



# INDIAN INSTITUTE OF FOREIGN TRADE

Deemed to be University & A Knowledge Center



## 55<sup>th</sup> ANNUAL REPORT

2018-19

# INDIAN INSTITUTE OF FOREIGN TRADE

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## THE YEAR IN REVIEW

Despite robust global growth in 2017 and early 2018, the sluggish pace of economic activity in the latter half of 2018 stalled growth prospects. This downswing in cyclical growth may be attributed to the escalated trade tensions among the United States and China along with other contributing factors such as a dip in business confidence, tighter financial conditions and increasing policy uncertainty along with others. According to the IMF's *World Economic Outlook (WEO) Update (April 2019)* global growth is expected to slow down further to 3.3 per cent in 2019 from 3.6 per cent in 2018 but is expected to bounce back by 2020 with a projected growth of 3.9 per cent.

The weakening global sentiment is driven by policy hiccups characterized by the uncertainty following government initiatives and a breakdown of negotiations on sensitive and key issues. While an imminent end to the United States-China trade disputes may be on the cards, there was a myriad of other distressing policy news from around the world including Brexit negotiations in the United Kingdom (UK), the US Federal Government shutdown and US-Iran trade rifts along with Italian budget discussions and uncertainty in Mexico's policy direction under the new regime.

In spite of these developments, the growth prospects for the United States remained positive due to tight labour market conditions along with a robust growth in consumption but dimmed by the slight dip in investment in the second half of 2018. Economic activity in Japan slowed down as it was struck by natural disasters in the last year. A confluence of factors dragged down growth in the Euro Area. These developments included a reversal in export growth driven by sluggish intra-Eurozone trade and poor consumer and business confidence due to revised auto emission standards (Germany), fiscal policy uncertainty translated into widening sovereign spreads and weak domestic demand (Italy), dampening investment along with widespread protests (in France) and uncertainty regarding a no-deal Brexit. Growth in the Chinese economy exhibited signs of decline due to policy pressures in the face of a debt overhang, slower investment, especially in infrastructure and fall in exports due to US tariffs. This also adversely affected the imports in the economy and exports of its trading partners in Asia

and Europe. Weak global cues and market sentiment along with country-specific factors led to a moderation in the economic activity across Emerging Market Economies.

The slowdown in the momentum of growth, which started in the latter half of 2018, is likely to continue in 2019 and is expected to be followed by a recovery towards the end of the year. As a result, global growth is expected to moderate from 3.6 per cent in 2018 to 3.3 per cent in 2019 and stabilize at 3.6 per cent by 2020 (Table 1). The growth projections for the Advanced Economies indicate slower growth in 2019 at 1.8 per cent as against 2.2 per cent in 2018. The downturn in growth is explained, in part, by the tariffs imposed in 2018. Further, the trends indicate that growth in the United States and its trading partners will fall as the fiscal stimulus is likely to shrink in 2019. Additional country-specific developments have triggered a faster than anticipated decline in growth in these countries (*World Economic Outlook Update April 2019, IMF*).

The United States is likely to achieve lower growth in 2019 at 2.3 per cent *vis-à-vis* 2.9 per cent in 2018. This is an outcome of the government shutdown and slightly lower than anticipated fiscal expenditure. However, an accommodative monetary policy stance explains the higher growth projection in 2020. Some of the Euro Area Economies, notably Germany, Italy and France, are struggling with internal issues. Therefore, growth is expected to moderate to 1.3 per cent in 2019 and 1.5 per cent in 2020. Growth in the United Kingdom is marred by the rising anxieties surrounding uncertainty about the Brexit outcome, albeit with an announced fiscal stimulus and is expected to hover around 1.2-1.4 per cent in 2019-20. Finally, despite the additional fiscal support from the government this year, the growth moderation in Japan continues with the projected growth at 1.0 per cent in 2019 and 0.5 per cent in 2020.

The growth in Emerging Market and Developing Economies (EMDEs) is expected to fall to 4.4 per cent in 2019. This trend is led by a decline in growth of Emerging and Developing Asia which is expected to clock a growth rate of 6.3 per cent in 2019-20. In the medium-term, growth in EMDEs is expected to stabilize around 4.8 per



cent with an increasing share of global growth (which will rise to about 85 per cent by 2024).

The rate of economic growth for the Chinese economy fell from 6.8 per cent in the first six months of 2018 to about 6.0 per cent in the latter half of the year. This is accompanied by a slowdown in domestic investment, especially infrastructure. Further pressure is exerted by the regulatory constraints that have been instituted to control the debt. As a result, the expenditure on durable consumption goods also declined in 2018. Further moderation in growth may be expected in light of the escalating trade tensions with the United States. The Indian growth story continues to be driven by robust private consumption expenditure in the short-term. Although the emerging economies may not be able to achieve their potential as the global financial market sentiment as well as global trade have taken a hit in the last year or so. Country-specific factors will play a crucial role in determining that growth outlook for the emerging economies in 2019-20.

Growth in Latin America and the Caribbean is in a recovery phase and is expected to be 1.4 per cent in 2019 and 2.4 per cent in 2020. Among the major economies, Brazil and Argentina are set to experience this growth. However, growth prospects for Mexico and Venezuela remain subdued.

Growth in the Commonwealth of Independent States (CIS) is expected to stabilize around 2.2-2.3 per cent in 2019-20. Moreover, the Russian economy is weighed down by the lower revenue collection from oil exports due to declining prices. At the back of a recession in Turkey which is marred by weak demand and tighter financing conditions, growth in the economies of Emerging and Developing Europe is going to be weaker than expected in 2019-20. Growth in the Sub-Saharan Africa region is picking up and is expected to inch closer to the 4 per cent mark in 2019-20. Finally, growth in the Middle East, North Africa and Pakistan region is also expected to decline to around 1.5 per cent in 2019 but is estimated to bounce back to 3.2 per cent in 2020.

The concerns regarding inflationary pressures are likely to get softened especially in the wake of a moderation in global growth. The inflation projections indicate that it is expected to be stable for the Advanced Economies and fall in the case of the Emerging and Developing Economies.

Inflation rates in the Advanced Economies will be a little lower at 1.6 per cent in 2019. However, the inflation in emerging market and developing economies is expected to be around 4.9 per cent in 2019 and is projected to be close to 4.5-5 per cent in 2020. Oil prices will be projected at around \$59 per barrel in 2019-20. However, the dynamics of oil prices are determined by subdued demand, on the one hand, and production adjustments (to avoid excess supply situations), on the other. In the medium-run, the oil prices are expected to stabilize around \$60 per barrel by 2023.

According to the *Trade and Development Report 2018* (UNCTAD), the rising threats to global stability as indicated by increasing tariffs and unstable international financial flows are symptomatic of our inability to settle the excesses and imbalances in the highly globalized world of today. The burgeoning global debt now stands at three times the size of the global output. It seems that the multilateral trading system is collapsing under extreme duress. The policy dilemma is compounded by the muted global demand where trade alone can no longer engineer global growth. Growth in merchandise trade is estimated to be around 4.2 per cent in 2018 which is a marked improvement from 1.5 per cent in 2016. Despite a rise in the value of cross-border mergers and acquisitions (M&As) by 18 per cent in 2018, the global foreign direct investment flows (FDI) flows contracted by 13 per cent to US\$1.3 trillion (*World Investment Report 2019*, UNCTAD). On the one hand, the FDI flows to developed economies declined by 27 per cent in the last year, the FDI flows into developing economies have been robust and grew by 2 per cent.

Amid rising concerns of a global slowdown and uncertainties due to the deepening US-China trade conflict, there was a bearish rally in global markets which triggered massive sell offs. The policy-makers have been forced to remedy the growth deceleration by taking up urgent measures which also produced a rebound in the markets. *The Global Financial Stability Report 2019* (International Monetary Fund) suggests that the monetary policy normalization in the Advanced Economies was fairly stable and flexible and, therefore, it helped maintain a positive market sentiment. While the financial conditions are fairly accommodative, especially in United States, there are lingering apprehensions of a sudden tightening of financial conditions. Some of the triggers for the negative market sentiment include “a

sharp repricing of risk, an intensification of trade tensions, a further slowdown in global economic activity, or political shocks” (*Global Financial Stability Report 2018*, IMF, p. 1). At the current juncture the downside risks are weighing down the growth prospects.

Global growth is expected to recover by the second half of 2019. A boost to the growth may be provided by a resolution of the ongoing trade war between the US and China followed by a rollback of the tariffs imposed in 2018 along with a rise in business confidence and financial conditions. However, at this stage, the downside risks outweigh the upside risks. Some of the key sources of the downside risks to the global growth outlook are a build-up of trade tensions, country-specific downside risks in key economies, financial vulnerabilities, political uncertainty and risk to the medium and long-term growth posed by climatic change and increasing polarization of public opinion on key issues.

The growth in global trade, investment and output remains subdued in a large part due to trade disputes. Some of the positive developments on this front include signing of the US-Mexico-Canada Agreement in place of the North American Free Trade Agreement, an extended truce between the US and China on trade disputes and a reduction in Chinese tariffs on cars imported from the US. However, much is contingent on the outcome of future policy dialogues between the US and China to dissolve the trade tensions along with a completion of the domestic ratification process for the US-Mexico-Canada Agreement. A resolution of the trade policy uncertainty could definitely uplift global growth by improving business investment, productivity growth and market sentiment.

Recovery in global growth must be led by a pickup in the growth momentum in the Euro Area countries along with a scenario that precludes a no-deal Brexit, an on track growth in China as a result of the stimulus and a soft landing of the US growth as the fiscal stimulus is receded. In the case of the European countries, the risks include a worsening of the debt situation in Italy, a no-deal Brexit and uncertainty surrounding the European Parliamentary

election outcomes. In the US, there are various financial fragilities which are at play. In particular, a firming up of the US interest rates could lead to an appreciation of the US Dollar and a worsening of the financial conditions for Emerging Market and Developing Economies. This would also result in debt repayment difficulties in highly leveraged corporates, credit rating downgrades and a fall in corporate expenditures. China has resorted to various monetary and fiscal policy measures in order to support growth by infusing liquidity and reviving demand in the economy. Given the importance of trade, an escalation in trade disagreements could disrupt the recovery in the growth process as there is limited policy headroom. An increase in the cyber security breaches and attacks on financial infrastructure and systems also poses a serious risk as it endangers the international payment and settlement systems and the flow of goods and services. Lastly, an upsurge in the political uncertainty threatens the momentum in global investment and growth.

The growth recovery crucially hinges upon the role played by policy in alleviating the macroeconomic strains in Emerging and Developing Economies. Monetary policy must keep inflation close to the Central Bank’s target by ensuring that the inflation expectations are anchored. Fiscal policy must ensure that the policy headroom is not threatened by a burgeoning public debt situation. Financial policies must ensure that the balance sheets are not strained and there is utilization of macro prudential tools to address concerns. In 2018, trade related disputes involving the US and its trading partners has dampened sentiment. It is pertinent that policy-makers resolve disagreements without resorting to imposition of tariff or non-tariff barriers. Risks to the medium and long-term growth outlook are posed by the impact of climatic change and polarization of views along with rising distrust of political parties which makes it harder to implement the reforms necessary to revive growth. Multilateral cooperation is imperative for tackling issues that threaten the sustainability and inclusiveness of global growth.

TABLE 1				
WORLD ECONOMIC OUTLOOK PROJECTIONS				
(% change unless noted otherwise)				
World Economic Outlook Indicators	Year over Year			
	2017	2018	Projections	
			2019	2020
<b>World Output</b>	<b>3.8</b>	<b>3.6</b>	<b>3.3</b>	<b>3.6</b>
<b>Advanced Economies</b>	<b>2.4</b>	<b>2.2</b>	<b>1.8</b>	<b>1.7</b>
United States	2.2	2.9	2.3	1.9
Euro Area	2.4	1.8	1.3	1.5
Germany	2.5	1.5	0.8	1.4
France	2.2	1.5	1.3	1.4
Italy	1.6	0.9	0.1	0.9
Spain	3.0	2.5	2.1	1.9
Japan	1.9	0.8	1.0	0.5
United Kingdom	1.8	1.4	1.2	1.4
Canada	3.0	1.8	1.5	1.9
Other Advanced Economies	2.9	2.6	2.2	2.5
<b>Emerging Market and Developing Economies</b>	<b>4.8</b>	<b>4.5</b>	<b>4.4</b>	<b>4.8</b>
Commonwealth of Independent States	2.4	2.8	2.2	2.3
Emerging and Developing Asia	6.6	6.4	6.3	6.3
China	6.8	6.6	6.3	6.1
India	7.2	7.1	7.3	7.5
ASEAN - 5	5.4	5.2	5.1	5.2
Emerging and Developing Europe	6.0	3.6	0.8	2.8
Latin America and the Caribbean	1.2	1.0	1.4	2.4
Middle East, North Africa, Afghanistan and Pakistan	2.2	1.8	1.5	3.2
Sub-Saharan Africa	2.9	3.0	3.5	3.7
<b>World Trade Volumes (Goods and Services)</b>	<b>5.4</b>	<b>3.8</b>	<b>3.4</b>	<b>3.9</b>
Imports				
Advanced Economies	4.3	3.3	3.0	3.2
Emerging Market and Developing Economies	7.5	5.6	4.6	5.3
Exports				
Advanced Economies	4.4	3.1	2.7	3.1
Emerging Market and Developing Economies	7.2	4.3	4.0	4.8
<b>Commodity Prices (US Dollars)</b>				
Oil	23.3	29.4	-13.4	-0.2
Non-Fuel	6.4	1.6	-0.2	1.1
<b>Consumer Prices</b>				
Advanced Economies	1.7	2.0	1.6	2.1
Emerging Market and Developing Economies	4.3	4.8	4.9	4.7
<b>London Interbank Offer Rate (per cent)</b>				
On US Dollar Deposits (six month)	1.5	2.5	3.2	3.8
On Euro Deposits (six month)	-0.3	-0.3	-0.3	-0.2
On Japanese Yen (six month)	0.0	0.0	0.0	0.0

Source: World Economic Outlook, April 2019 (IMF)



## INDIAN ECONOMY IN 2018-19

In the last few years, growth in the Indian economy has been among the fastest in the world. According to the *Asian Development Outlook (ADO, 2019)*, India is expected to register a GDP growth of around 7.2-7.3 per cent in 2019-20. It may be noted that the average growth rate in the last four years stood at 7.5 per cent (ADO, 2019). The lacklustre growth in investment coupled with the slack in employment opportunities pose formidable challenges to the growth process. At the same time, a growth recovery in 2019-20 is expected after a slowdown in 2018-19 as structural reforms (such as Insolvency and Bankruptcy code, goods and services tax, liberalization of Foreign Direct investment flows and inflation-targeting monetary policy framework) are likely to show results. The high foreign exchange reserves along with the strong foreign investment inflows will be a cushion against external risks and uncertainties (*IMF, India Country Report, August 2018*).

The slowdown that the Indian economy witnessed in 2018-19 may be attributed to the dip in private consumption expenditure along with a slack in investment growth and lukewarm growth in exports. This is coupled with supply side bottlenecks in the form of a slowdown in growth of both the agriculture and industry sectors. Some optimism may be garnered from the fall in Current Account Deficit which is indicative of a decline in import leakages. However, an appreciation in the Real Effective Exchange Rate (REER) would be an issue for the already struggling Indian exports. At the same time, the central government has been containing the fiscal deficit in order to meet the FRBM (Fiscal Responsibility and Budget Management) target. While the gross fiscal deficit has been falling, the capital expenditure has remained woefully unstable. The Reserve Bank of India (RBI) has been injecting liquidity in the system via repo rate cuts which are expected to boost economic growth. While inflation is showing early signs of an increase, it was fairly low in 2018-19. There has been an improvement in the foreign exchange reserves in the last quarter of 2018-19 as a result of the rising trade balance which has led to an increase in India's import cover (*Monthly Economic Report, Ministry of Finance, March 2019*).

Other important concerns are the revenue shortfalls on account of lower tax collections and lingering of the Twin

Balance Sheet problems. On the external front, trade related disagreements along with worsening global financial conditions and rising oil prices subdue the growth outlook. Therefore, policy-makers must pay urgent attention to macro-prudential and structural policies which aim at inclusive growth and job creation in order to leverage the demographic dividend. Despite the tightening external conditions and limited policy headroom, there are some key recommendations that the policy-makers must consider. A commitment towards lowering of the public debt via fiscal consolidation and rationalization along with alignment of rates and simplification of the Goods and Services Tax (GST) process. In view of the proximity to the potential output and trends of rising inflation, a monetary policy tightening by increasing the policy rates may be required. The government needs to proactively take steps to ensure early resolution of Non-Performing Assets and induce discipline in the corporate debtors' repayment. Lastly, the policy-makers needs to pay close attention to the reforms in the labour, land and product markets (*IMF, India Country Report, August 2018*).

According to the National Statistics Office (NSO) estimates, growth in Gross Value Added (GVA) at constant basic prices is around 6.8 per cent in 2018-19 as against 6.7 per cent in 2017-18. The growth has been stunted due to low growth of 2.9 per cent in the 'Agriculture, Forestry and Fishing' sector. The lower growth in the GVA in Agriculture is expected to bottom out as food inflation picks up during 2019-20. On the other hand, the growth in the 'Manufacturing' sector is estimated to be around 6.9 per cent in 2018-19 as compared to 5.9 per cent in 2017-18 indicating robust growth prospects for the sector. The 'Trade, Hotels, Transport, Communication and services related to broadcasting' sector grew at 6.9 per cent in 2018-19. The sectors which led the growth by posting growth rates of over 7 per cent included public administration, defence and other services, construction, financial, real estate and professional services, and electricity, gas, water supply & other utility services. The growth trajectory for the GVA at constant basic prices continues to display an upward trend. Figure 1 shows the sectoral estimates for GVA at constant basic prices on quarterly basis for 2017-19. The 'Mining and Quarrying' sector slowed down significantly from 5.1 per cent in 2017-18 to 1.3 per cent in 2018-19 (*Ministry of Statistical Programming and Implementation, May 2019*).

Consumption expenditure has been the largest component of GDP growth in the last five years or so. The share of Private Final Consumption Expenditure (PFCE) in GDP has been around 55-60 per cent, followed by Gross Fixed Capital Formation (GFCF) and Government Final Consumption Expenditure (GFCE). The fall in the growth of real Gross Domestic Product (GDP) led to a fall in the private consumption expenditure towards the end of 2018-19. PFCE at constant (2011-12) prices grew from ₹74.17 lakh crores in 2017-18 to ₹80.17 lakh crores in 2018-19. However, government expenditure is expected to remain buoyant as the revenue expenditure of the central government has steadily increased in the recent months. Between 2017-18 and 2018-19, the GFCE at constant (2011-12) prices increased from ₹13.79 lakh crores to ₹15.06 lakh crores. Finally, GFCF at constant (2011-12) prices increased by 9.9 per cent in 2018-19 over the previous year. However, the upward trend in the fixed investment as a share of GDP is expected to break as the non-food bank credit slowed down in the last quarter of 2018-19 (*Monthly Economic Report, Ministry of Finance, March 2019*). A disturbing trend is the fall in the GFCF growth to 3.6 per cent in the recent months.

Inflation monitoring is pertinent for an emerging economy like India. Headline inflation both as per the Wholesale Price Index (WPI) as well as the Consumer Price Index (CPI) declined in 2018-19. However, inflation in the economy has witnessed a turnaround in recent months and seems to be firming up. According to the Combined Consumer Price Index (CPI-C), headline inflation fell to 2.2 per cent in April-December of 2018-19 from 3.3 per cent in the same period of 2017-18. The WPI inflation for the period April-December 2018-19 was close to 2 per cent. The policy efforts to rein in inflation continue to bear fruit. This has been supported by the falling food inflation over the course of the previous year. The latter overshadowed the impact of a rise in crude prices by about 25 per cent between 2017-18 and 2018-19. Figure 2 shows the trends in CPI and WPI during 2018-19. Clearly while the inflation seems to be rising in the recent months, both the series depict a downward trend over the last year. Global trends in inflation also depict a decline as indicated by dip in the World Bank Food Index and World Bank Energy Index between January 2018 and January 2019 (*Monthly Economic Report, Ministry of Finance, January 2019*).

The Reserve Bank of India (RBI) has been conducting monetary policy operations since 2017-18 under the aegis of the revised statutory framework. In June 2019, the Monetary Policy Committee recommended a reduction in the policy Repo Rate under the liquidity adjustment facility (LAF) by 25 basis points to 5.75 per cent. The reverse repo rate under the LAF is currently adjusted to 5.50 per cent and the marginal standing facility and bank rate to 6.0 per cent. With the twin objectives of inflation stabilization and economic growth in mind, the monetary policy stance has been changed from neutral to accommodative. Liquidity conditions in the economy become buoyant in June 2019 with an average daily surplus of about ₹66,000 crore (*Bi-monthly Monetary Policy Statement, Reserve Bank of India, June 2019*). However, the dismal performance of the banking sector, especially public sector banks, dragged down the overall outlook. The mounting debt as indicated by a sharp rise in the Gross Non-Performing Assets ratio of the Scheduled Commercial Banks from 9.3 per cent in 2017 to 11.1 per cent in 2018 is distressing (*RBI Database on Indian Economy*).

As the prospects for international trade are weakening globally, Indian exports witnessed a fall. The negative trend for the imports suggests that barring transitory increases the imports in the economy are falling. A dip in merchandise imports is likely to translate into a lower trade deficit and improved overall current account deficit. The Current Account Deficit was 2.7 per cent of GDP in first half of 2018-19 versus 1.9 per cent of GDP in 2017-18. The share of exports in GDP was 12 per cent, while that of imports in GDP was 18 per cent. The import cover was roughly 11 months in 2017-18 and reduced to around 9 months in the first half of 2018-19 (*Monthly Economic Report, Ministry of Finance, January 2019*). The exports were valued at US\$329.5 billion in 2018-19 against the imports of US\$512.7 billion. The growth rate of the value of Indian exports and imports was 9.5 per cent and 11.3 per cent (in US\$ terms) respectively between April to January 2018-19, as compared to 11.9 per cent and 23.9 per cent respectively during the period from April to January 2017-18. The slower growth in the exports in 2018-19 translated into a lower in the merchandise trade balance of US\$183.3 billion in 2018-19 from US\$160 billion in 2017-18 (See Figure 3). Since the capital flows, both Foreign Direct Investment (FDI) and Foreign Portfolio Inflows (FPI), particularly in equity, have remained steady, the foreign exchange reserves in May 2019 stood at US\$422

billion which is close to the end March 2018 figure of US\$424.5 billion (*RBI Database on Indian Economy*).

