Chennai                     | 48. Camphor & Allied Products Ltd., New Delhi                                |
| 11. AIMIL Ltd. New Delhi   | 30. Bird & Company Pvt. Ltd. Kolkata                     | 49. Carpet Export Promotion Council, New Delhi                               |
| 12. Alleppey Company Ltd. Alleppey   | 31. Bank of Baroda New Delhi                             | 50. Crescent Engineering College Chennai                                     |
| 13. Academy of Management Studies, Dehradun                                | 32. Bombay Dyeing & Mfg. Company Ltd., Mumbai            | 51. Directorate of Industries Govt. of Himachal Pradesh Shimla               |
| 14. Amira Foods (I) Ltd. New Delhi   | 33. Bharat Aluminium Co. Ltd. New Delhi                  | 52. Directorate of Industries Govt. of Madhya Pradesh Bhopal                 |
| 15. AVIS International Ltd. New Delhi                                      | 34. Cotton Textile Export Promotion Council, Mumbai      | 53. Directorate of Industries Govt. of Maharashtra Mumbai                    |
| 16. Alankar Global Pvt. Ltd. New Delhi                                     | 35. Cashew Export Promotion Council of India, Cochin     | 54. Dr. Reddy's Laboratories Ltd., Hyderabad                                 |
| 17. Apparel Export Promotion Council, New Delhi                            | 36. Ceat Tyres of India Ltd. Mumbai                      | 55. Directorate of Export Promotion & Marketing Govt. of Orissa, Bhubaneswar |
| 18. Adani Exports Ltd. Ahmedabad   | 37. Chase Bright Steel Co. Ltd. Mumbai                   |  |
| 19. Ashok Leyland Ltd. Chennai   | 38. Chartered Institute of Transport in India, New Delhi |  |

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| 56. Directorate of Industries & Commerce<br>Govt. of Karnataka, Bengaluru        | 75. Fertilizers & Chemicals<br>(Travancore) Limited, Cochin                         | 94. Hero Cycles Pvt. Ltd.<br>Ludhiana                                  |
| 57. Dhanalakshmi Weaving<br>Works, Cannanore (Kerala)                            | 76. Ficom Organics Limited<br>Mumbai  | 95. H.P. State Small Industries &<br>Export Corporation Ltd.<br>Shimla |
| 58. D.C.M. Limited<br>New Delhi  | 77. Foam Mattings (India) Ltd.<br>Alleppy   | 96. Hill Tiller & Company<br>Bengaluru                                 |
| 59. Dun & Bradstreet<br>Information Services India<br>Ltd., Mumbai               | 78. G.S.T. Corporation<br>New Delhi   | 97. Heavy Engineering Corpn.<br>Ltd., Ranchi                           |
| 60. Eastern Silk Industries Ltd.<br>Kolkata                                      | 79. Geep Industrial Syndicate<br>Ltd., New Delhi                                    | 98. Hindustan Organic Chemicals<br>Ltd., Mumbai                        |
| 61. ECGC of India Limited<br>Mumbai  | 80. Greaves Cotton & Co. Ltd.<br>Mumbai   | 99. Hindustan Lever Limited<br>Mumbai                                  |
| 62. Electronics Corp. of India Ltd.,<br>Hyderabad                                | 81. Grindwell Norton Limited<br>Mumbai  | 100. Hindustan Zinc Limited<br>Udaipur                                 |
| 63. Electronics Trade &<br>Technology Development<br>Corporation Ltd., New Delhi | 82. Groundnut Extractions<br>Export Development<br>Association<br>Mumbai            | 101. Hyderabad Lamps Limited<br>Secunderabad                           |
| 64. Engineers India Limited<br>New Delhi   | 83. Gujarat Alkalies & Chemicals<br>Ltd., Baroda                                    | 102. Ircon International Ltd.<br>New Delhi                             |
| 65. Excel Industries Limited<br>Mumbai   | 84. Guru Nanak Mercantile Co.<br>Jalandhar  | 103. Indian Renewable Energy<br>Dev. Agency Ltd.,<br>New Delhi         |
| 66. Export-Import Bank of India<br>New Delhi                                     | 85. Gujarat International Trade<br>Promotion Council<br>Gandhi Nagar                | 104. I.T.C. Limited<br>Kolkata   |
| 67. Engineering Export<br>Promotion Council,<br>New Delhi                        | 86. Geekay Exim (I) Ltd.<br>Mumbai  | 105. India Trade Promotion<br>Organization,<br>New Delhi               |
| 68. Ess Gee International<br>New Delhi   | 87. Gandhi Institute of<br>Technology and Management<br>(GITAM)<br>Visakhapatnam    | 106. India-CIS Chamber of<br>Commerce & Industry<br>New Delhi          |
| 69. Eagle Flask Industries Pvt.<br>Ltd., Mumbai                                  | 88. G. Premjee Limited<br>Bangkok   | 107. Indian Institute of Export and<br>Import Management<br>Mumbai     |
| 70. Escorts Limited<br>Faridabad   | 89. Gitanjali Exports Corp. Ltd.<br>Mumbai  | 108. Indian Bank<br>Chennai  |
| 71. Federal Bank Limited<br>Alwaye   | 90. Gem & Jewellery EPC<br>Mumbai   | 109. Indian Cotton Mills'<br>Federation,<br>New Delhi                  |
| 72. Ferns Exports<br>Mumbai  | 91. Gitanjali Gems Ltd.<br>Mumbai   | 110. Indian Overseas Bank<br>Chennai                                   |
| 73. Food Corpn. of India<br>New Delhi  | 92. Haryana State Small<br>Industries<br>& Export Corporation Limited<br>Chandigarh | 111. Indian Railway Construction<br>Co. Ltd.,<br>New Delhi             |
| 74. Federation of Indian<br>Chambers of Commerce &<br>Industry, New Delhi        | 93. H.M.T. (International) Ltd.<br>Bengaluru  | 112. Indian Rare Earths Limited<br>Mumbai                              |