There has been a decline of about 15 per cent in the net FDI flows to India in 2017-18. The net FDI flow to India fell from US\$35.6 billion in 2016-17 to US\$30.2 billion in 2017-18 (*RBI Handbook of Statistics on Indian Economy*). This was partly driven by the modest increase in

repatriation. However, the total foreign investment flow to India grew at the rate of 21.2 per cent over the same period due to the sharp rise in FPI. On the back of market optimism regarding the performance of the Indian economy, the net Portfolio Investment tripled between 2016-17 and 2017-18 from US\$7.6 billion to US\$22.1 billion (*RBI Handbook of Statistics on Indian Economy*).

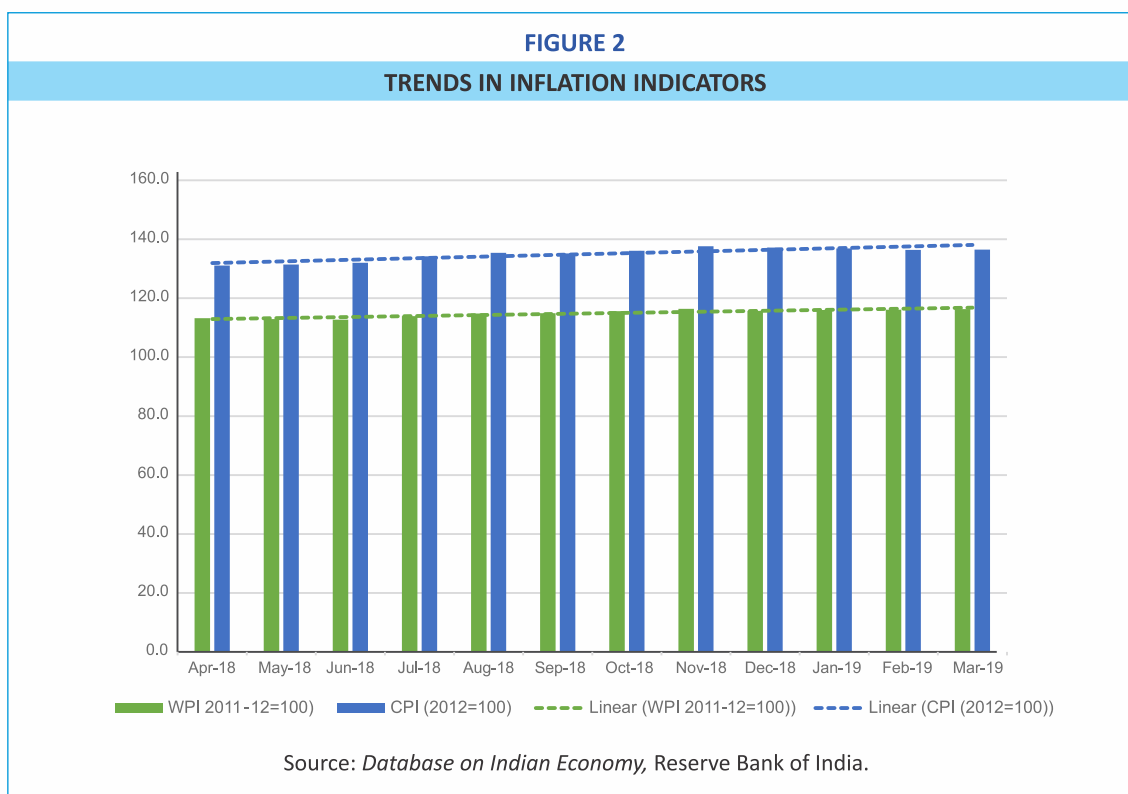
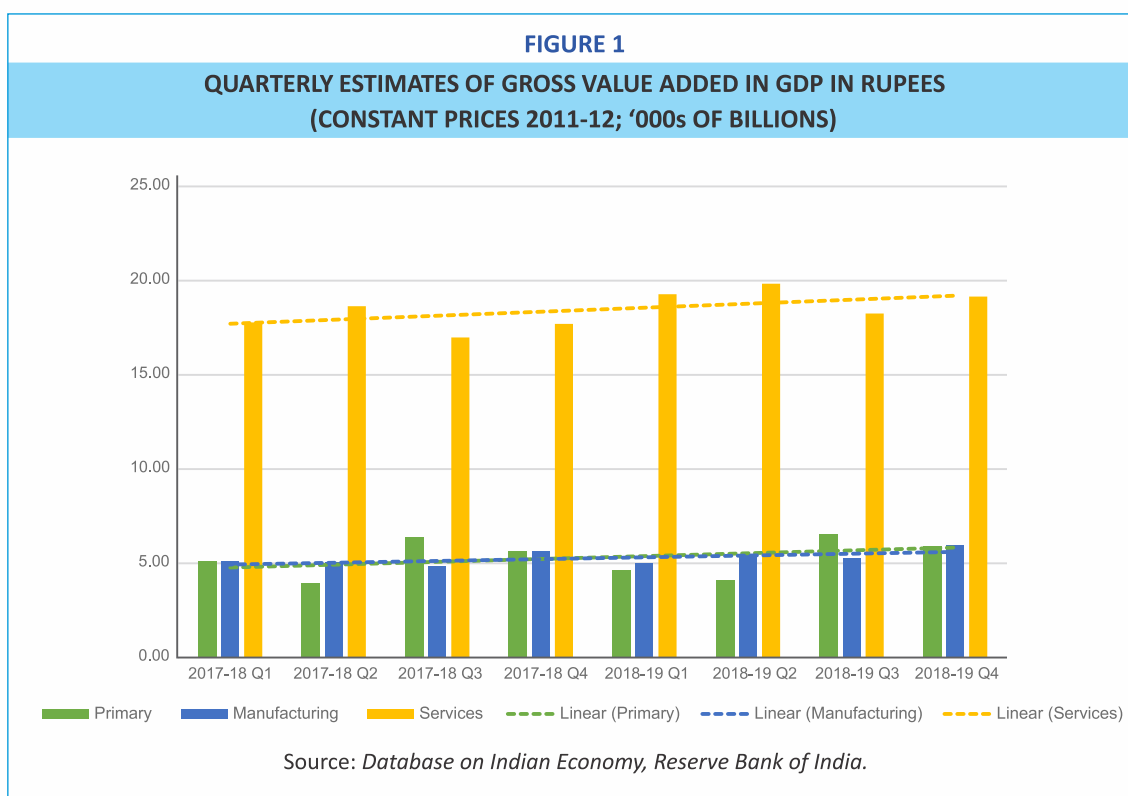




FIGURE 3

MONTH-WISE EXPORTS AND IMPORTS IN 2018-19 (US\$ MILLION)

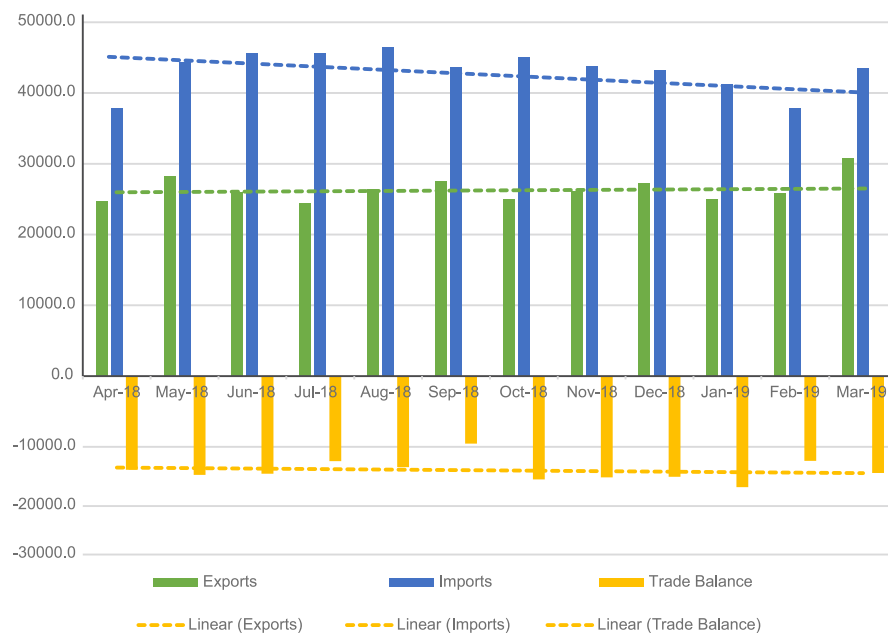
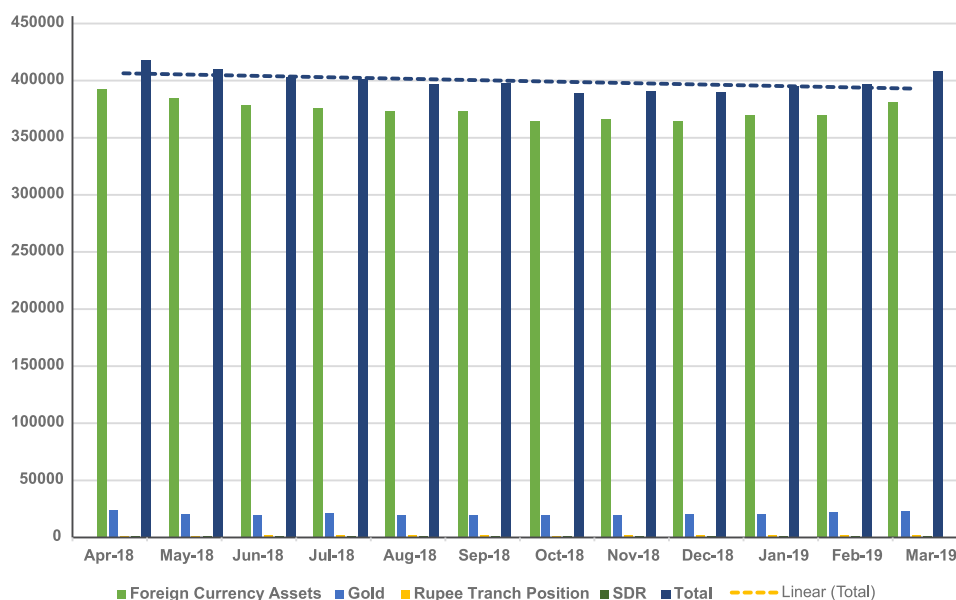


FIGURE 4

INDIA'S FOREIGN EXCHANGE RESERVES IN 2018-19 (US\$ BILLION)



## IMPORTANT ACHIEVEMENTS OF IIFT IN 2018-19: A SNAPSHOT

### 52nd Convocation of the Institute

The 52nd Convocation of the Institute was held on 4 May 2018. Shri Suresh Prabhu, Minister of Commerce & Industry and Civil Aviation delivered Convocation Address and awarded medals/prizes and certificates to the meritorious students securing First, Second and Third positions in different Programmes conducted by the Institute during the last one year.

Smt. Rita Teotia, the then Commerce Secretary, and Prof. Manoj Pant, Director, IIFT awarded degrees, diplomas and certificates to 642 students.



### Final Placements

The IIFT was the fastest premier B-School in the country to complete 100% placements for the graduating batch of its flagship MBA (International Business) Degree programme. The batch of 2017-19 constituting 279 students was placed across 98 companies with 32 new recruiters participating in the placement drive.

The average overall compensation offered was ₹20.07 LPA compared to ₹19.23 LPA last year while average domestic compensation rose to ₹18.89 LPA compared to ₹18.27 LPA last year. The median compensation for the year also rose to ₹18 LPA from ₹17 LPA. The highest salary offered overall crossed ₹1 crore with several students receiving compensations of over ₹75 LPA.

The placement season was buoyed by 93 PPOs offered by major recruiters such as ABFRL, Airtel, Amazon, Axis Bank, Bajaj Auto, Bain Capability Network, Britannia, Citibank, GE, GEP, Godrej, Goldman Sachs, HP, HT Media, IVP, ICICI, Infoedge, ITC, JPMC, KPMG, Louis Dreyfus, Maersk Line, Marico, OfBusiness, Piramal, PPG Asian Paints, Royal Enfield, RPG, Shell, Synergy Consulting, Tata Metalliks, Tata Steel, Tata Motors, Wipro Technologies and Yes Bank.

Among the 32 first time recruiters were Aegis Resources, Atria, Bata, DE Shaw Group, Epik InDiFi, Enhance Group, Export Trading Group, Fermenta Biotech, Field Fresh Foods, Go-MMT, HomeCredit, Lenskart, United Health Group, Paytm, Polycab, Rivigo, Roland Berger, Samunnati

Finance, Tata Global Beverages, Tresvista Financial Services and Zomato. GE Healthcare opened its coveted Commercial Leadership Programme for the first time.

IIFT outdid itself in its niche of Trade and International Business with recruiters like African Industries Group, ADM, Aegis Resources, Export Trading Group, Olam International, Tolaram, Trafigura, etc. participating in the recruitment process and offering positions across Africa, Middle East and South-East Asia. Operations and logistics saw an increase in intake with companies like Amazon, Maersk Line, Freight Tiger, Rivigo, etc. making offers.

### Summer Internship

The Institute has successfully placed the entire batch of 2018-20 in its Summer Internship Placements. The largest ever batch at IIFT with 321 students was placed across 90 companies with both the highest and average stipends seeing an upward trend. While the highest stipend increased to ₹1,60,000 per month, the average stipend stood at ₹1,48,000 for the entire duration of 2 months as compared to ₹1,37,000 last year.

### Student Achievements

In terms of Competitions, 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 competitions where IIFTians have done well are: LIME organized by Hindustan Unilever, RB Global Challenge organized by Reckitt Benckiser, Change the Game competition organized by PepsiCo, Titan Elevate organized by Titan, Carpe Diem organized by Hindustan Unilever, LOUD organized by Godrej, Gameplan organized by GEP, etc.

### Admission of MBA (IB) 2019-21

The Entrance Examination for admission to the most prestigious programme of the Institute i.e. MBA in International Business 2019-21 was successfully conducted on 2 December 2018 at 68 centres of 20 cities of the country. Out of total 60106 registered candidates, 49741 candidates have appeared in entrance exam, which is 83 per cent of total registered candidates.

### Management Development Programmes

During the year 2018-19, MDP Division has conducted programmes for Managers and Executives of various levels. Out of these, 6 programmes were open for all sectors, 19 sponsored programmes for Government Officers (including ITS & ISS officers) and Executives of PSUs/private sector. Besides, 1 long duration course delivered via hybrid mode and 4 online Executive Development Programmes were conducted. 4 online MDPs under Niryat Bandhu Scheme were also conducted. A total of 1161 participants benefited from these programmes.

### International Conferences and Training Programmes

The on-campus batch of Executive Post Graduate Diploma in International Business (EPGDIB) began on 1 August 2018 with 106 participants and EPGDIB-Hybrid batch was launched on 3 April 2018 in collaboration with HUGHES. There were 62 participants enrolled in this diploma programme.

Short Term Capacity Development Programmes in Africa under the India-Africa Initiative of the Government of India were organized in Madagascar and Tunisia in 2018. Also, the Institute is running 16th Batch MBA (International Business) at Dar-es-Salaam in Tanzania, Africa in collaboration with Institute of Finance Management (IFM).

Capacity Development Post Graduate Diploma Programme for participants from CLMV (Cambodia, Laos, Myanmar and Vietnam) countries under the specific initiative of the Government of India for these countries. The second batch of PGDIT programme was inaugurated on 20 June 2018 with 19 participants from Myanmar and Vietnam.

### Ph.D. Programme

The Ph.D. Programme 2018 commenced on 10 September 2018. Twenty Five (25) students (19 part-time and 6 full-time) have joined the programme.

Total registered Ph.D. Scholars till 31 March 2019 are 116, out of which 12 and 104 are full-time and part-time scholars, respectively. Till date the Institute has awarded 33 Ph.D. Degrees.



## International Conference

The Institute organized its Sixth International Conference on Empirical Issues in International Trade and Finance (EIITF) during 13-14 December 2018 at its Delhi Campus. The Conference was inaugurated by Prof. Alan L. Winters, a distinguished Professor of Economics at University of Sussex, besides them, Prof. Manoj Pant, Director IIFT and Prof. Rakesh Mohan Joshi, Chairperson (Research) were present at Inaugural Function. The Conference received wide response from the academia and the policy research community, and a total of 198 papers were submitted from Universities and Research Institutes from India and abroad.

The 'Best Doctoral Paper Award' was given to Ms. Aneesha Chitgupi, Institute for Social and Economic Change (ISEC), Bangalore for her paper on "Sustainability of India's Current Account Deficit: Role of Remittance Inflows and Software Services Exports".

The Institute completed seven projects/research studies during 2018-19 and eight are under progress.

## International Collaborations

Under the student exchange programme, Twenty Nine Students came to IIFT from different Universities and Institution under Students Exchange Programme during July 2018 – March 2019. A total of 39 students (20 students from Delhi Campus and 19 students from Kolkata Campus) visited the various international universities from January 2019 – March 2019.

During 2018-19, the Institute has signed MoUs with International Institutions of repute e.g., Vietnam Institute for Indian and South West Asian Studies, Hanoi, Vietnam on 28 July 2018; Hankuk University of Foreign Studies, Korea on 2 August 2018; Herbert H. Lehman College of the City University of New York, USA on 18 September 2018; for student/faculty exchange and other academic activities, joint international conference, exchange of periodicals and other publications, etc.

## Executive Students Study Tours

The International Institute of Business Networking, Saint Petersburg, Russia with whom IIFT has an academic collaboration, conducted a six days certificate course on "Doing Business in Russia" during 24-30 June 2018. The certificate course was spread over 25 hours covering

political, economic, cultural and other factors of Russian business, Russian market entry strategies, Russian market entry project in addition to cross cultural issues.

The Programme was attended by six students of IIFT from MBA (IB) 2016-19, MBA (IB) 2017-19 EPGDIM 2017-19 and EPGDIB (H) 2018-19 programmes. The inauguration function was attended by Prof. Manoj Pant, Director, IIFT, Dr. Ravi Shanker, Chairperson (ICCD), Dr. Tatiana Vlasova, CEO (IIBN) and Mr. Nikolai Lukichev, Counsellor of the Ministry of Foreign Affairs of the Russian Federation.

## Centre for Trade Facilitation & Logistics (CTFL)

The Department of Commerce (Logistics Division) signed an MoU with Indian Institute of Foreign Trade (IIFT) on 30 July 2018 for establishment of Centre for Trade Facilitation & Logistics Excellence (CTFL) at IIFT.

This centre will help India's Trade and Logistics expertise and act as a forum for collaborations with various stakeholders on domestic and international fronts to gain competitiveness at a global level. CTFL will develop a logistics data repository and regularly collect, analyse and monitor the data. CTFL will also provide policy related inputs to various stakeholders.



Prof. Manoj Pant, Director-IIFT signed an MoU with Ministry of Commerce & Industry on 30 July 2018 at the Commerce & Industry Minister's office.

## Centre for North Eastern Studies

IIFT Kolkata Campus with the support of North Eastern Council (NEC) recently initiated CeNEST (Centre for North Eastern Studies) as a dedicated centre for the exclusive development of north-eastern regions of India. This centre would allow IIFT to provide handholding support to the entrepreneurs of the North Eastern states, undertake research and analysis on developmental issues related to International trade and business of various North Eastern states and conduction of training programmes for the

North Eastern states. IIFT, with its Kolkata Campus, wants to collaborate with NEC extensively and use its domain expertise to assist North Eastern (NE) states of India in their development planning particularly in emerging areas of livelihood, export oriented entrepreneurship, venture funds, start-ups and skill development that will help in generating jobs in the region.

### Monthly Seminar Series

Under the mentorship of Prof. Manoj Pant, Director IIFT, the Publications Division has taken an initiative to start a seminar series. In this seminar, we invite external experts to present an academic research paper/topic and to interact with faculty members/research scholars at IIFT. One of the primary purposes for such events is to foster a research culture among faculty members and students. Starting August 2018, several invited lectures from eminent speakers under the seminar series have been conducted till March 2019.

Eminent speakers like Prof. Manoj Pant, Director IIFT; Dr. Sugata Marjit, RBI Professor of Industrial Economics; Dr. Atul Parvatiyar Texas Tech University, USA; Ms. Gladys Lopez-Acevedo, Lead Economist, World Bank; Mr. Daniel Samaan Senior Economist, International Labour Organization, and Mr. Martin Rama Chief Economist – South Asia Region, World Bank; Dr. A.N. Mitra, Professor IMI New Delhi; Dr. Asheesh Pandey, Professor, FIIB, New Delhi; Mr. Trinh Quoc Tuy, PhD Research Scholar at National Economic University in Hanoi, Vietnam; Mr. Jayeesh Gupta from Goldman Sachs, etc. presented their papers at the seminars.

### Publishing *FOCUS<sub>WTO</sub>.IB* Journal and Newsletter

Publications Division has published Volume 20 and Volume 21 of *FOCUS<sub>WTO</sub>.IB*, which is an in-house quarterly publication of IIFT which publishes full-research papers, case-studies, monographs, book-reviews, and synopsis of doctoral dissertation in international business and management research. Volume 20 had four (4) issues and one issue of Volume 21 has been published in March 2019.

Publications Division has published five issues of IIFT Quarterly Newsletter in April, June, September, December 2018 and March 2019.

### Foreign Trade Review Journal

Publication division has successfully published four issues under Volume 53 of *Foreign Trade Review* (SAGE Publications Pvt. Ltd.). Each issue publishes three research articles, one commentary, and one book review in the domain of foreign trade policy.

### Uploading of 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. During 2018-19, six working papers have been uploaded, totalling 38 papers.

## 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 56th 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 to promote and enhance education, research and cooperation in international trade:

- (i) Executive Management Programmes (EMP) Division
- (ii) Management Development Programmes (MDP) Division
- (iii) International Collaboration and Capacity Development (ICCD) Division
- (iv) Graduate Studies in Management (GSM) Division
- (v) Economics Division
- (vi) Research Division
- (vii) Centre for Trade Facilitation and Logistics (CTFL)
- (viii) Division of Alumni Affairs
- (ix) Publication Division

### Executive Management Programmes (EMP) Division

The Executive Management Project Division (EMPD) has been conceived to provide training to government officials, diplomats, entrepreneurs, exporters, corporate sector and civil society members to develop broader understanding of issues related to international business and its implications on trade policy. EMPD initiates programmes designed to generate views, opinions, analysis on a number of contemporary trade and

economic issues which are of interest to different countries particularly the developing countries.

The main programme of the Division conducted over approximately 15 months are as follows:

- Executive Post Graduate Diploma in International Business (EPGDIB) – On Campus
- Executive Post Graduate Diploma in International Business (EPGDIB) – Hybrid

The on-campus batch of EPGDIB began on 1 August 2018 with 106 participants and EPGDIB-Hybrid batch was launched on 3 April 2018 in collaboration with HUGHES. Sixty-two participants enrolled in this diploma programme.

Short Term Capacity Development Programmes in Africa under the India-Africa Initiative of the Government of India had organized in Madagascar and Tunisia in 2018. Also, the Institute is running 16th Batch MBA (International Business) at Dar-es-Salaam in Tanzania, Africa in collaboration with Institute of Finance Management (IFM).

Capacity Development Post Graduate Diploma Programme for participants from CLMV (Cambodia, Laos, Myanmar and Vietnam) countries under the specific initiative of the Government of India for these countries. The second batch of PGDIT programme was inaugurated on 20 June 2018 with 19 participants from Myanmar and Vietnam.

### 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, Global Supply Chain Management, Strategic Management, Human Resource, IT, Capacity Building for SEZs, Data Analytics, Trade Analytics, etc. The division also conducts various in-service training programmes for various officers of Govt. of India including IAS and other All India Service.

IIFT is a nodal institute for conducting nine-month residential foundation training programme for the Indian Trade Service Probationers. Besides, Institute also



conducts training programmes for the Officer Trainees of Indian Revenue Service, Indian Foreign Service, Indian Economic Service, Indian Statistical Service, etc.

Under the initiative of Ministry of Labour & Employment, Government of India, IIFT is continuously providing specialized training to Employment exchange officers spread across the country. During 2018-19, a series of such 9 Capacity Building programmes were conducted and total 226 Employment Exchange officers were trained with an objective to enable them to provide right career guidance to job seekers. These programmes were conducted by IIFT at NICS Noida (an institution under Ministry of Labour & Employment, Govt. of India).

The Institute is conducting a series of online certificate programmes on “Export Import Business” for exporters and entrepreneurs spread across country under Niryat Bandhu Scheme of DGFT, Govt. of India. So far, more than 1200 exporters and entrepreneurs have been provided training under the scheme. Recently, at the initiative of DGFT, IIFT launched Niryat Bandhu programmes through MOOC (Massive Open Online Course) platform. This programme can be attended by anyone anywhere through online mode.

Further, the division also conducts the following long duration programmes through hybrid/online/on-campus mode.

1. Post Graduate Certificate Programme in International Business & Finance.
2. Certificate Programme in Export and Import Management.
3. EDP on Strategies for International Business.
4. EDP on Global Supply Chain Management.
5. Professional Training Programme on International Business Management for the Officers of Armed Forces through DGR.
6. Certificate Course in Global Supply Chain Management for the Officers of Armed Forces through DGR.

### International Collaboration and Capacity Development (ICCD) Division

The International Collaboration & 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 international institutions further consolidates the academic cooperation, student exchange, study tours and faculty exchange. The division also facilitates

participation of faculty in National and International training programmes and conferences.

### Graduate Studies in Management (GSM) Division

The Graduate Studies in Management (GSM) 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, etc.

The Institute invited applications for admission to MBA (IB) 2019-21, its flagship programme. About 62 thousand applications were received for 410 seats spread across Delhi and Kolkata Campus. A common test was administered in 20 cities. The other programmes of the Institute also got encouraging response from corporate and government sectors.

### Economics Division

The M.A. in Economics programme has been launched in IIFT to impart advanced knowledge in Economics. The first two semesters in the course will be at par with most major post graduate programmes in Economics. Major theoretical models in Microeconomics, Macroeconomics, Mathematical Economics and Econometrics are taught during these semesters. Two courses on International Economics and Corporate Finance in second semester are introduced as a prelude to the Trade and Finance Specialization of the Course. The last two semesters focus solely on International Economics and Finance. Relatively, advanced topics on theoretical model building as well as empirical analysis are part and parcel of the courses in third and fourth semester. Students are also required to write a dissertation on a contemporary issue based on their theoretical and empirical knowledge gained from the programme.

#### Objectives

The specific objectives of the Programme are:

- (1) To prepare students to become excellent trade policy-makers and key strategists on trade issues in the corporate sector, involved directly or indirectly in international trade and financial transactions.
- (2) To equip students with a set of tools, which would help them to solve real world problems.
- (3) To prepare students to be full-time academicians, with specialized knowledge in international economics and finance.

The Institute has over a half-a-century experience in working as a think tank to the Government of India. It regularly advises the government on issues related to trade through commissioned research reports. The expertise developed by such interactions and teaching applied issues to management students is expected to give a new dimension to the course not available in similar programmes in other universities and institutes. Experienced faculties equipped with knowledge of Trade and Finance would guide the students to become managers and policy-makers of the future. Additionally, those oriented towards taking up academics as their career would benefit immensely from the rigorous courses taught in this programme.

## 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 Trade Facilitation & Logistics (CTFL)

IIFT signed an MoU with Department of Commerce (Logistics Division) on 30 July 2018 for establishment of Centre for Trade Facilitation & Logistics Excellence (CTFL) at IIFT. This centre is conceived to act as a one stop centre of expertise in India's Trade and Logistics and perform as a forum for collaborations with various stakeholders on domestic and international fronts to gain competitiveness at a global level. CTFL will regularly collect, analyse and monitor logistics data and create repository for it. CTFL will also provide policy related inputs to various stakeholders.

### Key Objectives of CTFL

- To bring together industry, academia, governments & organizations of national and international level, to work on the key supply chain and logistics, management challenges facing firms in the globalized environment. To handle all logistics related data and maintain its repository. The centre will use most modern tools & techniques to analyse data and will
- provide policy related input to various ministries/associations/stakeholders.
- To provide diagnostic reports and policy inputs on Trade Facilitation & Logistics to the Department of Commerce and with particular reference to cost of logistics, efficiency and improving India's performance in trading across borders including on Logistics Performance Index (LPI).
- To become internationally recognized Centre for Trade Facilitation & Logistics dedicated to research, develop innovative strategies and provide practical insights and address problems encountered by stakeholders in trade (Export-Import (EXIM) business & domestic operations), logistics and supply chain.
- To establish strategic alliances and international collaboration with institutions/organizations working in the areas of Trade Facilitation & Logistics research and practices.

## Division of Alumni Affairs

**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 17 November 2018, 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.

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; Kaustubh Wadekar, Chief Procurement Officer, SingTel, etc. In 2018, Prof. Manoj Pant, Director IIFT, presented the Alumnus of the Year award to Mr. Milind Pant, Global CEO, Amway on the occasion of Grand Alumni Reunion. He took over as Global CEO of Amway effective January 2019. The award was received by Mr. Pant's father on his behalf. Prior to joining, Amway, Mr. Pant worked for Yum! Brand as President of Pizza Hut International overseeing markets outside the US, including Asia and Europe, and he spent 14 years with Unilever, as Vice President (foods) for Africa,

the Middle East and Turkey. He is an alumnus from the batch of 1993.

IIFT hosted the Silver Jubilee Reunion for the batch of 1993 on 23 December 2018 at the IIFT Delhi Campus followed by dinner at Dreamz, Mehrauli. The alumni revisited their old hangouts, hostel rooms and became students once again. It was a night with reminiscence and laughter. This is the second time Institute organized the 10-year Alumni Reunion in addition to Grand Alumni Reunion in the campus this year to strengthen Alumni Alma-Mater connect.



Prof. Manoj Pant, Director IIFT, addressing the Alumni at AGM of IIFT Alumni Association



Prof. Manoj Pant, Director IIFT, presenting the "Alumnus of the Year" award to Mr. Milind Pant's father on behalf of Mr. Milind Pant

### IMPORTANT MEETINGS

During the year, three meetings of Board of Management on 24 April 2018, 26 September 2018 and 11 January 2019; two meetings of Finance Committee on 3 July 2018 and 29 August 2018 were held. A Meeting of Academic Council was held on 2 November 2018.



## IIFT KOLKATA CENTRE

Kolkata Campus has taken up rigorous initiatives towards North Eastern States this year, apart from other initiatives. Accordingly, the Centre for North Eastern Studies at Kolkata Campus with the support of North Eastern Council and Department of North Eastern Region has conducted training programmes on Export Procedure and Documentations for the Govt. Officials of North Eastern States and also submitted proposals for Research to enhance exports from North Eastern States. Recognizing the importance of IIFT activities from the Eastern part of the country, Shri. Suresh Prabhu has dedicated the services of IIFT, Kolkata to nation on 22 February 2019.

The year 2018-19 was eventful for Kolkata Campus with many outreach and research activities apart from the routine regular Fulltime and Executive Programmes. 118 students of the passing out batch of 2016-18 were conferred degrees in the convocation. The campus is running 5 different programmes. The students of the campus have participated in many corporate competitions and won prizes.

Kolkata Campus has conducted MDPs on International Trade for the officers and staff of DGCIS. It has also conducted a joint programme on Data Analysis for the District Statistical Officers of National Statistical Bureau. Under special arrangement with Government of West Bengal, the campus has conducted a long duration training programme for the senior IAS Officers on Data Analytics. The campus has also continued its relationship with

Reliance Industries Limited through Executive Development Programmes. It has also continued its relationship with Confederation of Indian Industry by conducting sessions of one day Export Clinics on New market and Emerging Opportunities in several cities. It has also organized a Clinic Cum Help Desk at the State MSME Conclave, SYNERGY 2018 and in Bengal Global Business Summit 2019, Govt. of West Bengal. A one day Workshop on Export Awareness and Training was organized for the rubber industries and the member-firms of All India Rubber Industry Association.

The campus with the support of Department of Micro, Small and Medium Enterprises and Textiles Department, Govt. of West Bengal has conducted three/four day management development programmes on Export Potential of West Bengal and Procedures for the for the Officers of District Industries Centre, West Bengal.

The faculty from the campus have actively participated in National and International Conferences both in India and abroad and published Research papers under the Faculty Development Programme.

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. Different clubs from the student body have also marked various events last year. Kolkata Campus has also hosted its Annual Business Summit, VIVAAN 4.0 from 17-19 August 2018.



Training Programme on Big Data and its Applications in Governance and Predictive Modelling for Data Driven Decision Making for the officers of Government of West Bengal.



## Faculty Participation in Different Forums

### Dr. K. Rangarajan, Centre Head & Professor

- In order to commemorate the 70 years of establishment, CSIR-CLRI in association with Council for Leather Exports and the leather fraternity in Kolkata cluster has organized an outreach programme at Freya-IIDF auditorium on 19 April 2018 where he was invited as a speaker in technical presentation of market opportunities of Leather exports in India.
- Invited as the Key Speaker at the World Trade Day event in Bhubaneswar on 19 May 2018 organized by WTC, Bhubaneswar.
- Invited as a speaker in a workshop on promoting exports from West Bengal organized by FICCI and WBIDC on 18 June 2018.
- Attended a Panel Discussion on Modified Exim Policy 2018 conducted by CII on 5 July 2018.
- Invited to address the theme session on "Export Orientation for Bengal SMEs" on 21 August 2018 from 2:30 pm to 3:30 pm in the State MSME Conclave (SYNERGY 2018).
- Invited as a guest of Honor in the National Rubber Conference organized by All India Rubber Industries Association on 27 November 2018.
- Invited as a speaker to present a talk at the National Rubber Conference on, Wednesday, 28 November 2018 on the topic of "Export Potential of Footwear and other Rubber Goods".

### Dr. Gautam Dutta, Professor

- Invited as a Key note speaker in the National Conference on Global Strategy for Self Sufficiency organized by Bharatiya Vidya Bhavan, Kolkata.
- Invited in a half-day session on "International Marketing" in association with Export Promotion Council for EOU and SEZ at Kolkata on 24 April 2018.
- Invited as a Guest Speaker in "Brainstorming session on Export Strategy for Leather Goods" on 26 April 2018 organized by Council for Leather.

- Invited by FIEO to lecture in Export Awareness session on 12 June 2018.
- Invited as a Guest Speaker for sessions in International Trade Management Programme organized by FIEO started from 6 December 2018.
- Attended a brainstorming session on Export Promotion of MSME Sector in West Bengal on 20 December 2018.

### Dr. Ranajoy Bhattacharyya, Professor

- Invited as the Resource Person and to Chair a plenary session in a National Level Seminar on Human Development in India: A Road towards Sustainable Competitive Advantage on 18 January 2019.
- Invited as a resource person in a conference during 19-20 January 2019 on "Natural Resources, Environment and Development" organized by Department of Economics & Politics, Visva-Bharati.

### Dr. P.K. Das, Professor

- Invited to participate in the Workshop and deliver a talk on "Development Indices-Geospatial Technologies".
- Invited by BNCCI to deliver a lecture on Applications of Analytics on Trade & Commerce on 27 July 2018.
- Invited as a Guest Speaker in an Outreach Workshop on 27 April 2018 organized by ISRO Eastern Region, Kolkata.

### Dr. R.P. Sharma, Associate Professor

- Invited to address at EPCH session on "Handicrafts: An Opportunity for Economic Development & Sustainability" with member exporters on 23 May 2018.
- Attended an Export Awareness Programme organized by Directorate of MSME, West Bengal on 29 October 2018.

### Dr. Debashish Chakraborty, Associate Professor

- Invited as a Distinguished Speaker in an International Conference Kolkata Dialogue 2018, organized by Indian Chamber of Commerce (ICC), Kolkata, INDIA on 29 November 2018.

## EDUCATION AND TRAINING

The following programmes are being/were conducted by Graduate Studies Management Division during 2018-19:

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

The two-year full-time MBA (International Business) 2018-20 (33rd batch) commenced on 25 June 2018. One Hundred and Sixty Nine students were admitted at Delhi Campus and One Hundred and Fifty Two 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 19th batch of two-year six months weekend MBA (International Business) 2018-21 at Delhi Campus for working executives started on 4 July 2018. Forty seven participants were admitted to the Programme on the basis of essay writing, group discussion and interviews.

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

Certificate Programme in Export-Import Management (May-August 2018) commenced on 19 May 2018. Thirty-two participants joined the Programme.

### 52nd CONVOCATION

52nd Convocation of the Institute was held on 4 May 2018. Shri Suresh Prabhu, the then Minister of Commerce and Industry and Civil Aviation delivered Convocation Address and awarded medals/prizes and certificates to the meritorious students securing First, Second and Third positions in different Programmes conducted by the Institute during the last year.

Ms. Rita Teatolia, the then Commerce Secretary & Chairperson, IIFT and Prof. Manoj Pant, Director, IIFT awarded degree, diplomas and certificates to 638 students.



**PROGRAMMES CONDUCTED BY GRADUATE STUDIES MANAGEMENT (GSM) DIVISION DURING 2018-19**

S. No.	Programme	Venue	Dates/ Duration	No. of Participants
1.	MBA (International Business)	IIFT Delhi	2017-19	167
			2018-20	169
		IIFT Kolkata	2017-19	113
			2018-20	152
2.	MBA (International Business) Weekend	IIFT Delhi	2016-19	43
			2017-20	59
			2018-21	47
		IIFT Kolkata	2016-19	18
			2017-20	15
3.	Executive Post Graduate Diploma in International Business (On Campus)	IIFT Delhi	Sept. 2017-Feb. 2019	76
4.	Executive Post Graduate Diploma in International Marketing	IIFT Delhi	Sept. 2017-Feb. 2019	31
5.	Executive Post Graduate Diploma in Finance	IIFT Delhi	Sept. 2017-Feb. 2019	17
6.	Certificate Programme in Export-Import Management	IIFT Delhi	May-Aug. 2018	32

**PROGRAMMES CONDUCTED BY GRADUATE STUDIES MANAGEMENT DIVISION (GSMD) DURING 2018-19**

Programmes	Number of Students
Ph.D. Programme	2
Two year MBA (IB) 2016-18 Delhi	168
Two year MBA (IB) 2016-18 Kolkata	118
Weekend MBA (IB) 2015-18 Delhi	35
Weekend MBA (IB) 2015-18 Kolkata	14
EPGDIB (2016-18) Delhi	75
EPGDIBM (2016-18) Delhi	20
EPGDF (2016-18) Delhi	15
CPEIM (Jan.-April 2017)	30
EPGDIB (Feb. 2017-Feb. 2018)	51
EPGDIBS (2016-18)	43
PGCPIBF (2017-18)	32
Online CPEIM (Jan.-April 2017)	11
Online CPEIM (Oct. 2017-Feb. 2018)	24



# MANAGEMENT DEVELOPMENT PROGRAMMES

During the year 2018-19, MDP Division has conducted 33 programmes for Managers and Executives of various levels. Out of these, 6 programmes were open for all sectors, 18 sponsored programmes for Government Officers (including ITS & ISS officers) and Executives of

PSUs/Private sector. Besides, 1 long duration course delivered via hybrid mode and 4 online Executive Development Programme were conducted. 4 online MDPs under Niryat Bandhu Scheme were also conducted. A total of 1138 participants benefited from these programmes.

## CATEGORY-WISE PROGRAMME DETAILS

S. No.	Type of Programme	No. of Programmes	No. of Participants
1.	Open	6	113
2.	Sponsored	18	560
3.	Hybrid long duration	1	20
4.	Online EDPs	4	308
5.	Online MDPs (Niryat Bandhu Scheme)	4	137
	<b>Total</b>	<b>33</b>	<b>1138</b>

## I. OPEN PROGRAMMES

### 1. Market Identification Process for International Business

Two-day MDP on Market Identification Process for International Business was held during 17-18 May 2018.

**Programme Contents:** Export Readiness Check, Product Diversification and Innovation in Exports, Selecting right product for exports: hand on exercise, Process Flow for Market Diversification, Maximizing profits using India's Trade Agreements, Minimizing export rejections, Role of Foreign Trade Policy in Market Identification, Risk Management in newer markets, etc.

Twenty-nine participants attended the programme.

### 2. Analytics for Starters

Three-day MDP on Analytics for Starters was held during 18-20 July 2018.

**Programme Contents:** Decision Making Context & Overview of Tools (Basic Statistical Concepts), Data Gathering and Database Concepts, Business Intelligence-Using Power Pivot to Infer Data & Visualization, Web Analytics Primer, Measuring Campaign Effectiveness (Google Analytics), Decision Modelling, Applications for Simulation and Data Analysis, Data Preparation, Data

Mining Concepts (Classification, Variable Association etc.), Using Data Miner for Pattern Analysis & Model Validation, Forecasting Methods Part 1 – Concepts, Forecasting Methods Part 2 – Application, etc.

Thirteen participants attended the programme.

### 3. Export Import Management

Three-day MDP on Export Import Management was held during 5-7 Sept. 2018.

**Programme Contents:** Starting Export Import & Availing Incentives, Management of International Payments – Letter of Credit & Implications of UCP-600, Management of International Payments – Letter of Credit & Implications of UCP-600, GST and its implications on Trade, Market Access Issues and Trade Agreements, Developing INCOTERMS in Sales Contract, Commercial Documents in Foreign Trade-Preparation & Handling, Regulatory Documents in Foreign Trade - Preparation & Handling, Customs Clearance, Duty Drawback & Claim Procedure, Promoting Exports through WTO compliant Foreign Trade Policy, etc.

Seventeen participants attended the programme.

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

Three-day MDP on Business Analytics in a Big Data World was held during 26-28 September 2018.





ITS Probationers attending Training Programme at IIFT are seen with Shri Ram Nath Kovind, Hon'ble President of India at Rashtrapati Bhavan.

**Programme Contents:** Analytics in a Business, Big Data World - An Overview, Introduction to Software Package - IBM SPSS Statistics, Multivariate Descriptive Analytics - RFM, Association Rule Mining Using Market Basket Analysis and Churn Analysis, Market Segmentation Using Cluster Analysis, Product Positioning Using MDS, etc.

The programme contents also included Role and Applications of Inferential Statistics in Business Analytics, Predictive Analytics-Regression Model Building and Deployment, Analytics for Product Development and Pricing Strategy, Classification Using Logistic Regression; Case study : Application of "Big Data" in Credit Risk Modelling, Nonlinear Innovation Diffusion Models; Case Study: Forecasting GSM Mobile Subscribers in India, Forecasting Techniques, etc.

Seventeen participants attended the programme.

## 5. Sale on High Sea: Policy & Procedure

One-day MDP on Sale on High Sea: Policy & Procedure was held during 7 December 2018.

**Programme Contents:** Unlayering the H.S.S. Transaction-Regulatory Formalities, Understanding Sale on High Sea Transaction, Sale on High Sea: Step by Step, Framing Contract and Custom Clearance, etc.

Twenty-seven participants attended the programme.

## 6. Analytics for Managers

Three-day MDP on Analytics for Managers was held during 9-11 January 2019.

**Programme Contents:** Decision Making Context & Overview of Tools (Basic Statistical Concepts), Data

Preparation and Database Visualization, Decision Modelling, Application for Simulation and Data Analysis, Data Mining of Structured Data with Tools, Model Validation, Understanding Data Structures in R, Data Preparation and Basic Analysis with R, Content Analysis, Natural Language Processing, Web Analytics Primer, Measuring Campaign Effectiveness (Google Analytics), etc. Ten participants attended the programme.

## II. SPONSORED PROGRAMMES

### A. Training Programmes for Govt. Officers/PSUs

#### 1. Nine Months Foundation Training Programme on "International Trade & Business" for the ITS Probationers

IIFT being a nodal Institute for conducting foundation training programme for Indian Trade Service Probationers, the Nine Month Foundation programme for 4 ITS probationers of batch 2017-18 was conducted from January-October 2018. The comprehensive training of nine months was divided into three phases. The 1st Phase provided the officers in-depth knowledge of Global Business Environment and Trade Policy, Statistics for Policy-makers, Macroeconomics, International Economics, Trade Analytics, International Marketing Management, Market Identification, Supply Chain Management, Management of Global Sourcing, International Trade Operations, Export-Import Finance, WTO & Key agreements under Negotiation, Foreign Trade Policy (FTP) & Foreign Trade Development & Regulation Act (FTDR Act), Custom Procedure & GST Regime for Taxation (Custom).

The 2nd phase included a 3 month attachment of these ITS probationers with DGFT offices with a view to give them practical exposure.