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| 113. Industrial Dev. Bank of India<br>Mumbai  | 133. Maruti Udyog Limited<br>New Delhi                             | 153. Narula Udyog (I) Pvt. Ltd.<br>New Delhi   |
| 114. India Sugar and General<br>Industry Export-Import<br>Corporation Ltd., New Delhi | 134. Mahindra & Mahindra<br>Limited, Mumbai                        | 154. National Institute of<br>Agricultural Extension<br>Management, Hyderabad                |
| 115. Indian Institute of Export<br>Management, Bengaluru                              | 135. Mazagon Dock Ltd.<br>Mumbai                                   | 155. National Mineral Dev. Corpn.<br>Ltd., Hyderabad   |
| 116. Imkemex India Limited<br>Mumbai  | 136. Magnum International<br>Trading Company Limited,<br>New Delhi | 156. National Building<br>Construction<br>Corporation Ltd., New Delhi                        |
| 117. Jindal Strips Ltd.<br>New Delhi  | 137. Mysore Coffee Curing Works<br>Ltd., Chikmagalur               | 157. National Textile Corpn. Ltd.,<br>Mumbai   |
| 118. Jammu & Kashmir Bank Ltd.,<br>Srinagar   | 138. Marine Products Export Dev.<br>Authority, Kochi               | 158. National Small Industries<br>Corpn. Ltd., New Delhi                                     |
| 119. Jute Corporation of India Ltd.,<br>Kolkata                                       | 139. MSTC Ltd.<br>Kolkata  | 159. National Agricultural<br>Cooperative Marketing<br>Federation of India Ltd.<br>New Delhi |
| 120. Kirloskar Oil Engines Ltd.<br>Pune   | 140. Metal Box Company of India<br>Ltd., Chennai                   | 160. New Central Jute Mills Co.<br>Ltd., Kolkata   |
| 121. Kerala State Export Trade<br>Development Council<br>Trivandrum                   | 141. Maharashtra State Textile<br>Corpn. Ltd.,<br>Mumbai           | 161. Nav Bharat Corporation<br>Mumbai  |
| 122. Kissan Products Limited<br>Bengaluru   | 142. MECON Ltd.<br>New Delhi                                       | 162. National Bank for Agriculture<br>& Rural Development<br>Mumbai                          |
| 123. Kirloskar Pneumatic Co. Ltd.,<br>Pune  | 143. Mica Manufacturing Co. Pvt.<br>Ltd., Kolkata                  | 163. Ordnance Factory Board<br>Kolkata   |
| 124. Kerala State Industrial<br>Development Corpn.<br>Trivandrum                      | 144. MMTC Limited<br>New Delhi                                     | 164. Overseas Construction<br>Council of India,<br>New Delhi                                 |
| 125. Kerala State Civil Supplies<br>Corporation Ltd., Kochi                           | 145. MSSIDC Limited<br>Mumbai                                      | 165. Pan Foods Limited<br>Panipat  |
| 126. Karnataka State Industrial<br>Investment & Development<br>Corpn. Ltd., Bengaluru | 146. Mohan Exports (India) Ltd.<br>New Delhi                       | 166. Powerloom Development &<br>EPC, Mumbai  |
| 127. Khushi Ram Behari Lal Ltd.<br>Delhi  | 147. Maharashtra State<br>Agricultural<br>Marketing Board, Pune    | 167. Paam Pharmaceuticals<br>(Delhi) Ltd., Delhi   |
| 128. Kudremukh Iron Ore Co. Ltd.,<br>Bengaluru  | 148. Maxwell Exim Ltd.<br>Pondicherry                              | 168. PSG Institute of Management<br>Coimbatore   |
| 129. Lakshmi Machine Works Ltd.<br>Coimbatore   | 149. MVR Industries Ltd.<br>Pondicherry                            | 169. PCI Ltd.<br>New Delhi   |
| 130. Lotus International<br>Mumbai  | 150. Metrochem Industries Ltd.<br>Ahmedabad                        | 170. Polyolefins Industries Ltd.<br>Mumbai   |
| 131. L.G. Balakrishnan & Bros.<br>Ltd., Coimbatore                                    | 151. National Institute of Fashion<br>Technology,<br>New Delhi     | 171. Parekh Brothers<br>Mumbai   |
| 132. Liberty Footwear Company<br>Karnal   | 152. Nagarjuna Signods Ltd.<br>Hyderabad                           |  |

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









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