The 3rd phase covered the topics like Communication Skills & Interpersonal Relations in Public Organization, Managerial Behaviour in Public Organization, Commodity Markets, Derivatives and Applications, International Trade Logistics, Field Assignment & Experience Sharing Session.

In addition, they were also attached to various industries, ports, Government Departments including Parliament and a special interaction with Hon'ble President of India at Rashtrapati Bhawan on 17 September 2018.

## 2. Training Programmes for the Employment Exchange Officers across Country sponsored by Ministry of Labour & Employment, Govt. of India

Under the initiative of Ministry of Labour & Employment, Government of India, IIFT is continuously providing specialized training to Employment Exchange Officers spread across the country. During 2018-19, a series of such 9 Capacity Building Programmes were conducted and total 226 Employment Exchange Officers were trained with an objective to enable them to provide right career guidance to job seekers. These programmes were conducted by IIFT at NICS Noida (an institution under Ministry of Labour & Employment, Govt. of India).

S.No.	Programme/ Dates	Participants
1.	Batch-1 (23-28 April 2018)	26
2.	Batch-2 ( 7-12 May 2018)	23
3.	Batch-3 (21-26 May 2018)	25
4.	Batch-4 ( 4-9 June 2018)	26
5.	Batch-5 (18-23 June 2018 )	28
6.	Batch-6 ( 25-30 June 2018)	23
7.	Batch-7 ( 2-7 July 2018)	18
8.	Batch-8 (9-14 July 2018)	31
9.	Batch-9 (24-29 Sept. 2018)	26
<b>Total</b>		<b>226</b>

**Programme Contents:** Overview of Project and their Role, Role Transformation, Career Centre Management – Admin and Operations, Promoting Career Centre – Identify Channels, SMART Action Plan, Market Prospecting – Directory, Occupational Codes, Interacting with Industry, Psychometric Testing Introduction,

Interacting with training providers + GAP Training, Interacting with Schools / Colleges, Parents, Workforce segmentation, Skilled/Unskilled workforce, Literate/Illiterate Workforce, Intervention of Social Media in Career Centre, Role Play, etc.

The programme contents also included Establishing Rapport with Job aspirants, Entrepreneurial Development - Management and Finance, Work Place Ethics, Group Counselling, Managing Stress, Job Skill Mapping, Activity – Job Fair (Toolkits and Mobile Vans), Ability Profiler & Interest Profiler Test, Work Importance Test, Tests in Career Counselling, Counselling Documentary followed by discussion, Brainstorming Counsellor's Characteristics, Presentation of Group Action Plan, etc.

## 3. Twenty-four Weeks Professional Training Programme on “International Business Management” for the Officers of Indian Armed Forces through DGR

At the behest of Directorate General of Resettlement, Ministry of Defence, Govt. of India, a Twenty-four weeks Professional Training programme on “International Business Management” for the officers of Indian Armed Forces through DGR was conducted during 6 August 2018 – 18 January 2019 at IIFT, New Delhi.

**Programme Contents:** Marketing Management, Business Analytics, Business Economics, Global Business Environment, Accounting for Managers, IT Applications in Management, Business Communication, Designing and Managing Organisation, Macro Economics, International Trade Operations and Documentation, International Marketing, Financial Management, Supply Chain Management, Strategic Management, International Financial Management, International Trade Logistics, Legal and Regulatory Framework of Business, Entrepreneurship Development, Management of Global Sourcing, Business Ethics and Sustainability, etc.

This course was highly appreciated and well received as this was focussed to help the armed officers in starting the 2nd innings of their career.

Thirty-eight officers of Indian Armed Forces successfully completed the programme.

## 4. Training Programme for the Officers of ICSI in collaboration with IIFT

Two-days Strategic Leadership Programme (SLP) on “International Business Compliance & Governance” for Company Secretaries across India was held during 10-11 August 2018 at IIFT, New Delhi.

**Programme Contents:** Doing Business Internationally-Going Global: International Business Law, Ethics & Compliances, Regulatory framework of WTO, Contract of Enforcement and Dispute Settlement and International Arbitration and Conciliation, Strategy for setting-up of International Business, Cross Border Mergers & Amalgamations and insolvency.

The Programme also focused on Regulation and Treaties relating to Joint Ventures, Franchisee, IPR, Patent and Trademark, FEMA, FDI, PMLA, Fugitive Economic Offenders, External Commercial Borrowings, Export-Import Procedures and Documentation, Custom and GST Procedures, etc.

Thirty-six Company Secretaries across country attended the programme.

## 5. One-week Training Programme for the Officers of Ordnance Factory Boards at National Academy of Defence Production (NADP), Nagpur

One-week Training Programme on “Defence Export from India: Opportunities & Challenges” for the Nodal Officers of Ordnance Factory Boards was conducted at National Academy of Defence Production, Nagpur during 24-28 September 2018.

**Programme Contents:** Identifying Markets for Indian Defence Export, Export Promotion Strategies for enhancing defence export: Understanding Competition and Competitiveness, Getting Started in EXIM Operation, Commercial Documentation for Defence Export, Regulatory Documents for Defence Export, Custom Clearance of Export Cargo, Custom Clearance of Import Cargo, Effective Advertising for International Markets, International Payment System with Focus on Payment under L/C, International Payment System & Implications of UCP-600, Basics of Negotiations for Global Defence Equipment Manufacturers.

The programme contents also included Introduction to 21st Century Hybrid Payments Method, Currency Risk Management Strategies - Indian Perspective case study, Packaging requirement for defence export, INCOTERMS & Export Pricing, International Contract Formation, Model Choices of Transportation, Govt of India policies such as offset & Make in India, Current Trends and Future Scenario in the context of Defence Export, etc.

Twenty-one officers attended the programme. Based on the success of this programme, IIFT has been offered to conduct many such programmes for different ordnance factory boards situated across country.

## 6. One-day Seminar on “FDI in Telecom Sector: The Way Ahead” for DoT, Ministry of Telecommunications, Govt. of India

One day Seminar on “FDI in Telecom Sector: The Way Ahead” for Department of Telecommunications, Ministry of Communications was held on 25 September 2018 at India Habitat Centre, New Delhi which was inaugurated by Hon. MoS (I/C), MoC, Shri Manoj Sinha. On this occasion, a book titled “Telecom Sector Growth & FDI: A Way Ahead” (authored by IIFT) was also released by Hon’ble Minister.

**Programme Contents:** Overarching FDI policy in the country and overall FDI inflow (trends and analysis), De-risking FDI and using FDI to fuel value creation in the ecosystem-seed capital, venture capital, Challenges in attracting FDI in the sector, Overview of the new draft National Digital Communications Policy and avenues for investment, Facilitating FDI in the Country: Steps taken (including having FIPP), Synergy between Make in India, Invest India, Start-up India, Skill India and FDI in the Sector-Challenges and Opportunities, etc.

One Hundred Forty-five participants attended the programme.

## 7. One Week In-Service Training Programme for the AIS Officers

One Week In-Service Training programme on “WTO & Intellectual Property Rights” for the All India Service and other officers (IAS, IPS, IFoS, CSS, CSSS) was held during 29 October – 2 November 2018 at IIFT, New Delhi.

**Programme Contents:** Issues of concern for India in latest WTO Ministerial, Economics of Intellectual Property



Rights, Global Developments on IP issues and technical assistance for Further Strengthening IP Institutions and Capacities in developing countries, Geographical indications: the current international landscape – legal, policy and development dimensions, Trademarks and industrial designs: the current international landscape – legal, policy and development dimensions, Copyright: the current international landscape – legal, policy and development dimensions, Evolution of IP Statutes – Origin and Internationalization, Intellectual property and public health: the current international landscape, Patents: the current international landscape – legal, policy and development dimensions.

The programme contents also included WTO dispute settlement and the TRIPS Agreement, Intellectual property and transfer of technology and licensing, Panel Discussion: Enforcement of intellectual property: legal, policy and development dimensions, Relationship between the TRIPS Agreement and the Convention on Biological Diversity, the protection of traditional knowledge and folklore: recent developments in the WTO, TRIPS Plus focus in Regional Trading Agreements – with special reference to Comprehensive and progressive trans specific partnership, Intellectual property and genetic resources, traditional knowledge and folklore: the current international landscape and future directions, Emerging Issues in IPR, Participants Presentation on case study on IPRs, etc.

Thirteen officers attended the programme.

#### 8. Three-Week Mid-Career Training Programme for DGFT Officers

Three-Week mid-career training programme on “International Trade & Management” for the officers of DGFT (Section heads, FTDOs, Asst. DGFT, etc.) was conducted at IIFT, New Delhi during 7-23 January 2019.

**Programme Contents:** Recent Global Trade Pattern & India’s Opportunities, Challenges for Indian Economy in diversifying its Trade Patterns, Enhancing India’s Export Competitiveness: Role of FTDO’s, IT Tools for Data Insight & Decision Making I, IT tools for data insight & Decision making II, Role of RTAs in India’s Trade Promotion, Tariff Barriers for Exports, Export Import Provisions in India, Incentives for Export with Special reference to Foreign Trade Policy, INCOTERMS 2010, Foreign Direct

Investment implications for economic Development, General System of Financial Management, Budget formulation and implementation, Management of International Payments – Letter of Credit & Implications of UCP-600, Cross Cultural Management in International Business, etc.

The programme contents also included Cross Cultural Communication, Growth through Personal Value System I, Growth through Personal Value System II, Commercial Documents in Foreign Trade-Preparation & Handling, Regulatory Documents in Foreign Trade-Preparation & Handling, E-business Models, Entrepreneurial Challenges and Policy Issues, E-business Models, etc.

The programme also provided exposure on Filing System, Noting & Drafting, Motivation, India’s SEZ Policy, Customs Clearance, Duty Drawback & Claim Procedure, Contract Management, Efficient Sourcing of Goods and Services, Problem Solving & Decision Making, Transactional Analysis, Trade Databases: Hands on Experiences, Unveiling Fundamentals of Interpersonal Relationships, Assessing and Evaluating Personal Attributes, Market Access Issues and Identifying New Markets, Essential of Leadership Styles Non-Tariff Barriers for Exports, Effective Communication, Trade & Investment: Compliments or Substitutes, etc.

Twenty-seven officers of DGFT including Asst. DGFT, FTDOs, Section Heads, etc. was attended the programme.

#### 9. One Week Mid-Career Training Programme on “Advance Management Programme” for in-Service ISS Officers (sponsored by NSSTA)

One week Mid-Career Training Programme on “Advance Management Programme” for in-service ISS Officers having 17-19 Years of Service was held on 14-18 January 2019 at IIFT, New Delhi.

**Programme Contents:** Global Economic Scenario, Global Macroeconomics Environment: Challenges & Remedies, Strategic Management, Analytics & Visualization I, Analytics & Visualization II, Communicating Effectively at Work Place, Interpersonal Effectiveness, Project Appraisal Management, Team Dynamics, Understanding Basic Concept in Finance, Global Economic Scenario, Goals Setting in Organization, Essentials of Leadership, Analysis of India’s Trade Pattern & Barriers: select Databases, etc.

Twenty-Four ISS officers attended the programme.



## B. Training Programmes for Private Companies

### 1. Training Programme for Executives of Coromandel International Ltd.

Three-day Training Programme on “Global Business Management Programme” for the Executives of Coromandel International Ltd. was held during 14-16 November 2018 at Hyderabad.

**Programme Contents:** Understanding Various Payment Modes for Export Operations, Letter of Credit - Step by Step, Process Flow of Regulatory Documents and their Significance, Process Flow of Commercial Documents for Hazardous Cargo and their Significance, Leveraging INCOTERMS 2010 in Hazardous Cargo Operations, RBI/FEMA Guidelines for EXIM Operations, India's FTAs/PTAs and their Significance for Coromandel Hazardous Products – A Case Study, Labelling Marking and Packing of Hazardous Cargo, Currency Fluctuations and its Impact on Profitability, Currency Fluctuations and its Impact on Profitability- A Case Study, etc.

Twenty-six officers attended the programme.

## III.ONLINE EDPs

### 1. Online Executive Development Programme in Strategies for International Business - Collaboration with Talentedge

Five-month Online Executive Development Programme in Strategies for International Business with 2 batches was conducted with following details:

S. No.	Batch	Duration	Participants
1.	Batch I	Jan.-June 2018	49
2.	Batch II	Sept. 2018-Feb. 2019	54

**Programme Contents:** Introduction to strategic Management Process, External & Industry Environment, Internal Resources & Capabilities, Business Level Strategies, Corporate & Competitive Strategies, International Business Strategy, Country Evaluation and Selection, Strategy Execution, Change Management, Global Business Environment: An Overview, Cultural Political & Legal Environment and their implications for International Business, Global Value Chain, WTO Negotiation- Issues, International Financial Strategy,

Strategies for Foreign Exchange Risk Management, Macro-Economic Scenario with reference to Monetary & Fiscal Policy, Emerging Trade and FDI Issues impacting Global Business Environment, International Trade Development, etc.

The programme content also included the International Marketing Environment, Pricing Decisions for International Markets, Product & Branding Decisions for International Markets, International Distribution Decision, International Business Negotiation, International Commodity Derivative Markets and Price Risk Management, EXIM Policy Framework, EXIM Operation & Documentation, Custom Clearance of Export & Import Cargo, WTO v/s International commercial arbitration, FDI and Trade, etc.

### 2. Online Executive Development Programme in Global Supply Chain Management - Collaboration with Talentedge

Five-month Online Executive Development Programme in “Global Supply Chain Management” with 2 batches was conducted with following details:

S. No.	Batch	Duration	Participants
1.	Batch I	March-Aug. 2018	95
2.	Batch II	Sept. 2018-April 2019	110

**Programme Contents:** Insight into global trade and global supply chains, global operations strategy; market entry modes and global market development, global supply chain finance; best practices in managing supply chain, network flow models, supply chain network design and optimization, advanced modelling of supply chain network, demand forecasting tools and techniques; strategic make or buy decision in global context, global supply chain purchasing strategies, supplier selection, global sourcing and procurement optimization, supplier risk management, logistics infrastructure, global trade logistics, warehousing networks, etc.

The programme content also included global trends in packaging and material handling, containerization; intermodal transportation; supply chain security issues, international trade contracts, financing global trade and insurance issues; commercial documents, letter of credit, customs clearance and EDI, International trade practices, Supply chain analytics and its application, digital transformation of supply chain, global production

networks, supply chain sustainability, performance benchmarks for competitive advantage.

## IV. HYBRID LONG DURATION PROGRAMMES

MDP Division conducted following long duration hybrid programme (blend of on campus and online methods)

### 1. Four Months Certificate Programme in Export and Import Management (Aug.-Nov. 2018)

Four Months Certificate Programme in “Export and Import Management” was conducted during August-November 2018.

This programme commenced with a Four-day on-campus modules 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 programmes covered the courses on International Marketing Management, India’s Foreign Trade and Policy, International Trade Logistics, Trade Documentation, Trade Finance, Customs regulations and EXIM procedures of India.

Twenty participants successfully completed the programme.

## V. ONLINE MDPs

To provide training to exporters and entrepreneurs across the country, Govt. of India launched Niryat Bandhu Scheme. As a part of the scheme, IIFT had been entrusted with the responsibility to conduct a series of online programmes on Export-Import Business. A total 137 participants across the country were trained in the skills of export import business through following 4 programmes.

S. No.	Programmes	Dates	Participants
1.	Export Import Business	17 April – 15 May 2018	30
2.	Export Import Business	21 May – 15 June 2018	35
3.	Export Import Business	19 Nov. – 26 Dec. 2018	35
4.	Export Import Business	4 Feb. – 11 March 2019	37
		<b>Total</b>	<b>137</b>

**Programme Contents:** Converting dreams into Reality: Introducing the Programme and Business Plan, Starting Export, Import and availing incentives (Part-1), How to Identify Products for Exports, Market Identification for Exports / Imports, Understanding Trade Databases & Trade Opportunities, Commercial Regulatory Documents in Foreign Trade, Custom Clearance for Export and Import, Preparation of an effective sales contract, Duty drawback & claim procedure, Developing INCOTERMS in sales contract, International Product Development & Adaptation, Business opportunities in RTA markets, etc.

The programme contents also included Management of International Trade Payments – To ensure full and final Payments, How to organize trade logistics?, Checking creditability of buyers and handing payments defaults: ECGC cover, Understanding mechanism and role of Letter

of Credit - Implication of UCP-600, Goods and Service Tax & Neutralization in Export, Understanding Export Trade Supply Chain Finance – To do more business with less own money, Promoting Exports through WTO complaint Foreign Trade Policy, Implications of Non-Tariff barriers for exports, Starting Export, Import and availing incentives (Part-2), Framework of Export Trade Finance Schemes - Cost reduction approach, etc.

In addition, the programme also covered the topics on Understanding RBI regulations under FEMA & FEDAI, Rules for successful export transaction, Introduction to currency risk management – To protect Profit margin of Export business, etc. At the end of each programme, there was a specific session called panel discussion in which the participants’ queries related to their day to day business issues were resolved/ sorted out.

## VI.COMMENCEMENT OF OTHER PROGRAMMES

### 1. Twelve Weeks Certificate Course on “Global Supply Chain Management” for the Officers of Indian Armed Forces through DGR

Twelve weeks Certificate course on “Global Supply Chain Management” for the officers of Indian Armed Forces through DGR was commenced on 11 February and will continue till 3 May 2019 at IIFT, New Delhi.

**Programme Contents:** Emerging global environment and supply chain management, Supply Chain Management Strategy, Management of suppliers and distributors, Global Supply Chain and Strategy, Global Supply Chain – Financial Perspectives, Economic Concepts of Global Value Chain, Distribution Management in Global Supply Chain, Inventory Management and Optimization in Supply Chain, International Shipment and Multi Modal Transportation for Supply chain management linkage, International Procedures & Documentation for Supply Chain Management, E-Commerce and Global Value Chain, Performance measures in Supply Chain, Technology in Global Supply Chain, etc.

Forty-four officers of Indian Armed Forces are attending the programme.

### 2. Post Graduate Certificate Programme in International Business and Finance 2018-19

One year Post Graduate Certificate Programme in International Business and Finance 2018-19 was started in September 2018 and will continue in September 2019. The Programme started with a Three day on-campus module followed by Sunday classes through online platform provided by Education Lane, Tech Mahindra, Technology Partner. The online classes are held from Tech Mahindra's studio situated at IIFT wherein the students attend classes on direct to Desktop mode.

The programme includes the modules on International Economic and Business Environment, Global Financial

Management, Trade Logistics & Documentation, Project Finance, Financing of International Trade (include currency and Forex management, International commodity Derivative markets, Mergers and acquisition, etc.

Sixty-five participants have been enrolled for the programme.

### 3. Online Executive Development Programme in Strategies for International Business – Collaboration with Talentedge (Batch-3)

Five-month Online Executive Development Programme in Strategies for International Business (Batch-3) in Collaboration with Talent edge was started on 17 February 2019. Fifty-six participants have enrolled for this programme.

### 4. Nine Months Foundation Training Programme on “International Trade & Business” for the ITS Probationers (2018-19).

Nine Months Foundation Training Programme on “International Trade & Business” for the 5 ITS Probationers (Dec. 2018-Sept. 2019) was started on 20 December 2018. The programme was inaugurated by Prof. Manoj Pant, Director IIFT in the presence of Shri Nikunj Kumar Srivastava, Additional DGFT and other faculty members of IIFT.

### 5. Massive Open Online Course under Niryat Bandhu

Online “Anytime – Anywhere” export awareness course through Massive Open Online Course (MOOC) on “Basics of Export – Import” to train, mentor and hand hold potential was launched by Hon'ble Minister for Commerce & Industry and Civil Aviation, Sh. Suresh Prabhu, on 15 February 2019.

This Online Course is being conducted under the "Niryat Bandhu" scheme of DGFT and is in collaboration with the IIFT, New Delhi. This programme can be attended by anyone at no cost.

## LIST OF PROGRAMMES CONDUCTED BY MDP DIVISION (2018-19)

A. OPEN PROGRAMMES					
S. No.	Type/Programmes Titles	Venue	Dates	Programme Director	Participants
1.	Market Identification Process for International Business	IIFT, New Delhi	17-18 May 2018	Dr. Tammna Chaturvedi	29
2.	Analytics for Starters	IIFT, New Delhi	18-20 July 2018	Dr. O.P. Wali	13
3.	Export-Import Management	IIFT, New Delhi	5-7 Sept. 2018	Dr. Areej Aftab Siddiqui	17
4.	Business Analytics in a Big Data World	IIFT, New Delhi	26-28 Sept. 2018	Dr. P.K. Das	17
5.	Sale on High Seas	IIFT, New Delhi	7 Dec. 2018	Dr. Ram Singh	27
6.	Analytics for Managers	IIFT, New Delhi	9-10 Jan. 2019	Dr. O.P. Wali	10
				<b>Total</b>	<b>113</b>





Six-months Professional Training Programme on "International Business Management" for the Officers of the Indian Armed Forces, 6 August 2018 - 18 January 2019



Training Programme for IAS Officers on "WTO & Intellectual Property Rights", 29 October - 2 November 2018



Three Week Mid-Career Training Programme for the Officers of DGFT (FTDO), 7-23 January 2019



<b>B. SPONSORED PROGRAMMES</b>						
<b>S. No.</b>	<b>Type/ Programmes Titles</b>	<b>Venue</b>	<b>Sponsor</b>	<b>Dates</b>	<b>Programme Director</b>	<b>Participants</b>
1.	Nine Months Foundation Training Programme for Indian Trade Service Probationers	IIFT, New Delhi	DGFT, Ministry of Commerce, Govt. of India	Jan.-Oct. 2018	<b>Dr. Jaydeep Mukherjee</b>	4
2.	Capacity Building Programme on Career Counselling & Guidance for the Employment Exchange Officers (Batch-1)	NICS, Noida	Ministry of Labour & Employment, Govt. of India	23-28 April 2018	<b>Dr. M. Venkatesan</b>	26
3.	Capacity Building Programme on Career Counselling & Guidance for the Employment Exchange Officers (Batch-2)	NICS, Noida	Ministry of Labour & Employment, Govt. of India	7-12 May 2018	<b>Dr. M. Venkatesan</b>	23
4.	Capacity Building Programme on Career Counselling & Guidance for the Employment Exchange Officers (Batch-3)	NICS, Noida	Ministry of Labour & Employment, Govt. of India	21-26 May 2018	<b>Dr. M. Venkatesan</b>	25
5.	Capacity Building Programme on Career Counselling & Guidance for the Employment Exchange Officers (Batch-4)	NICS, Noida	Ministry of Labour & Employment, Govt. of India	4-9 June 2018	<b>Dr. M. Venkatesan</b>	26
6.	Capacity Building Programme on Career Counselling & Guidance for the Employment Exchange Officers (Batch-5)	NICS, Noida	Ministry of Labour & Employment, Govt. of India	18-23 June 2018	<b>Dr. M. Venkatesan</b>	28
7.	Capacity Building Programme on Career Counselling & Guidance for the Employment Exchange Officers (Batch-6)	NICS, Noida	Ministry of Labour & Employment, Govt. of India	25-30 June 2018	<b>Dr. M. Venkatesan</b>	23
8.	Capacity Building Programme on Career Counselling & Guidance for the Employment Exchange Officers (Batch-7)	NICS, Noida	Ministry of Labour & Employment, Govt. of India	2-7 July 2018	<b>Dr. M. Venkatesan</b>	18
9.	Capacity Building Programme on Career Counselling & Guidance for the Employment Exchange Officers (Batch-8)	NICS, Noida	Ministry of Labour & Employment, Govt. of India	9-14 July 2018	<b>Dr. M. Venkatesan</b>	31
10.	Professional Training Programme on International Business Management for the officers of Armed Forces through DGR	IIFT, New Delhi	DGR, Ministry of Defence, Govt. of India	Aug. 2018 – Jan. 2019	<b>Dr. Ravindra Saradhi</b>	38
11.	Strategic Leadership Programme on International Business Compliance & Governance	IIFT, New Delhi	ICSI	10-11 Aug. 2018	<b>Dr. M. Venkatesan</b>	36
12.	One day seminar on FDI in Telecom Sector : The Way Ahead	India Habitat Centre	DoT, Ministry of Communications, Govt. of India	25 Sept. 2018	<b>Dr. Vijaya Katti &amp; Dr. A.K.S. Chand</b>	145

### B. SPONSORED PROGRAMMES

S. No.	Type/ Programmes Titles	Venue	Sponsor	Dates	Programme Director	Partici- pants
13.	Defence Export from India: Opportunities & Challenges	Nagpur	National Academy of Defence Production (NADP)	24-28 Sept. 2018	Dr. Ram Singh	21
14.	Capacity Building Programme on Career Counselling & Guidance for the Employment Exchange Officers (Batch-9)	NICS, Noida	Ministry of Labour & Employment, Govt. of India	24-29 Sept. 2018	Dr. M. Venkatesan	26
15.	One week In-service Training Programme for AIS officers on WTO & Intellectual Property Rights	IIFT, New Delhi	DoPT, Govt. of India	29 Oct.-2 Nov. 2018	Dr. Vijaya Katti	13
16.	Global Business Management for Executive of Coromandel International Ltd.	Hyderabad	Coromandel Fertilizers Limited	14-16 Nov. 2018	Dr. Ram Singh	26
17.	Mid-Career Training Programme for the Officers of DGFT (FTDO)	IIFT, New Delhi	DGFT (FTDO), Ministry of Commerce, Govt. of India	7-23 Jan. 2019	Dr. Areej Aatab Siddiqui	27
18.	Advanced Management for the ISS Officers	IIFT, New Delhi	NSSTA, Ministry of Statistics & Programme Implementation, Govt. of India	14-18 Jan. 2019	Dr. Sweta Srivastava Malla	24
					<b>Total</b>	<b>560</b>

### C. ONLINE EDPs COLLABORATION WITH TALENTEDGE

Sl. No.	Name of Programme	Venue	Dates	Partici- pants
1.	Five Months Online Executive Development Programme in Strategies for International Business - Collaboration with Talent Edge	IIFT, Delhi and Talentedge Studios at IIFT New Delhi	Jan.-June 2018	49
2.	Five Months Online Executive Development Programme in Global Supply Chain Management Collaboration with Talent Edge	IIFT, Delhi and Talentedge Studios at IIFT New Delhi	March-Aug. 2018	95
3.	Five Months Online Executive Development Programme in Strategies for International Business -Collaboration with Talent Edge (Batch-2)	IIFT, Delhi and Talentedge Studios at IIFT New Delhi	Sept. 2018- Feb. 2019	54
4.	Five Months Online Executive Development Programme in Global Supply Chain Management Collaboration with Talent Edge (Batch-2)	IIFT, Delhi and Talentedge Studios at IIFT New Delhi	Sept. 2018- April 2019	110
			<b>Total</b>	<b>308</b>

## D. HYBRID LONG DURATION PROGRAMMES

Sl. No.	Name of Programme	Venue	Dates	Participants
1.	Four Months CPEIM (with IIFT's own online platform)	IIFT, New Delhi	Aug.-Nov. 2018	20
			<b>Total</b>	<b>20</b>

## E. ONLINE MDPs (UNDER NIRYATBANDHU SCHEME)

S. No.	Programmes	Dates	Participants
1.	Export Import Management (Batch-26)	17 April-15 May 2018	30
2.	Export Import Management (Batch-27)	21 May-15 June 2018	35
3.	Export Import Management (Batch-28)	19 Nov.-26 Dec 2018	35
4.	Export Import Management (Batch-29)	4 Feb.-11 March 2019	37
		<b>Total</b>	<b>137</b>

## RESEARCH AT IIFT

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.

### Research Studies Completed

The following Research Studies were completed during 2018-19:

#### 1. Development of Marketing Strategy for Promotion of Handloom Exports

Given the high employment opportunity of the handloom sector and the contribution of handlooms to India's cloth production as well as exports, a study on promoting the handloom exports from India becomes imperative. The present research study commissioned on behalf of Handloom Export Promotion Council was carried out to understand the major items of handloom exported from India, the major markets to which these are exported, and the opportunities and challenges for Indian handloom exports. The outcomes of the study will be used to help devise a marketing strategy for promotion of handloom exports from India.

#### 2. Impact of Free Trade Agreements (FTAs) on the Indian Copper Industry

The study conducted on behalf of Indian Primary Copper Producers Association makes an assessment of the effects of the international trade scenario on the Indian copper industry. It analyzes both quantitative trade data and qualitative information through survey and finds out the issues pertaining to the domestic industry in the presence

of international trade. This involves an assessment of the factors relating to the increased imports of copper products (free trade agreements, subsidies given by foreign countries) and its effects on the domestic industry. It also analyzes the trends in exports of copper products from India and factors inhibiting the growth in exports. The study examined the prevalent inverted duty structure in the copper industry and the need for suitable measures and made some recommendations for the industry considering both export and import scenario.

#### 3. Export Potential Survey and Strategies for Nagaland

The study undertaken at the request of Government of Nagaland reviewed various sectors of resources in Nagaland to identify and analyze various exportable products and commodities having export potential and substantial production in the state. The study attempts to identify potential international markets with reference to present trends of demand and supply and explores the usability of the cross-border trade routes with neighbouring country of Myanmar. The study highlights the problems faced by the existing and potential export oriented entrepreneurs of the state and suggests pragmatic and realistic action plans and strategies that should be adopted by the state govt. for the desired export development in the state.

#### 4. India's Imports from China: An Analysis of Impact on Indian Manufacturing Sector

The study was commissioned on behalf of Department of Commerce, Government of India. During the last decade, China has emerged as the main source of manufactured imports into India. The share of manufacture imports from China increased from 18 per cent in 2010-11 to 25 per cent in 2017-18. The Chinese imports are mainly into industry groups, chemicals and related products, machinery and equipment and metal and metal products which hold high growth potential in the future. These three industry groups account for 76 per cent of the manufacturing GVA and registered impressive growth in recent years. In the view of the above, this study examined the implication impact of Chinese imports on Indian Manufacturing sector



with a focus to assess if the imports were complementing or substituting domestic manufacturing, based on secondary and primary data sources.

### Research Studies under Progress

In addition to above, the following Research Projects were in progress during 2018-19:

1. Prospects for India-UK Trade and Investment: An Assessment of the Opportunities and Challenges sponsored by PwC & DFID (UK).
2. Export Strategy Plan for Increasing Export of Spices and Value Added Products of Spices from India sponsored by Spices Board.
3. Rationalization of Export Promotion Councils (EPCs) sponsored by Ministry of Commerce and Industry.
4. Employment Diagnostics of Labour-Intensive Manufacturing Sector and Implication for India's Exports sponsored by PwC & DFID (UK).
5. Study on Impact of Special Package on Exports of Apparel and Made-up sponsored by Ministry of Textiles.

6. Study on Developing India's Service Trade Restrictiveness Index (STRI) sponsored by Ministry of Commerce and Industry.
7. Exploratory Study on Linkages between Technology and Trade sponsored by Ministry of Science & Technology, Department of Science & Technology.
8. Analysis of Domestic Supply vs. Imported Raw Bamboo Sticks for Agarbatti sponsored by National Bamboo Mission Department of Agriculture Cooperation, Ministry of Agriculture and Farmers Welfare.

### Ph.D. Programme

The Ph.D. Programme 2018 commenced on 10th September 2018. Twenty Five (25) students (19 Part-time and 6 Full-time) have joined the programme on the basis of written exam and viva-cum-interview. Till date, the final Ph.D. viva of six (6) Ph.D. Scholars have been conducted and they will be awarded Ph.D. Degree in the forthcoming Convocation.

## Sixth International Conference on Empirical Issues in International Trade and Finance (EIITF)



Sixth International Conference on Empirical Issues in International Trade and Finance (EIITF), 13-14 December 2018, New Delhi.

The Institute organised its Sixth International Conference on Empirical Issues in International Trade and Finance (EIITF) during 13-14 December 2018 at its Delhi Campus. The Conference was inaugurated by Prof. Alan L. Winters, a distinguished Professor of Economics at University of Sussex, United Kingdom and Prof. Joshua Aizenman, a distinguished Professor of International Relations and Economics at University of Southern California. Prof. Manoj Pant, Director IIFT and Prof. Rakesh Mohan Joshi, Chairperson (Research) were present at Inaugural

Function. The Conference received wide response from the academia and the policy research community, and a total of 198 papers were submitted from Universities and Research Institutes from India and abroad. After suitable peer-review process, a total of 150 papers were selected for presentation and this includes the 12 papers from abroad from renowned universities like University of Sains, Malaysia, Abu Dhabi University, Drexel University, USA, Montpellier Business School, France, University of Washington, USA, Union College, New York, USA, Southern

Illinois University Carbondale, AUT Business School, Auckland, New Zealand, Institute of Development Studies, UK, University of Virginia, USA, etc.

The conference schedule accommodated a total of 29 technical sessions where ongoing research in different areas of international trade and finance were presented. Besides the technical sessions, two special lectures were also organized:

- 1) Prof. L. Alan Winters, Distinguished Professor of Economics, University of Sussex, UK, delivered a lecture on "BREXIT, Trump: What is Happening to Rules-Based Trade?", which was chaired by Prof. Sugata Marjit, RBI Professor of Industrial Economics, Centre for Studies in Social Sciences, Kolkata.
- 2) Prof. Joshua Aizenman, Distinguished Professor of International Relations and Economics, University of Southern California delivered a lecture on "Global Financial and Macro Fragility & Emerging Markets Precautionary Strategies" which was chaired by Prof. Partha Sen, ECGC Chair Professor, IIFT.

In addition, four Policy Forums on issues of significant contemporary policy relevance, namely: Trade and Employment Challenge in South Asia (in collaboration with ILO), Bilateral Investment Treaty (in collaboration with Centre for Trade and Investment Law), Emerging Issues in International Trade Negotiations (e-commerce) (in collaboration with Centre for WTO Studies) and Trade, Technology and Global Value Chain: Issues and Challenges (in collaboration with UNESCAP) were also organized at the EIITF 2018 Conference wherein distinguished speakers from various Universities and multilateral bodies were present. The Valedictory address was delivered by Dr. Anup Wadhawan, Commerce Secretary, Government of India. The 'Best Doctoral Paper Award' was given to Ms. Aneesha Chitgupi, Institute for Social and Economic Change (ISEC), Bangalore for her paper on "Sustainability of India's Current Account Deficit: Role of Remittance Inflows and Software Services Exports". The Conference ended with the vote of thanks to all dignitaries, paper presenters, session chairs, discussants, and sponsors. IIFT faculty, students and staffs have been acknowledged for their involvement to make this conference successful.

# INTERNATIONAL COOPERATION

The following activities were undertaken by the International Collaborations & Capacity Development (ICCD) Division.



International Student Exchange Programme MBA (IB) January - March, 2019

## Student Exchange Programme

### Inbound Students

Twenty-nine Students came to IIFT from different Universities and Institution under Students Exchange Programme during July 2018-March 2019.

S.No.	Countries	Universities	No. of Students
1.	Italy	Bocconi University	1
		University of Insubria	2
2.	France	EM Strasbourg University	2
		Grenoble School of Management	4
		Rennes School of Business	20
		<b>Total Students</b>	<b>29</b>

### Outbound Students

Under the Students Exchange Programme, a total of 39 students (20 students from Delhi Campus and 19 students from Kolkata Campus) visited the various International Universities from January 2019 – March 2019.

S.No.	Countries	Universities	No. of Students
1.	France	EM Strasbourg University	6
		Grenoble School of Management	1
		IESEG School of Management	6
		Lille Catholic University	
		Rennes School of Business	19
2.	Finland	Hanken-Swedish School of Economics	3
3.	Germany	Saarland University	1
4.	Spain	UAB-Universitat Autònoma de Barcelona	2
		UAM-Universitat Autònoma de Madrid	1
		<b>Total Students</b>	<b>39</b>

## Faculty Development

The approved IIFT Faculty Participation for National/International Conferences/ Seminars/ Training Programmes under Faculty Development Programme during the period April 2018-March 2019 is given below:

Conferences		Training Programmes
National	8	5
International	7	1

## Foreign Delegate Visit to IIFT

ICCD regularly receives delegations throughout the year from various Universities/Institutions/Corporates, etc. These visits enable IIFT to network for entering into new collaborations.

Delegation Visits at ICCD				
Date of Visit	Organization	Persons Visited	Purpose of visit	IIFT Faculty
23 April 2018	Russian Embassy	Mr. Alexander Shcheglov	To establish mutual cooperation on foreign trade & investment	Dr. Ravi Shanker, CP (ICCD)
25 July 2018	Pro Mexico	Mr. Carmen Fabiola Nava Gonzalez	For future prospects of collaboration	Dr. Jacqueline Symss Dr. Tuheena Mukherjee
14 Aug. 2018	Economic & Cooperation Affairs from Embassy of Mexico	Ms. Edith Devora, Head Economic & Cooperation Affairs, Embassy of Mexico Ms. Chetna Khanna, Assistant Economic & Cooperation Affairs, Embassy of Mexico	Student exchange and academic exchange of any form with business schools in Mexico	Dr. Jacqueline Symss Dr. Tuheena Mukherjee
20 Aug. 2018	Chung Ang University, South Korea	Dr. Chang Bong Kim, Chung Ang University Dr. Chang Choi, Chung Aung University Dr. Shik Heo, Chung Ang University Dr. Sang-An Park Research Centre for Tariff Policy	Opportunities of prospective collaborations in the area of Research, Capacity Building, Faculty and Student exchange	Dr. Pooja Lakhanpal Dr. Ram Singh
10 Sept. 2018	Tulane University, USA	Prof. Robin Forman, Sr. Vice President, Academic Affairs & Provast, Prof. of Mathematics; Prof. Satyajit Dattagupta Vice President Enroll Management Dean of Admission	About Students Exchange and Short term visit of Executive and under Graduate Students	Dr. Ravi Shanker, CP (ICCD) Dr. Pooja Lakhanpal
12 Sept. 2018	Australian Trade and Investment Commission	Mr. Peter Coleman, Trade Commissioner, Australian Trade & Investment Commission Ms. Neha Grover, Education and Skill Manager, Australian Trade & Investment Commission		Prof. Manoj Pant, Director (IIFT) Dr. Jacqueline Symss



Delegation Visits at ICCD				
Date of Visit	Organization	Persons Visited	Purpose of visit	IIFT Faculty
26 Sept. 2018	University of Queensland	Prof. Andrew Griffiths, Executive Dean, Faculty of Business, Economics and Law University of Queensland	To explore future possibilities for mutual collaboration with IIFT. Under their scheme "Study Abroad Programme", keen for partnership in the PhD programme and promote Indo-Pacific Research Network. In the discussion the team mentioned their keen interest to also have mutual exchange of MBA students, and the best time for exchange would be June-July one month programme or Nov.-Dec. one month programme. They stated that they have a master's degree program in Commercial Law, and they will look forward for some takers during student exchange.	Dr. Pooja Lakhanpal Dr. Tuheena Mukherjee
28 Sept. 2018	University of Sydney	Dr. Rodney Coyte, Professor, University of Sydney	Academic Master Class Programmes on the topic "Accountants Role in Judgment Making in the Future: Some Practice and Research Insight"	Dr. Pooja Lakhanpal Dr. Tuheena Mukherjee
12 Nov. 2018	Deakin University Australia	Dr. Harminder Singh – Associate Professor (Deakin University Australia)  Ms. Geeta Chawla – Manager (Graduate Employment Division, Deakin University South Asia Unit, Saket New Delhi)	i. The Australian team showed interest in a programme on "Doing Business with India".  ii. The Australian team will structure a programme on the similar lines which IIFT can offer to their students in June 2019.  iii. A one week study tour can be arranged for the Indian Trade Service mid-career participants. The financials will be worked out by Deakin University.  iv. The Deakin University is interested in sending four to six students to IIFT for internships. Dr. Ram Singh will explore the possibilities for accommodating such students at IIFT.  (v) Joint Programmes on Governance, Port Procedures and Finance related areas can also be explored.  (vi) An action plan may be drawn up for the year 2019	Dr. Ravi Shanker, CP (ICCD) Dr. Ram Singh Dr. Ashish Gupta

Delegation Visits at ICCD				
Date of Visit	Organization	Persons Visited	Purpose of visit	IIFT Faculty
10 Dec. 2018	Kent State University	Prof. Robert D. Hisrich, Dean Associate, Kent University, Ohio	Dr. Ravi Shanker, CP (ICCD) informed Dr. Hisrich that IIFT will be happy to collaborate and network with AACSB accredited schools. Since Kent University's management programmes are AACSB accredited, IIFT will be interested in getting associated in regard to: i. Student Exchange ii. Faculty Exchange iii Doing Business in USA and Doing Business in India programmes (iv) Short-Term visits of executive students.	Dr. Ravi Shanker, CP (ICCD)
5 Dec. 2018	University of Valladolid, Spain	i. Vice-Rector, University of Valladolid – Prof. Paloma Castro Prieto ii. Director, Casa dela India - Dr. Guillermo Rodriguez Martin iii. Economist & Chartered Accountant, Advisors - Mr. Alan D' Silva, FCA	i. The IIFT will organize the programme on "Doing Business with India" in March 2019 and University of Valladolid will organize the programme on "Doing Business with Spanish speaking world" in May/June 2019. Details of the programme and the costing is to be worked out and communicated to participating institution. ii. IIFT will also explore possibilities of organizing such programme for ITS officers. iii. Student Exchange for the Graduate Programmes: IIFT has already provided the draft MOU, which the University of Valladolid may examine and revert back with their observations. iv. Joint Research and Faculty Exchange: Both institutions will examine the faculty profile of the partner institute and consider inviting them for short term teaching or research assignments. v. Both institutions shared material concerning major activities.	i. Dr. Manoj Pant, Director, ii. Dr. Vijaya Katti, Dean, iii. Dr. Ravi Shanker, CP (ICCD)
21 Jan. 2019	TranExec	Ms. Bhoomika Dewan, Country Manager (TranExec) and Ms. Rajni Sachdeva, Skill & Education Manager (AITC)	Student exchange, faculty exchange, doing business in India or Australia and MDP.	Dr. Ravi Shanker, CP (ICCD)

Delegation Visits at ICCD				
Date of Visit	Organization	Persons Visited	Purpose of visit	IIFT Faculty
28 Jan. 2019	Hankuk University	Two Post graduate students for one month internship The students carried out their internship in the area of Indian Economy and Indian Culture Consumption Pattern	All the students benefitted immensely by the support extended by IIFT. Internship under the guidance of Mentor	Dr. Jaydeep Mukherjee & Dr. Sweta Malla Srivastava
12 Mar. 2019	Deakin University	Prof. Mike Ewing, Pro-VC of Deakin University	Discuss potential areas of collaboration with IIFT	Dr. Jacqueline Symss

## Memorandum of Understanding

IIFT has established academic ties with International Universities/Institutes to enable activities such as joint training and research programmes along with student/faculty exchanges. IIFT has collaborations with 28 Universities/Institutes across the world. Of these Universities/Institutes, 13 are in Europe, 5 in Asia and 10 in other parts of the world.

## New MOUs Signed in 2018-19

The Institute has signed MoUs with International Institutions. Sailable amongst them are as follows:

- The Institute has signed an MoU with Vietnam Institute for Indian and South West Asian Studies, Hanoi, Vietnam on 28 July 2018 for Exchange of academic information, including library materials and research publication, exchange of fellows, joint international conference, joint research projects, joint publications and other academic activities for a period of two years.
- The Institute has signed an MoU with Hankuk University of Foreign Studies, Korea on 2 August 2018 for student/ faculty exchange and other academic activities for a period of five years.
- The Institute has signed an MoU with Herbert H. Lehman College of the City University of New York, USA on 18 September 2018 for exchange of faculty and research staff, exchange of students' academic information, joint international conference, exchange of periodicals and other publications and other academic activities for a period of five years.
- The Institute has signed an MoU with Kent State University, Ohio, USA on 9 April 2019 for student/ faculty exchange and other academic activities for a period of five years.

## New Collaborations under Discussion

- IIFT has sent a letter to University of Bari Aldo Moro, Italy to become an Associate Partner for the Masters Programme on Economics of Globalization and European Integration (EGEI) for the academic year 2020-2021.
- On 11 March 2019, Dr. Ashish Gupta, Dr. Prateek Maheshwari and Dr. Khush-Hal participated in a day-long Conference on 'Building World-Class Universities: (Trans) Formative Higher Education Spaces and Places', organized by Deakin University in collaborations with Australian Trade and Investment Commission on the occasion of celebrating Deakin University's 25th Years of Engagement in India.
- A meeting with Prof. Mike Ewing, Pro-VC of Deakin University was held on 12 March 2019 to discuss potential areas of collaboration with IIFT. The Deakin University, Victoria, Australia has agreed to enter into Memorandum of Understanding with IIFT.

## Executive Students Study Tours

The International Institute of Business Networking, Saint Petersburg, Russia with whom IIFT has an academic collaboration, conducted a six days certificate course on "Doing Business in Russia" during 24-30 June 2018. The certificate course was spread over 25 hours covering political, economic, cultural and other factors of Russian business, Russian market entry strategies, Russian market entry project in addition to cross cultural issues.

The Programme was attended by six students of IIFT from MBA (IB) 2016-19, MBA (IB) 2017-19 EPGDIM 2017-19 and EPGDIB (H) 2018-19 programmes. The inauguration function was attended by Prof. Manoj Pant, Director, IIFT, Dr. Ravi Shanker, Chairperson (ICCD), Dr. Tatiana Vlasove,

CEO (IIBN), and Mr. Nikolai Lukichev, Counsellor of the Ministry of Foreign Affairs of the Russian Federation.

The Programme was a blend of classroom lectures and discussions with eminent speakers from industry and from University of Saint Petersburg, companies' visits and the cultural tour to the city and museums.

For some of the eminent speakers who were unable to speak in English, an outstanding translator was arranged by IIBN. The Programme was highly appreciated by the students as not only the contents were rich by the hospitality was also outstanding.



Prof. Manoj Pant, Director IIFT, Dr. Tatiana Vlasova, CEO (IIBN) and Prof. Ravi Shanker, Chairperson (ICCD) with participants of the Programme.

## Doing Business in India Programme

ICCD Division designed and organized a half day interactive Programme for the students and faculty of Quest International College, Gwarko, Lalitpur, Kathmandu on 25 April 2018 at IIFT, New Delhi to help the B-Schools from SAARC Nation.

Topic of the Programme	Participants	Programme Co-ordinator
Indo-Nepal Trade Relations	21 MBA Students and 2 faculty members from Quest International College, Gwarko, Lalitpur, Kathmandu	Dr. Niti Nandini Chatnani

## International Membership

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 of Advance Collegiate Schools of Business (AACSB International).

## National Membership

The Institute holds membership of the following National Institutions:

- Association of Indian Universities.
- All India Management Association (AIMA).
- The Global Compact Network, India.
- Charter Member of Academy of Indian Marketing (AIM).



## INTERNATIONAL PROJECTS



Participants of Post Graduate Diploma Programme in International Trade (PGDIT) for delegates from CLMV countries.

The Executive Management Programme (EMP) Division of IIFT had the following main activities during the period 2018-19:

### Capacity Building Programmes on International Business in African Countries

Under IAFS-III, IIFT had conducted following two EDPs in Madagascar & Tunisia in 2018.

S. No.	Country/City	Duration	Partner Organization
1.	Madagascar	16-20 April 2018	Ministry of Foreign Affairs
2.	Tunisia	24-28 September 2018	CEPEX, Tunisia

### 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.

Current batch of MBA (IB) 2017-18 inaugurated on 10 July 2017 at IFM, Tanzania continued in 2018-19.

### Executive Post Graduate Diploma in International Business (EPGDIB) - On Campus

To address specific Executive Learning and/or Training, Institute is running Executive Post Graduate Diploma in

International Business (EPGDIB) on campus over approximately 13 months. This programme draws on the cutting edge insights from business practices, international business strategy research, case studies of experiences of exporters, investors, collaborators in joint ventures and business partners pursuing opportunities in cross-border value chains, value-grids, and constellations. The on-campus batch of EPGDIB began on 1 August 2018 with 106 participants. EPGDIB aims at enhancing the managerial competence of senior and middle level executives by imparting systematic knowledge in all aspects relating to international business. International port visit to Belgium (Europe) was also made during the programme.

## Executive Post Graduate Diploma in International Business (EPGDIB) - Hybrid

Executive Post Graduate Diploma in International Business (EPGDIB) - Hybrid 2018-19 batch was launched on 3 April 2018 in collaboration with HUGHES. It is specially designed to cater to those executives for whom leaving the job and the city is not a feasible option. Overall 62 participants enrolled in the diploma programme.

### The course aims to:

1. Highly structured programme with pre-defined course structure, session plans, evaluations and assignmentschedules.
2. On-campus sessions at the beginning of every trimester.
3. Special focus on the design and development of distributed material.
4. High level of interaction between faculty and participants and within the participants themselves.
5. Emphasis on facilitating learning and application to business context through pre-work/ post work/ tutorials.

## Post Graduate Diploma in International Trade (PGDIT) for CLMV Participants

Following the positive feedback and successful completion of the First Batch (2017-18), the Second Batch (2018-19) of PGDIT was inaugurated on 20 June 2018. Courses related to Trade, Finance, Economics and International Business were taught to 19 participants - 10 from Myanmar and 9 from Vietnam, for the programme.

## CENTRES OF EXCELLENCE AT IIFT

### 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 in strengthened the capacity of the Department of Commerce to participate effectively in the WTO work programme. The Centre assisted the Department of Commerce in some of the WTO

disputes involving India. Some of the faculty members of the Centre participated in the RCEP negotiations, as well as in the negotiations and committee meetings at the WTO.

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.

International recognition of the technical expertise of the Centre is evident from the fact that during 2018-19, intergovernmental organizations/ foreign governments approached the Centre for organizing training programmes on different aspects of the WTO.

Based on international competitive bidding, the Centre for WTO Studies has been selected by International Trade Centre (Geneva) to implement a 2-year trade-related capacity building project for the Government of Afghanistan. This is an important achievement for the Centre. Under this project, the Centre organized training programmes for the officers of the Government of Afghanistan.

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, and South Centre 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.



Training Programmes for the Officers of the Government of Afghanistan



### SEMINAR, CONFERENCES AND TRAININGS ORGANIZED DURING 2018-19

S. No.	Meeting	Date	Partner Organization
1.	3rd Advanced Training for Afghanistan and Study Tour	9-20 April 2018	ITC (Geneva) and Govt. of Afghanistan
2.	Brainstorming on EUGDPR	20 April 2018	
3.	Training on Services Trade for CLMV Countries	23-27 April 2018	ASEAN Secretariat and Indian Mission to ASEAN
4.	First Meeting of Think Tank on Framework for a National Policy on E-commerce	24 April 2018	
5.	Training on FTAs for Mongolia	25-27 April 2018	Govt. of Mongolia
6.	Seminar on WTO Issues in Mongolia	23-25 May 2018	World Bank and Mongolian National Chamber of Commerce and Industry
7.	Standards Conclave	28-29 May 2018	DoC
8.	TRIPS CBD International Conference	7-8 June 2018	South Centre
9.	Meetings of the Sub-groups of Task Force on E-commerce	20-22 June 2018	DoC
10.	WTI Summer School	4-29 June 2018	World Trade Institute , Berne
11.	Second Meeting of Think tank on E-commerce	30 July 2018	DoC
12.	Workshop on Export Subsidies and WTO Compatability	7 Aug. 2018	DoC
13.	CGE South Asia	9-13 Aug. 2018	
14.	Afghanistan Phase II Introductory	27-31 Aug. 2018	ITC (Geneva) and Govt. of Afghanistan
15.	Specialized Training Programme on Emerging Issues at WTO and in International Trade	5-14 Sept. 2018	ITEC
16.	Workshop on WTO Issues for Meghalaya State in Shillong	10-11 September 2018	Govt. of Meghalaya
17.	Reforming the WTO: Panel Discussion	13 Sept. 2018	
18.	TRIPS CBD Conference in Geneva (follow up)	26 Sept. 2018	DoC and PMI Geneva
19.	First Meeting of the High Level Advisory Group	3 Oct. 2018	DoC
20.	Competition Issues in The Context of Technology and Internet-Based Firms	3 Oct. 2018	WTO Public Forum
21.	E-commerce, the Digital Economy and WTO	5 Oct. 2018	South Centre and UNCTAD
22.	Agriculture Conference	11-12 Oct. 2018	
23.	Second Meeting of the High Level Advisory Group	17 Oct. 2018	DoC
24.	Afghanistan Phase II Advanced 1	22-26 Oct. 2018	ITC (Geneva) and Govt. of Afghanistan
25.	Rethinking the Multilateral Trading System: Round Table with Martin Khor as Lead	31 Oct. 2018	
26.	Third Meeting of the High Level Advisory Group	2 Nov. 2018	DoC
27.	Fourth Meeting of the High Level Advisory Group	16 Nov. 2018	DoC
28.	Training on FTA Negotiations for DoC Officers	17 Nov. 2018	DoC
29.	Specialized Training Programme on Standards, Regulations, SPS and TBT Measures	26 Nov.-5 Dec. 2018	ITEC
30.	Fifth Meeting of the High Level Advisory Group	30 Nov. 2018	DoC
31.	Sixth Meeting of the High Level Advisory Group	10 Dec. 2018	DoC
32.	EIITF: Session on Digital Economy	13-14 Dec. 2018	IIFT
33.	Afghanistan Phase II Advanced 2	17-21 Dec. 2018	ITC (Geneva) and Govt. of Afghanistan
34.	Seventh Meeting of the High Level Advisory Group	9 Jan. 2019	DoC
35.	Specialized Training Programme on Agriculture, Services, TRIPS and RTAs	14-23 Jan. 2019	ITEC

**SEMINAR, CONFERENCES AND TRAININGS ORGANIZED DURING 2018-19**

S. No.	Meeting	Date	Partner Organization
36.	Eighth Meeting of the High Level Advisory Group	22 Jan. 2019	DoC
37.	All India International and Area Studies Convention 2019	30 Jan.-01 Feb. 2019	JNU
38.	Ninth Meeting of the High Level Advisory Group	6 Feb. 2019	DoC
39.	Standards Conclave	8-09 Feb. 2019	DoC
40.	Specialised Training Programme on Trade Remedies, Dispute Settlement and RTAs	11-20 Feb. 2019	ITEC
41.	Stakeholders' Consultation on RCEP Services Trade Issues	12 Feb. 2019	IIM Bangalore and CII
42.	Stakeholders' Consultation on RCEP Services Trade Issues	15 Feb. 2019	IIM Bangalore and CII
43.	Tenth Meeting of the High Level Advisory Group	20 Feb. 2019	DoC
44.	International Conference on International Trade Law	21-23 Feb. 2019	Campus Law Faculty University of Delhi
45.	Workshop on Duty Free Tariff Preference (DFTP) and WTO Fisheries Negotiation-	27 28 Feb. 2019	DoC and ASEAN Division (Myanmar)
46.	Training for DoC Interns	5-7 March 2019	DoC
47.	Services International Conference	7-8 March 2019	
48.	WTO & Multilateral Trading System: Current State-of-Play and the Road Ahead	9 March 2019	
49.	Harnessing the Digital Potential of African Countries	18 March 2019	WTO and CII
50.	Afghanistan Phase II Advanced 3	11-15 March 2019	ITC (Geneva) and Govt. of Afghanistan
51.	Training for ITS Officers	25-27 March 2019	IIFT
52.	Trade Talk by Prof. Petersmann	26 March 2019	
53.	Training of DoC Officers	27-28 March 2019	DoC

## Centre for Regional Trade (CRT)

The Centre for Regional Trade (CRT) is a New Delhi-based autonomous Think-Tank, which has been established by the Department of Commerce, Ministry of Commerce and Industry, Government of India, under the Centre for Research on International Trade (CRIT) at IIFT.

CRT began functioning on 24 April 2017.

CRT is mandated to focus on policy-oriented research while viewing India's economic engagements with the global economy through a regional lens. The broad canvas of work of CRT includes research which is both region-oriented and theme-specific includes:

- Undertaking research and enhancing awareness on trade and investment issues relevant to specific regions/countries, including Africa, ASEAN, China, EU, Eurasia, Japan, Korea, Latin America, North America, South Asia, etc. from the perspective of implications for India and other developing countries.

- Broad themes of research, capacity building and outreach programmes cover Trade in Goods, Trade in Services, Investment, Technology and inter-linkages between Trade and Developmental issues.
- Some of the specific thematic areas of focus viz. tariff analysis, potential of trade in goods, rules of origin, SPS/TBT, investment regime of countries, trade and investment complementarities, etc.
- Undertaking research on opportunities for India to enhance trade and investment relations relevant to specific regions/countries.

## Centre for Trade and Investment Law (CTIL)

The Centre for Trade and Investment Law (CTIL) was established in 2016 by the Ministry of Commerce and Industry, Government of India. CTIL's primary objective is to provide sound and rigorous advice on legal issues pertaining to international trade and investment law to the Government of India and other governmental

agencies. CTIL will eventually be a part of the Centre for Research in International Trade (CRIT), which is being establishment by the Ministry of Commerce and Industry. CTIL aims to create a dedicated pool of legal experts to

advise the government in enhancing India's participation in international trade and investment negotiations and dispute settlement.

#### RESEARCH UNDERTAKEN BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING APRIL 2018-MARCH 2019

S. No.	Date of Submission	Assignment
1	2 April 2018	Legal opinion on sequencing agreement in US — Carbon Steel (India) (DS436).
2	2 April 2018	Opinion on the suspension of concessions under Article 22.2 DSU in the US – Carbon Steel (India) (DS 436).
3	15 April 2018	Analysis of best practices in e-commerce ecosystems in China, US and EU.
4	16 April 2018	Inputs and Comments on Draft Indian National Standards Strategy
5	1 May 2018	Optimal approach to CEPA negotiations when a BIT/FIPA/BIPA exists.
6	6 May 2018	Legal opinion on Request for Consultations in DS547 regarding India's claims under the Safeguards Agreement.
7	6 May 2018	Assessment of Buy-American Laws - United States and the use Zeroing in Administrative Reviews.
8	7 May 2018	Regarding India's rejection of European Union's Request for Consultation – DS-541.
9	7 May 2018	Request for Consultations - India - Export Related Measures (DS541).
10	7 May 2018	Legal Opinion on US Buy American Laws and US targeted dumping and zeroing practice.
11	1 June 2018	Quick Study on E-Commerce eco-systems in China, US and EU.
12	1 June 2018	Queries with a reference to the framework for the national policy on e-commerce.
13	5 June 2018	Pre-hearing brief for Review of India's GSP Eligibility.
14	16 June 2018	Preparation of the Indian National Standards Strategy.
15	30 June 2018	Legal opinion on queries on the Chapter on Trade in Services and Chapter on Temporary Entry of Business Persons in FTA being negotiated with Canada.
16	3 July 2018	Legal opinion on the queries on DVRs and Scope of Intermediaries under Section 79, IT Act, 2000.
17	5 July 2018	Request for Consultations - United States - Certain Measures on Steel and Aluminium Products (DS547).
18	7 July 2018	Legal Opinion on Definition of Milk and Milk Products and analysis of TBT/SPS Agreement.
19	17 July 2018	Post-hearing brief for Review of India's GSP Eligibility.
20	18 July 2018	Legal Opinion on Product Coverage of Agreement on Agriculture (AoA) and subsidies under AoA.
21	19 July 2018	Query on CPC Classification for up linking and down linking of private satellite TV Channels by broadcasters setting up teleport operations.
22	25 July 2018	Legal Opinion on Least Developed Countries (LDCs) Proposal on Annex VII of the Agreement on Subsidies and Countervailing Measures.
23	25 July 2018	Legal Opinion and analysis of UK's schedules of commitments post Brexit.
24	28 July 2018	Legal opinion on the queries on Chapter on Trade in Services and Chapter on Movement of Natural Persons in FTA being negotiated with Peru.
25	30 July 2018	Preparation of India's Proposal for 8th Triennial Review of the Operation and Implementation of the TBT Agreement.
26	30 July 2018	Preliminary Report - Analysis of Spices Board Act, 1986
27	30 July 2018	Study on e-commerce regulatory framework of China, United States and European Union.

**RESEARCH UNDERTAKEN BY THE CENTRE FOR TRADE AND INVESTMENT LAW  
DURING APRIL 2018-MARCH 2019**

S. No.	Date of Submission	Assignment
28	30 July 2018	Preparation of India's Request for Exemption from measures imposed by US pursuant to Section 232 of US's Trade Expansion Act of 1962
29	31 July 2018	Legal Opinion on the issues related to Trade in Services (TIS) Chapter and Movement of Natural Persons (MONP) chapter of India-Shri Lanka ETCA .
30	2 Aug. 2018	Note on the changes in UK's service commitments under EU 25 Schedule and that under its latest proposed schedule of commitments post BREXIT
31	8 Aug. 2018	Opinion on WTO/GATS perspective of proposal review the FDI Policy to cap payment on account of royalty, fee of transfer for technology, payments for trademarks/brand names.
32	10 Aug. 2018	Opinion on the queries related to Chapter on Trade in Services and Chapter on Movement of Natural Persons in the CECTA being negotiated with Mauritius.
33	12 Aug. 2018	Drafting of Agreement Between the United States and India to Increase Bilateral Trade and Enhance the Trade Policy Forum.
34	14 Aug. 2018	Legal Opinion on Eligibility of certain pharmaceutical companies under the Served from India Scheme of FTP 2009-14.
35	16 Aug. 2018	Letter form Association of Biotechnology Led Enterprises (ABLE), Bangalore concerning reforms to the Biological Diversity Act, 2002 and the issues regarding the TRIPS CBD linkage.
36	16 Aug. 2018	Legal Opinion on Reforms to the Biological Diversity Act, 2002 and the issues regarding the TRIPS-CBD linkage.
37	17 Aug. 2018	Legal Opinion on Eligibility of education services provided to NRI Students under the Service Exports from India Scheme (SEIS) of the Foreign Trade Policy 2015-20.
38	30 Aug. 2018	Analysis of the architecture of the proposed text of Chapter on Cross-Border Trade in Services in the ongoing India-Canada CEPA negotiations.
39	31 Aug. 2018	Legal Opinion on the issue related to Trade in Service Chapter and Movement of Natural Persons (MONP) Chapter of India-Canada CEPA.
40	3 Sept. 2018	Paper on action plan for legal services as a 'Champion Services Sector'.
41	11 Sept. 2018	Analysis of the Market Access Initiative Scheme, 2018 issued by the Department of Commerce dated 16 February 2018 ('MAI Scheme') and the additional provisions suggested by the Pharmaceuticals Export Promotion Council.
42	11 Sept. 2018	Opinion on scope and coverage of the definition of 'e-commerce' in the Draft National Policy Framework on E-commerce.
43	13 Sept. 2018	Comments on Chapter on Trade and Sustainable Development under EU – Vietnam FTA and EU's proposed text to India under India-EU BTIA.
44	17 Sept. 2018	Legal opinion on issues related to Trade in Services (TIS) Chapter and Movement of Natural Persons (MONP) Chapter of India-Mauritius CECTA.
45	20 Sept. 2018	Note on opening of branch offices in India of Mauritian companies under India's domestic laws.
46	24 Sept. 2018	Opinion on the statement of the US on Article 17.6 of the DSU made on the DSB Meeting dated 27 August 2018.
47	27 Sept. 2018	Opinion on the RCEP DSU Package Deal circulated on 25 September 2018.
48	1 Oct. 2018	Legal Opinion foreign exchange control regimes of China, OECD Countries with respect to remittance of royalty, fees or transfer of technology, payment for trademark brand names.
49	3 Oct. 2018	Analysis of EU's proposals on WTO Reforms.
50	10 Oct. 2018	Analysis of Customs Moratorium on Electronic Transmissions in Regional Trade Agreements.



**RESEARCH UNDERTAKEN BY THE CENTRE FOR TRADE AND INVESTMENT LAW  
DURING APRIL 2018-MARCH 2019**

S. No.	Date of Submission	Assignment
51	15 Oct. 2018	Legal Opinion on Swiss Federal Act on Foreign Nationals for India- EFTA TEPA negotiations.
52	17 Oct. 2018	Legal Opinion on Incorporation and Affirmation clause and DSM under RCEP STRACAP Chapter.
53	22 Oct. 2018	Opinion on query arising out of India's imposition of quantitative restriction on import of Pulses.
54	23 Oct. 2018	Memorandum on Standards, Technical Regulation and Conformity Assessment Procedures (STRACAP) in Regional Comprehensive Economic Partnership (RCEP).
55	25 Oct. 2018	Study on EU subsidy scheme.
56	4 Nov. 2018	Comments on Draft Proposal for an Amendment of Certain. Provisions of the Understanding on Rules and Procedures. governing the Settlement of Disputes.
57	6 Nov. 2018	Opinion on queries pertaining to the Bali Ministerial Decision on Public Stockholding for food security purposes
58	12 Nov. 2018	Opinion on query arising out of the Framework Agreement on the Promotion and Liberalization of Trade in Services among APTA participating countries and the draft Terms of Reference for the Working Group on Trade in Services.
59	13 Nov. 2018	Comments on proposals submitted by WTO Members for the Eighth Triennial Review of the Committee on Technical Barriers to Trade.
60	19 Nov. 2018	Strategic advice on waiving claims relating to the TRIMs Agreement and SCM Agreement in the first written submissions for DS510.
61	20 Nov. 2018	Comments on co-sponsoring the three-part EU proposal on DSU Reforms.
62	21 Nov. 2018	WTO-consistency of MNRE Office Order dated 26 October 2018 (Approved Models and Manufacturers of Solar PV Modules (Requirements for Compulsory Registration) Order, 2018.
63	23 Nov. 2018	Opinion on query arising out of India's support to sugar sector.
64	24 Nov. 2018	Legal advice on the grounds of appeal (if any) from the Panel Report, India – Certain Measures on Imports of Iron and Steel Products (WT/DS518/R).
65	26 Nov. 2018	Analysis of Solar Photovoltaics, Systems, Devices and Components Goods (Requirements for Compulsory Registration) Order, 2017- framed in pursuance of the BIS Rules, 1987.
66	27 Nov. 2018	CTIL Report on Non-Litigious Services
67	28 Nov. 2018	Opinion on the queries on Chapter on Trade in Services and Chapter on Movement of Natural Persons in FTA being negotiated with Peru.
68	29 Nov. 2018	Opinion on India's response to the non-paper circulated by the United States dated 3 November 2018.
69	29 Nov. 2018	Comprehensive comments and re-drafting of India's submissions to the Appellate Body
70	30 Nov. 2018	Comments on Draft Digital Service Standard
71	3 Dec. 2018	CTIL Comments on TIS Chapter of India – Peru FTA.
72	17 Dec. 2018	Opinion on the US Statement at the GC Meeting.
73	20 Dec. 2018	Analysis and questions for various models that may be adopted by the UK upon its exit from European Union to regulate its trade with European Union and analysis of the UK's Withdrawal Agreement and UK's AG's report on the Agreement.
74	20 Dec. 2018	Certain concerns regarding precision biotechnology and other matters consequent to the SPS Committee Meetings
75	20 Dec. 2018	India-Peru Service Negotiations - List of Peru's Service Agreements.

RESEARCH UNDERTAKEN BY THE CENTRE FOR TRADE AND INVESTMENT LAW  
DURING APRIL 2018-MARCH 2019

S. No.	Date of Submission	Assignment
76	27 Dec. 2018	Opinion on India-specific issues relating to UK's exit from EU.
77	27 Dec. 2018	Inputs pertaining to trade in services on Joint Feasibility Study circulated regarding the future possibility of a trade agreement between India and Ecuador.
78	31 Dec. 2018	Opinion on Article V:6 of the GATS and India's objection to UK's request for certification of GATS Schedule of Commitments.
79	2 Jan. 2019	Comprehensive comments and re-drafting of rebuttal to Japan's Other Appellate Submissions to the Appellate Body arising out of the Panel Report in India – Measures on Iron and Steel Imports (DS518).
80	4 Jan. 2019	Opinion on the queries pertaining to the National Treatment provision and Peru's proposal of including the definition on 'performance requirement' in the Trade in Goods chapter.
81	7 January 2019	Opinion on the queries arising out of the chapters on Legal and Institutional Provisions, Trade Remedies, Dispute Settlement and Final Provisions in the FTA being negotiated with Peru.
82	7 Jan. 2019	Opinion on interpretation of "special privileges" under Article XVII, GATT.
83	7 Jan. 2019	Opinion on query arising out of Switzerland's Constitutional Amendment restricting entry and stay of foreign nationals by imposing quantitative limits and quotas.
84	8 Jan. 2019	Responses to the questions to be answered at the DSB Special Session scheduled for 10 January 2019.
85	9 Jan. 2019	Schedules of Specific Commitments of the UK and Northern Ireland.
86	17 Jan. 2019	Opinion on queries pertaining to certain chapters in RCEP.
87	18 Jan. 2019	Comparative analysis of GATS and India's Model Text on Trade in Services and Movement of Natural Persons in furtherance of Trade Policy Division's approach in services negotiations.
88	22 Jan. 2019	Opinion on the scope of a third party availing the benefits under the India-Peru FTA.
89	23 Jan. 2019	Opinion on Peru's insertion and emphasis on "like circumstances" as against "like services and service suppliers" in the article on national treatment in India-Peru text.
90	25 Jan. 2019	Drafted Side Letters and Agreements to RCEP.
91	28 Jan. 2019	Opinion on the proposed coverage of the Partial Scope Trade Agreement to be entered into between Ecuador and India.
92	30 Jan. 2019	Study on Telecommunication Regulation in India – JMS DR Compliance (DR – 8A).
93	30 Jan. 2019	Opinion on follow up queries pertaining to certain chapters in RCEP.
94	31 Jan. 2019	Analysis of the E-Commerce Chapter of India – Singapore CECA for the third review of the Agreement.
95	1 Feb. 2019	Analysis of the Investment Chapter of India – Singapore CECA for the 3rd review of the Agreement.
96	1 Feb. 2019	Opinion on query arising out of India's Draft offer to Korea – in connection with Korea's request for including certain Sectors under 'Distribution Services' in the India – Korea – CEPA – Schedule of Commitments.
97	6 Feb. 2019	Comparative analysis of Peru's obligations under the chapter on Trade in Services under Peru's Free Trade Agreements.
98	6 Feb. 2019	Peru Sectoral Commitments in Positive List FTAs.
99	7 Feb. 2019	Analysis of the Consolidated FDI Circular, 2017 and Foreign Exchange Management (Non-Debt Instrument) Rules, 2018 with the Foreign Exchange Management (Transfer of Issue of Security by a person Resident outside India) Regulations, 2017, Notification No. FEMA 20(R)/2017-RB.

**RESEARCH UNDERTAKEN BY THE CENTRE FOR TRADE AND INVESTMENT LAW  
DURING APRIL 2018-MARCH 2019**

S. No.	Date of Submission	Assignment
100	8 Feb. 2019	Draft National E-Commerce Policy, 2019.
101	11 Feb. 2019	CTIL Comments - Code of Ethical Conduct Draft Document (FICCI MVT Committee).
102	11 Feb. 2019	Analysis/Opinion on the draft Schedule of NCMs (Negative List) under the TIS Chapter of RCEP negotiations.
103	13 Feb. 2019	Analysis of the Personal Data Protection Bill via-a-via Draft National E-Commerce Policy.
104	15 Feb. 2019	Analysis of direct taxation-related obligations under the WTO 'covered agreements'.
105	18 February 2019	Document guiding the Trade Policy Division's approach in service negotiations.
106	18 Feb. 2019	Examination of MONP Architecture in India-Japan CEPA vis-à-vis India's other FTAs
107	20 Feb. 2019	Analysis of India's withdrawal of MFN status from Pakistan and imposition of increased tariff rates.
108	21 Feb. 2019	Study on Tourism Sector Regulations in India – JMS DR Compliance (DR – 8A).
109	22 Feb. 2019	Talking points for keynote address at TRAIL Conference organized by BSM Legal Advisors & Strategists and UNCTAD.
110	25 Feb. 2019	Opinion on queries pertaining to the Bali Decision and Agreement on Agriculture.
111	25 Feb. 2019	Opinion on query arising out of India's support to the palm oil sector.
112	25 Feb. 2019	Safeguard Measures   Quantitative Restrictions (Quotas).
113	1 March 2019	Query regarding the compatibility of the Champion Services Scheme with the existing GATS and FTA framework, particularly with respect to the Subsidy Disciplines.
114	1 March 2019	Redrafting of the Customs Tariff (Identification and Assessment of Safeguard Duty) Rules, 1997.
115	1 March 2019	Proposed Amendments to Safeguard Duty Rules.
116	5 March 2019	Talking Points on BREXIT and India.
117	7 March 2019	CTIL & DEA- Talking Points ISDS.
118	7 March 2019	Opinion on queries pertaining to the Bali Decision on Public Stockholding for Food Security Purposes.
119	8 March 2019	Non-Violation Nullification and Impairment.
120	13 March 2019	Peru's Commitment under CPTPP.
121	13 March 2019	Peru's Commitment under Mode 4 for CPTPP.
122	19 March 2019	India's Opening Statement SWPDR W61R1 (GATS Article VI:4.- Disciplines for supply of a service through the presence of natural person of a member in the territory of another member.
123	22 March 2019	Comments on the draft agreement between the united states and India to increase bilateral trade and enhance the trade policy forum.
124	22 March 2019	WTO-consistency of the revised MNRE Office Memorandum No. 283/54/2018-GRID SOLAR dated 2 January 2019 and titled "Approved Models and Manufacturers of Solar Photovoltaic Modules (Requirements for Compulsory Registration) Order, 2019".
125	25 March 2019	Drafted responses to questions posed to India as a co-proponent of the proposals to amend the WTO DSU on Developing Country Interests and Effective Compliance.
126	26 March 2019	Comments on the Draft Statement by India at the Committee on Agriculture.

**EVENTS HOSTED BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING 2018-19**

S. No.	Date	Event	Partner Institution	Venue
1	26 March 2019	Talk on How Should WTO Members Respond to Their WTO Governance and Appellate Body Crises? by Prof. Dr. Ernst Ulrich Petersmann	Centre for WTO Studies	CRIT Conference Hall, 8th Floor, NAFED House, New Delhi-110014
2	27 Feb. 2019	Challenges and Trends in US Trade Law	SAIELN	CRIT Conference Hall, NAFED House, New Delhi -110014
3	29 Jan. 2019	Panel Discussion on "Shaping the Future of WTO": Centre for Trade and Investment Law (CTIL) & South Asian International Economic Law Network (SAIELN)	SAIELN	CRIT, NAFED House, Siddhartha Enclave, Ring Road, Ashram Chowk, New Delhi -110014
4	9 Jan. 2019	The NUJS Model United Nations Society and the Centre for Trade and Investment Law (CTIL) is being organised a panel discussion on "Time and Transition in Investment Arbitration"	WBNUJS	West Bengal National University of Juridical Sciences (WBNUJS), Kolkata
5	15 Dec. 2018	Launch of "Non-market Economies in the Global Trading System: The Special Case of China" edited by Professor James J. Nedumpara & Dr. Weihuan Zhou	-	India Habitat Centre, Lodhi Road, New Delhi
6	13 Dec. 2018	Policy Forum on Bilateral Investment Treaties	IIFT, Delhi	IIFT, New Delhi
7	27 Nov. 2018	Discussion on "Regulation of Non-Litigious Services: Best Practices and Trends in the State of Florida "	INBA (Indian National Bar Association)	8th Floor, CRIT Conference Hall, NAFED House, Ashram Chowk, New Delhi- 110014
8	20 Nov. 2018	Discussion on "Recent Developments in International Trade"	SAIELN	8th Floor, CRIT Conference Hall, NAFED House, Ashram Chowk, New Delhi- 110014
9	29 Oct. 2018	Panel discussion on #YOUNGITATALKS NEW DELHI Investment Arbitration in India: Challenges and Opportunities	ITA (Institute of Transnational Arbitration)	Seminar Hall 2 (New Building) India International Centre 40, Max Mueller Marg, New Delhi, India



#### EVENTS HOSTED BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING 2018-19

S. No.	Date	Event	Partner Institution	Venue
10	12 Oct. 2018	RGNUL - CTIL National Colloquium on Investment Arbitration	RGNUL	RGNUL, Punjab
11	25 Sept. 2018	Case discussion on 'In the matter of Guatemala – Issues Relating to the Obligations under Article 16.2.1 (a) of the CAFTA-DR' dispute and its implications	SAIELN	CRIT Conference Hall, 8th Floor, NAFED House, New Delhi
12	4 Sept. 2018	Discussion session on Indonesia – Safeguards on Certain Iron or Steel Products and its implications on US 232 Tariffs	SAIELN	CRIT Conference Hall, 8th Floor, NAFED House, New Delhi
13	27 July 2018	CTIL's First Anniversary & Panel Discussion on the future of WTO's Appellate Body	CTIL	NAFED Building, New Delhi
14	16-17 May 2018	Knowledge Sessions on Indian Legal Services Sector	Ministry of Commerce	Bombay Exhibition Centre, Mumba
15	5 April 2018	Entry of Foreign Law Firms and Lawyers into India: The Continuing Debate	SAIELN	IIFT, New Delhi

#### PUBLICATIONS BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING 2018-2019

S. No.	Date of Publication	Title	Publisher	Journal
1.	2 June 2018	Prices of Patented Medicines in India: To Regulate or Not to Regulate?	Economic and Political Weekly	Article
2.	6 Aug. 2018	The Problem at the WTO	The Hindu	Article
3.	28 Sept. 2018	Non-market Economies in the Global Trading- The Special case of China	Springer	Book
4.	26 Nov. 2018	Along the new Silk Road	The Hindu	Article
5.	27 Nov. 2018	Reforms in the Non-Litigious Services Sector: A Roadmap for Growth	CTIL	Report
6.	1 Feb. 2019	Affirmation and Incorporation of WTO Agreements in Preferential Trade Agreements: Congruence or Conflict? 9(1) TRADEL. & DEV. 97 (2017)	Trade Law and Development	Article
7.	8 Feb. 2019	US Reciprocal Trade Act: Where's the reciprocity?	The Hindu	Article
8.	28 March 2019	Farm subsidies: India must keep a vigil	The Hindu	Article

**STUDIES UNDERTAKEN BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING 2018-2019**

S. No.	Date	Description
1	30 July 2018	Report on the relevance of the Acts and Rules pertaining to the different commodities in the new market realities namely, 1. Tea, 2. Coffee, 3. Spices and 4. Rubber
2	27 November 2018	Study on Non-Litigious Services in India.

**WORKSHOP/COURSES COUNDUCTED BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING 2018-2019**

S. No.	Date	Description
1	10-12 Jan. 2019	Intensive Training Programme on Trade and Investment Law presented by the Centre for Trade and Investment Law, IIFT and International Law Institute, Washington D.C.
2	8 March 2019	Workshop on Investment treaties and investor-state dispute settlement system for government officials.

**STAKEHOLDER CONSULTATIONS UNDERTAKEN BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING 2018-2019**

S. No.	Date	Event	Location
1	4-5 July 2018	Meeting with Coffee Board of India and other Stakeholders in the Coffee Sector as part of the Study on Commodity Boards	Bangalore, Karnataka
2	29 May 2018	Stakeholder Meeting with the Rubber Board	Kottayam, Kerala
3	25-26 May 2018	Stakeholder Meeting with the Spice Board	Cochin, Kerala
4	2 May 2018	Stakeholder Meeting with the Tea Board	IIFT, Delhi

# STUDENT PLACEMENTS

## Final Placements

The Indian Institute of Foreign Trade was the fastest premier B-School in the country to complete 100% placements for the graduating batch of its flagship MBA (International Business) programme. The batch of 2017-19 constituting 279 students was placed across 98 companies with 32 new recruiters participating in the placement drive.

The average overall compensation offered was 20.07 LPA compared to 19.23 LPA last year while average domestic compensation rose to 18.89 LPA compared to 18.27 LPA last year. The median compensation for the year also rose to 18 LPA from 17 LPA. The highest salary offered overall crossed ₹1 crore with several students receiving compensations of over ₹75 LPA.

The placement season was buoyed by 93 PPOs offered by major recruiters such as ABFRL, Airtel, Amazon, Axis Bank, Bajaj Auto, Bain Capability Network, Britannia, Citibank, GE, GEP, Godrej, Goldman Sachs, HP, HT Media, IVP, ICICI, Infoedge, ITC, JPMC, KPMG, Louis Dreyfus, Maersk Line, Marico, OfBusiness, Piramal, PPG Asian Paints, Royal Enfield, RPG, Shell, Synergy Consulting, Tata Metalliks, Tata Steel, Tata Motors, Wipro Technologies and Yes Bank.

Among the 32 first time recruiters were Aegis Resources, Atria, Bata, DE Shaw Group, Epik InDiFi, Enhance Group, Export Trading Group, Fermenta Biotech, Field Fresh Foods, Go-MMT, HomeCredit, HUL, Lenskart, United Health Group, Paytm, Polycab, Rivigo, Roland Berger, Samunnati Finance, Tata Global Beverages, Tresvista Financial Services and Zomato. GE Healthcare also opened its coveted Commercial Leadership Programme for the first time.

## Summer Placement

The Institute successfully completed its summer placements for the batch of 2018-20. The largest ever batch at IIFT with 321 students was placed across 90 companies with both the highest and average stipends seeing an upward trend. While the highest stipend increased to ₹1,60,000 per month, the average stipend stood at ₹1,48,000 for the entire duration of 2 months – a staggering 8% increase despite a 15% increase in batch

size. The average stipend for the top 50% of the batch was ₹2,20,000 for 2 months.

The other highlights of this placement cycle include - as many as 32 new brands visiting IIFT for the first time, 21 companies making more than 5 offers each and as much as 27% of the batch getting placed in the BFSI sector.

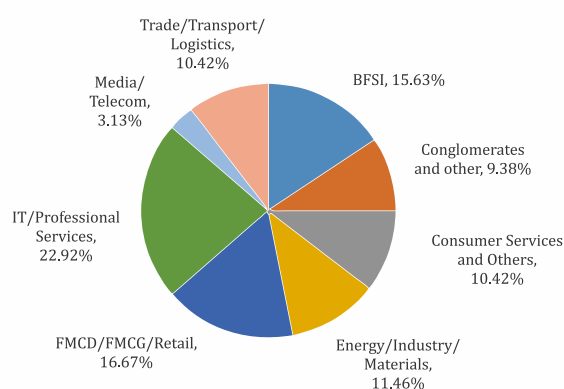
Among the 32 new companies that visited IIFT this year were both industry stalwarts and upcoming industry leaders such as AB inBev, Apollo Tyres, British Council Management Services, Brillio, Curefit, Edelweiss Asset Management, FinIQ, Genpact, Microsoft, MTR Foods, Phillips Healthcare, Pidilite Industries, Reliance Industries, Swiggy, etc.

## International Placements

IIFT continued to witness impressive international offers with recruiters like African Industries Group, ADM, Aegis Resources, CIMAF, Export Trading Group, Olam International, Tolaram, Trafigura, etc. participating in the recruitment process and offering positions across Africa, Middle East and South-East Asia. Companies offer international stints to students due to their trust and belief in the talent at IIFT.

For the summer placements, over 16 international offers being rolled out across Thailand, Africa, Singapore and the Middle East. Ranging from Logistics role in Maersk Line to Sales and Marketing opportunities with Bajaj Auto and Godrej, abundant International opportunities were offered to the students. This along with the likes of trade giants like Louis Dreyfus recruiting interns from IIFT reaffirmed its status as one of the premier trade schools.

SECTOR WISE PLACEMENT OF MBA (IB) 2017-19



## Marketing Domain Recruiters

For Sales and Marketing, the institute had a varied mix of recruiters like ABFRL, Airtel, Bajaj Auto, Bata, Dell, Enhance Group, Field Fresh Foods, GAIL, Games 24\*7, GE, HP, HT Media, HUL, Infoedge, Jain Irrigation, Lenskart, Mother Dairy, OYO, Polycab, Raymond, Rivigo, Swiggy, Tata Sky, Tetrapak, TGBL, Value Labs, Zomato, etc.

In Summer Placements, FMCGs led the recruitment with the likes of AB inBev, Dabur, GILAC, ITC, L'Oreal, Mother Dairy, MTR Foods, Nestle and Pidilite making offers. Aditya Birla Fashion, Airtel, Akzonobel, Bajaj Auto, CP Group, JSW, LAVA, Maersk Line, Philips Healthcare, Philips Lighting (Signify), Raymond, Royal Enfield, Shell, Tata Sky, etc also offered a variety of roles in the Sales and Marketing domain.

## Finance Domain Recruiters

In the Finance domain during the final placements, Citi Bank, CRISIL, DE Shaw Group, Epik InDiFi, HomeCredit, HSBC, ICICI Bank, Indus Valley Partners, JPMC, L&T, Rivigo, Samunnati Finance, Syngenta AG, Tata Motors, Tresvista Financial Services and Yes Bank offered roles across Financial Operations, Investment Banking, Credit Risk Analysis, Corporate Finance, FinTech, etc.

In the BFSI sector for summer internships, roles in investment banking, retail banking, trade finance, fintech, financial consulting and corporate finance opened for IIFT students. Some of the major names included Axis Bank, Centrum Group, Citi Bank, DBS, Discover Financial Services, Edelweiss Asset Management, Fin IQ, General Electric, Goldman Sachs, HSBC, ICICI Bank, Indus Valley Partners, JP Morgan Chase, Piramal Finance, Synergy Consulting and Yes Bank. Citi Bank opened its coveted Consumer Banking role for the first time and recruited in good numbers.

## Other Domains

For the final placements of the batch of 2017-19, in the Consulting domain, top-tier strategy consulting firm Roland Berger visited campus for the first time and made multiple offers for front-end roles. Bain Capability Center, Cognizant Business Consulting, Deloitte, Infosys Management Consulting, i3 Consulting and KPMG were among the major recruiters that offered consulting roles while companies like Airtel, Murugappa Group and Fermenta Biotech offered positions in General Management and Strategy. Atria, Capgemini, Hexaware, IBM, Genpact, Google, Infoedge, Value Labs, Wipro Technologies, etc., offered roles in the IT domain. Several companies such as Go-MMT, EXL Services, OYO, Paytm, United Health Group, etc. offered coveted roles such as product manager, revenue manager, analytics manager,

etc. Operations and logistics saw an increase in intake with companies like Amazon, Maersk Line, Freight Tiger, Rivigo, etc. making offers.

For the Summer Placement of students of the batch 2018-20, AB inBev, Airtel, DBS, Mahindra, Reliance Industries, RPG, etc recruited students for their coveted General Management programmes. In IT, Analytics and E-commerce, IIFT continued its association with Google, Wipro, Cognizant, Capgemini, Infoedge, ShopClues, etc. with Microsoft and Swiggy recruiting from campus for the first time. IIFT also saw participation from companies in the Healthcare sector with companies like Boston Scientific, Medtronic and Stryker making offers in verticals like sales and marketing, corporate finance and operations.

## Trade Domain Recruiters

IIFT continued to perform impressively in its forte of Trade and International Business with some of the largest trade companies in the world visiting campus. IIFT proved its expertise in its forte of Trade and International Business by adding Export Trading Group, Aegis Resources, CIMAF to its illustrious recruiters. Trade domain continued to see international offers with the compensation of \$150,000, the highest remuneration offered on campus. ADM, Olam International, LDC and Trafigura were among the premier recruiters offering trade roles to the students this year. The international roles were offered in Africa, South America and Middle East locations.

In Summer Placement, Louis Dreyfus recruited in large numbers for its niche trade division as it were looking for interns to hire.

## Top Recruiters

The placements of 2017-19 batch saw some of the top-notch recruiters regularly visiting IIFT such as ABFRL, Airtel, Amazon, Axis Bank, Bajaj Auto, Bain Capability Network, Britannia, Citibank, GE, GEP, Godrej, Goldman Sachs, HP, HT Media, IVP, ICICI, Infoedge, ITC, JPMC, KPMG, Louis Dreyfus, Maersk Line, Marico, OfBusiness, Olam International, Piramal, PPG Asian Paints, Royal Enfield, RPG, Shell, Synergy Consulting, Tata Metalliks, Tata Steel, Tata Motors, Wipro Technologies and Yes Bank.

The summer placement for the batch witnessed participation from companies from diverse sectors and industries across all domains. Brand leaders like AB inBev, Airtel, Citi bank, DBS, Dabur, Goldman Sachs, HSBC, JP Morgan Chase, Godrej Industries (GILAC), ITC, L'Oreal, Mahindra, Microsoft, Nestle, Phillips Healthcare, Pidilite Industries and Reliance Industries recruited from the campus.



# STUDENT ACTIVITIES

## 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. Notable awards where IIFTians have done well are: CFA Research Challenge organized by CFA Institute, LIME organized by Hindustan Unilever, RB Global Challenge organized by Reckitt Benckiser, Change the Game competition organized by Pepsico, Titan Elevate organized by Titan, Carpe Diem organized by Hindustan Unilever, Transformation Series organized by Yes Bank, LOUD organized by Godrej, Gameplan organized by GEP, etc.

## Trade Winds: Annual Business Summit 2018 – 31 July to 2 August 2019

Trade Winds is IIFT's Annual Business Summit which provides a platform for IIFT's students to interact with eminent leaders from the industry as well as various esteemed international organizations.



Central Theme: "Humans vs. Machines or Humans and Machines"  
Chief Guest: Mr. Sunil Narayanan, Chairman & Managing Director, Nestle India Ltd.

The objective of this conclave is to analyze and forecast growth and progress pattern for both machines and humans which would be different, however, greatly intertwined with each other as both of them will co-exist in the future world, and the success of global enterprises, governments and humans, hinges on handling the ethical ambiguity that lies within.

- The inaugural session of Trade Winds sets the agenda for all the ensuing summits in motion. The theme of the inaugural session was Humans vs. Machines or Humans and Machines. The world is at a cusp of technological evolutionary spree and in this increasingly adaptive world, technology is penetrating each and every aspect of our personal and professional lives. With the advent of the Seventh Kingdom of Life, as advocated by Kevin Kelly, TECHNIUM, a superorganism of technology which has its own force. A force which is part-cultural (influenced by and influencing of humans), partly non-human and partly indigenous to the physics of technology itself. A tussle would ensue between humans and machines, the menial and some advanced jobs would be taken over by technology, and radically different avenues will open as opportunities for humans.

IIFT widened its scope and hosted a total of six summits which are as follows:

### National Marketing Summit



Theme: Future of Retail: Machines powering Consumer Buying Behavior

Speakers:

1. Mr. Yogesh Bellani, Chief Executive Officer at FieldFresh Foods Pvt. Ltd.
2. Ms. Jacqueline Mundkur - Group head, Consumer Service at the Future group
3. Mr. Hitesh Malhotra, Chief Marketing Officer, Nykaa.com
4. Mr. Shishir Saxena, Associate Vice-President & Head - Market Development (Global), Brillio
5. Mr. Navin Aggarwal, Senior Vice President, Welspun Corp Ltd.

6. Mr. Sandeep Kulhalli, Senior Vice-President of Retail and Marketing, Jewelry Division, Titan  
Moderator: Mr. Aditya Goel, Co-Founder, Love in Store (IIFT Alumnus)

### National Leadership Summit



Theme: Preparing leaders in an era of Intelligent Machines  
Speakers:

1. Mr. Nitin Sethi, Vice President – Digital, Indigo
2. Mr. Subhashish Mazumdar, Senior Vice President, Hinduja Media
3. Mr. Jaideep Agarwal, Managing Director - HR Shared Services, Deloitte India
4. Mr. Saleem Sheikh, Vice President – HR, EXL Service
5. Mr. Raveesh Bhatnagar, Senior Implementation Coach, McKinsey & Company

Moderator: Dr. Rohit Mehtani, IIFT Faculty

### National Trade Summit



Theme: Digital Transformation in the Trade World: The Implications

Speakers:

1. Dr. Sudhanshu, Deputy General Manager, APEDA
2. Mr. Rajiv Yadav, Vice President – Grains and Oilseeds, COFCO International
3. Mr. Prashant Reddy, Assistant General Manager, Archer Daniels Midland
4. Mr. Nikhil Goyal, Director, Deshbandhu Group

Moderator: Dr. Ram Singh, IIFT Faculty

### National Finance Summit



Theme: How will Technology Shape the Future of the Financial Services Industry?

Speakers:

1. Mr. Sriram Iyer, Chief Executive Officer, AR Wealth Management Group
2. Mr. Kaleeswaran Arunachalam, CFO, Future Lifestyle – Future Group
3. Mr. Samrat Jha, Director, KPMG India
4. Mr. Rahul Bothra, CFO, Swiggy

Moderator: Dr. Sheeba Kapil, IIFT Faculty

### National Digital Summit



Theme: How the Intelligent Digital Mesh will Transform Every Business Layer

Speakers:

1. Mr. Suvasis Ghosh, Director, Deloitte Analytics
2. Mr. Sreekant Lanka, Head of Programmatic Account Strategy, Google
3. Ms. Smriti Ahuja, Global HR & Learning Head, Cognizant
4. Mr. Srikanth Karnakota, Country Head – Azure and Server Business, Microsoft



## National Operations Summit



Theme: Automation, Robots And AI: The Rise of Digital Supply Chains

Speakers:

1. Mr. Anand Maithani, Head- SCM & IT, Apollo Tyres
2. Mr. Pradeep Mishra, Senior Vice-President – Purchasing, Volvo-Eicher
3. Mr. Rajeev Singh, COO, Karvy Computershare

Central Theme: “Humans vs. Machines or Humans and Machines”

Chief Guest: Mr. Sankalp Potbhare, Managing Director, Kraft Heinz Company, India, Nepal and Bangladesh

## TedX – IIFT

The Media Committee at IIFT Delhi presented its marquee event i.e. TEDxIIFTDelhi 2018. The theme of the third edition of TEDxIIFTDelhi was - “Aspire Believe Conquer” and was held on 21 October 2018. The eminent speakers included:

1. Shilpa Manaro
2. Manu Joseph
3. Sonal Giani
4. Vineet Tandon
5. Sidharth Rajhans
6. Kavita Seth
7. Swanand Kirkire



## International Business Conclave 2018

International Business Conclaves are held by IIFT, annually, in an international location in association with the IIFT Alumni Chapter at that location. The IBC is a platform for the alumni, students and faculty to hear from leading minds on a theme which is decided every year as well as increase awareness of the institute with the international businesses who attend the conclaves. It is also a meeting ground for potential recruiters for IIFT.

The event began with an introductory address by Prof. Manoj Pant, Director, IIFT. After the introduction of the topic, the panel began.

The speakers/panelists for the conclave were,

- Dr. Steven Cochrane, Chief APAC Economist, Moody's Analytics  
Dr. Deborah Elms, Executive Director, Asian Trade Centre



Ms. Wong Chian Voen, Director, Mayer Brown Consulting, Singapore

Mr. Augustine Anthuvan, Executive Producer, Channel News Asia

Mr. Sanjay Mathur, Chief Economist – SE Asia and India, ANZ Bank

The panel was moderated by Mr. K.V. Rao, Resident Director – ASEAN, TATA Sons Limited.

### Aspirant City Meets - DRIIFTs

To enhance awareness about IIFT's culture and resolve any concerns regarding admissions, the Media Committees from Delhi and Kolkata 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, Hyderabad, Chennai, Bangalore and Kolkata in the month of May 2018 and all the queries of aspirants were addressed.

### Sports Activities

Adrenaline, Sports Committee at IIFT conducted the Ultimate Warriors League (UWL) – the annual sports extravaganza.

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.

### Blood Donation Camp

Blood Donation camp was conducted on 21 November 2018 and witnessed over 100 students of IIFT donating blood for the noble cause. The event was sponsored by HDFC bank.

### Treasure Hunt

A pan Delhi treasure hunt was conducted in January 2019 and will see participation from biker groups and college students solving clues spread across Delhi that will be announced on Radio.

### 5th Annual IIFT Marathon

Marathon is the first Pre-Quo Vadis conducted in October 2018. The marathon route started and ended at IIFT. It will witness participation from seasoned professional runners, college students and children from NGO. The event was sponsored by the likes of Decathlon, Enerzal, etc.





## Quo Vadis 2019

Quo Vadis 2019 was conducted from 24 January 2019 to 26 January 2019. A large number of management and cultural events will be conducted across three days like Ramp burn, Comedy Café, etc. Further management events from different domains like Markician, Eternity's Call, Cognoscentia, Samhava, etc. are also planned.

The event in 2018 saw a foot fall of more than 6000 people and participation from students of B-schools from across India.

## Adrenaline – Sports Fest of IIFT 2019

Adrenaline – IIFT's Sports Fest was organized from 1-3 February 2019 wherein teams from various colleges participated.

For the very first time, in coordination with the Alumni Committee, team from Alumni of IIFT also participated in the sports fest making it a grand success.



## ACTIVITIES AT IIFT KOLKATA 2018-19

### Student Activities

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 competitions our students won/reached the National Finals of are:

EXL Acumen, Godrej LOUD, GEP Gameplan, Rivigo Nexus, Piramal Tangram, L'oreal Brandstorm, Tata Steelathon, Avante Garde 4.0, etc.

### Vivaan 4.0 – Annual Business Summit

IIFT Kolkata successfully organized Vivaan – the Annual Business Summit from 17-19 August 2018. Mr. Kaushik Saha, CTO (Samsung R&D India) was the keynote speaker for the summit. He shared his insights about IIoT as an enabler in disruptive technology advancements and applications of Swarm Intelligence architecture. He also talked about increasing security vulnerabilities and possible measures to fix them.

### Finance Summit 2018

The Finance Summit, with FinTech as the key theme, was the first domain specific sessions at Vivaan 4.0

Speakers at the event:

1. Mr. Nirvikar Jain – Former CEO, First Abu Dhabi Bank;
2. Mr. Sumeru Shah (Head – CDE & Cross Shell at Rubique);
3. Mr. Vivek Saraf – Director, East India, Standard Chartered

The event was moderated by Professor Dr. J.K Seal of IIFT. Key developments and future growth landscape of the Fintech sector were discussed during the session.

### Trade and Operations Summit 2018

Speakers at the event:

1. Dr. Alok Chandra (Executive Chairman, CK International Business Solutions Pvt.);
2. Mr. Arnab Bandyopadhyay (Lead Transport Specialist, World Bank's South Asia Transport Unit);
3. Mr. Anjan Mandal (CEO at Wareman Value Private Limited);
4. Mrs. Ruchika Kuthari (Head of Reefer and Pharma Segment, Maersk Line India).

The summit was moderated by Dr. Dipankar Sinha, faculty at IIFT.

The focal points of this summit were Shift in International Trade and Logistics due to Regulations and Foreign Policies; India Integrated, Multi-Modal Logistics and Transport Policy; Digitization; Supply Chain Social Responsibility. Challenges related to transport and the highly imbalanced transport metrics in India were brought up, and the current dynamic scenario in terms of trade was discussed in detail. It was concluded that as future ambassadors, the students were expected "Drive into your small ways because those small ways may lead to a big change".

### Strategy, IT and Analytics Summit 2018

The theme was "Reimagining the future of business with new age enabling technologies".

Speakers at the event:

1. Mr. Asish Mohapatra, CEO of business,
2. Mr. Sourabh Mukherjee, VP, Data Management Capability Lead & Solution Lead, Intelligent Data & Analytics Group (IDAG), Accenture Technology,
3. Dr. Avik Sarkar, Head, Data Analytics Cell, NITI Aayog,
4. Mr. Imran Saeed, Director at AbsolutData Research & Analytics: Head of CPG/Pharma /Retail

It was moderated by Gaurav Vatsa, Director EXL, who is also an IIFT Alumnus.

The event focussed on the evolution of technologies like Blockchain, Internet of Things & Artificial Intelligence, the future of these technologies, and what significance they hold for the world of business.

### Marketing Summit 2018

The speakers at the Summit included:

1. Mr. Sanjay Chowdhury, Business Head, Protection, Berger Paints,
2. Ms. Smriti Dhingra, Marketing Manager at Benefit Cosmetics
3. Sriram Gopalaswamy, Head of commercial segment marketing, Lenovo India.

The summit was moderated by Mr. Gaurav Pundlik, Brand Manager at ITC. The speakers, being from varied industries had unique viewpoints about the peculiar challenges and opportunities in their particular fields of expertise. The summit also discussed how rural market is the new area of focus for the companies and how companies are tapping into these new avenues.

## Swimming with the Sharks, Season 1

It was the first of its kind of event in IIFT. Mr. Hetal Sonpal, the keynote speaker for the summit emphasized on differentiating ourselves from the others, gave techniques like mental subtraction to deal with sadness, and quoted examples from famous books like Satya Nadella's autobiography to state the basic principles of life.

The event brought together the budding start-ups and angel investors on a single platform, the outcome of which was a successful show packed with energy, enthusiasm and entertainment in form of a few candid moments. The seasoned angel investors in his panel provided feedback and valuable suggestions to each team, which made for an enriching experience.

## Leadership Conclave

The inaugural edition of the Leadership Conclave was conducted on 9 March 2019 at IIFT, Kolkata. It witnessed senior industry experts and leaders convene to share their insights and perceptions on how to adapt to the changes in the external environment and the business scenarios, keeping in track with this year's theme of the #10YearChallenge and its impact on Talent, Tactics, Target & Technology.



The Keynote Session in the morning was helmed by Mr. Suresh Kumar, President of Strategy and HR at Polycab India Ltd. He gave his views on the pitfalls of such changes and that they are not being managed properly; but was optimistic that the future generation will meet those challenges and expressed happiness in knowing that innovative solutions are being churned by fresh talent every year.

The Panel Discussion was conducted in the afternoon, with the panelists being

1. Mr. Sajal Gupta, Head – Forex & Rates, Edelweiss Securities Ltd.;
2. Mr. Pravin Lal, Founder & CEO, Capital Quant Solutions Ltd.;
3. Mr. Madhur Arya, COO, Xebia; Ms. Shiwani Vyas, Head of Talent Branding & Corporate Communication, Brillio;
4. Ms. Upasna Nischal, HR Lead & Global Talent Head, Talent Management, Evalueserve Inc.;
5. Mr. Udit Srivastava, Commercial Manager, International Business & E-Commerce, NIVEA India Ltd.

The Endnote Session was conducted in the evening by Mr. Salil Garg, Director & Co-Head, Large Corporate Ratings, India Ratings & Research Inc. who gave an in-depth analysis of the myriad of changes in the Indian power sector; throwing light on the gradual shift from thermal to solar power, and the urgent need for co-operative workforce and legal systems to be in place for solar power & other alternative energy sources to flourish.

In all of these sessions, the students of IIFT shared their analysis and asked intriguing & insightful questions which served to enrich the entire conclave. This led to the inaugural edition of the Leadership Conclave to be a resounding success.

## Unleash Talk Series

E cell continued its in-house talk series of IIFT Kolkata – UNLEASH

Mr. Radhakrishnan Pillai, Deputy Director of Masters in Leadership Science at University of Mumbai Visited the campus on 20 February 2019 and focused his talk on Developing Leadership and Entrepreneurial skills: The Chanakya Way.

He motivated students to stay strong and goal driven and develop leadership skills from the very beginning.





## Blood Donation Camp

Time and again, IIFT students try their best to help make a positive difference in the society. Heading one such initiative, a blood donation camp was set up by Koshish – The Social Awareness Cell at Kolkata campus of the Institute on 26 January 2019. The drive was organized in collaboration with BloodConnect, an NGO working diligently to solve the problem of blood shortage in India.

The students of IIFT Kolkata came together to participate with great enthusiasm. The Institute boast of about 60 proud donors. This drive helped create social awareness among the students regarding this cause and helped hone their management skills.

## Budget Plus

Budget Plus 2019, the annual budget discussion & analysis event of IIFT Kolkata, was conducted in February 2019. The notable speakers were

1. Mr. Vivek Jalan, Co-Chairman, Indirect Tax Committee – Bengal Chamber of Commerce & Industry;
2. Mr. Arijit Chakraborty, Director of International Tax and Regulatory Services at BSR & Co. LLP;
3. Dr. Ajitava Ray Chaudhuri, Professor in Department of Economics at Jadavpur University
4. Dr. Bibek Rai Chaudhuri, Associate Professor at IIFT Kolkata.

After the panelists' discussion, the floor was open to some bright questions from the audience, which were matched only by the wit and expertise of the speakers in providing their insights. In the end, the speakers were felicitated, which signalled the close to an amazing discussion that challenged the previous opinions and presented the welcome aftertaste of a refreshing and enriching analysis on the Budget of 2019.

The local media extensively covered the event.

## Alumni Talks

1. Induction talk on 30 June 2018 by Mrs. Amita Khurana. The session revolved around MBA and its relevance and importance in today's world and how to make the most out of the two years at the B-school. She also threw light on her how she built her career and touched upon the topics like Commercial Logistics, Procurement and Supply Chain.
2. Informal interaction with Mr. Himanshu Kundoo (VP, Goldman Sachs) in February.
3. Ayush Karnani, who is currently working as a Trade Manager at HC Trading visited the campus on 7 July 2018 and shared his experience with the students from both the batches. He primarily focused on topics

like Commodity Sales, Procurement and Supply Chain and Export Policies.

4. Jasleen Dalal, who is currently working as an Asst. Manager at ITC Ltd., visited the campus and shared her experiences and insights on how to approach the summer placements with the junior batch.

Also, the students were provided insights about the FMCG sector and the current market and industry scenario

## 11th Campus Day Celebrations

- IIFT Kolkata Campus, celebrated its 11th Campus Day with great enthusiasm and zest on 16 July 2018. The Campus Day ceremony saw the participation of several illustrious IIFT alumni. The event was made memorable by the cultural performance of the students.
- Mr. Bijoy Talukder, Delivery Manager, TCS and several other alumni from the regular and executive batches graced the occasion. The alumni also got to interact with the faculty and the students

## Kolkata Alumni Chapter Meet

- The Kolkata Chapter Meet was hosted on 26 August 2018. This year also marked the tenth year since the first batch had graduated from the Kolkata campus in 2008. To mark this anniversary, a standalone event was planned on the same day specially for the 2006-08 batch
- It was an evening where IIFTians met in large number at IIFT Kolkata Campus to celebrate their feeling of belonging to the campus. KalKutta Komediens made people laugh their heart out with their humor. But the best part came when the live band entertained all with their medley of contemporary and all-time hits.

## Garage Sale 2019

The Garage Sale event had students showcasing their creativity and selling skills in a fun way. Each stall competed for the attention of the customers through posters, innovative product varieties named keeping the movie theme in mind and extensive social media promotion.

The night came alive with music and lights amidst the energetic pitching of the sellers as an intense fight ensued for the title of "Popular Choice" and "Critic's award".

The games stalls were teeming with players determined to try their luck, the food corners were crowd-pullers with enticing delicacies, and people were lining up for the photo-booth.



## Advait 2.0

The Annual cultural fest, Advait had the Treasure Hunt event on campus. This was followed by Paintball and Zorb Fight events. The evening gave way to Adios (farewell

event for 2017-2019 batch) where both the senior and junior batches performed and finally the night ended with a band performance by Rudraksha.



## Thanksgiving 2019

IIFT hosted its 2019 edition of Thanksgiving. Students expressed their gratitude to the supporting people who are responsible for the smooth functioning of Academic block and Hostel.

The heartening culture is always adorable at IIFT. There is a kind of emotional attachment we carry with security guards, supporting staff and all other members.

Overall, the 70th Republic Day celebrations at IIFT were marked by a collective sense of belonging to a shared culture. Entertainment and Responsibility joined hands, and a visual delight was on display with many students donned in traditional costumes.

## Republic Day Celebrations, SPIC-MACAY Event

Initiated by Rangarajan with flag hoisting followed by distribution of sweets.

Shortly afterwards, a performance by Dr. Malabika Mitra ensued. The accompanying artists were – Pandit Dinanath Mishra on Tabla, Sri Abhijit Ray on Sarod and Sri Pratip Banerjee performing vocals –



**AWARDS WON BY IIFT STUDENTS RECENTLY IN NATIONAL/INTERNATIONAL COMPETITIONS**

S.No.	Award/Competition	Company/B-School	Position
1.	LIME	HUL	National Finalist
2.	Nestle 4P Challenge	Nestle	Campus Finalists
3.	Google Case Study	Google	Regional Finalists
4.	RB Global Challenge	Reckitt Benckiser	Regional Finalists
5.	GEP Gameplan	GEP	National Runner Up
6.	Mahindra Warroom	Mahindra	National Finalists
7.	L'Oreal Brandstorm	L'Oreal	National Runner Up
8.	CFA Research Challenge	CFA	National Winners
9.	Avante Garde	Swatantra Microfinance	National Finalists
10.	EXL Acumen	EXL	National Finalists
11.	Piramal Tangram	Piramal	National Finalists
12.	Change the Game	Pepsi Co	National Finalists
13.	Titan Elevate	Titan	National Winners
14.	ABFRL Pinnacle	ABFRL	National Finalists
15.	Transformation Series	Yes Bank	National Runner Up
16.	Stockmind	ICICI Direct	National Runner Up
17.	Amazon Ace	Amazon	National Finalists
18.	Godrej LOUD	Godrej	National Runner Up
19.	Carpe Diem	HUL	National Finalists
20.	L&T Outthink	L&T	National Finalists
21.	Steelathon	Tata Steel	National Finalists
22.	Beat the Curve	ICICI Bank	National Finalists
23.	Offroad	Bajaj Auto	Winner
24.	Blueprint	Philips Lighting	Winner
25.	Know Your Customer	IIM Calcutta	National Winner
26.	Chanakyaniti	IIM Calcutta	National Winner
27.	Saksham	IIM Lucknow	National Runner Up
28.	Prometheus	XLRI	National Winner
29.	Mulyankan	IIT Kharagpur	National Runner Up
30.	Markopolis	NMIMS, Bangalore	National Winner
31.	Marketing Ace	IIM Rhotak	National Winner
32.	IGL B-Plan Competition	IIM Rhotak	National Winner
33.	Blizzard	RPG	Winner
34.	Sports	BIMTECH	Winner
35.	Sports	DMS, IIT Delhi	Runner Up
36.	Sports	IMT, Ghaziabad	Winner

## 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.	Speaker	Designation	Company
1.	Aashish Chandorkar	Vice President	Capgemini Consulting
2.	Achyut Morarka	IBD-VP	Goldman Sachs
3.	Ajay Kelkar	Co-founder	Hansa Cequity
4.	Ajay Pandey	CHRO	Kohler
5.	Akhil Prasad	Board of Directors	Boeing
6.	Anand Kripalu	MD	United Spirits Ltd.
7.	Anirban Basu		Danone
8.	Anjali Singh	CHRO	Whirlpool
9.	Anurag Mehrotra	MD	Ford, India
10.	Archana Shiroor	CEO	Syngenta
11.	Arindam Bhattacharya	Senior Partner	BCG
12.	Arun K.	TA Head	Indus Towers
13.	Ashok Ramachandran	CEO, India & South Asia	Schindler
14.	Atul Singhania	CMO	Pernod Ricard
15.	Ayush Sinha	CHRO	Cloudtail
16.	Balaji Viswanath	VP, Digital Acquisition & New Initiatives	American Express
17.	Bhargava Dasgupta	MD	ICICI Lombard
18.	Davesh Thakur	General Manager - Executive Management Development	Tata Motors
19.	Debarati Sen	MD	3M
20.	Deepak Mishra	Head HR	UB
21.	Deepayan Sensharma	HR Director	JLT (India, Middle East, Africa)
22.	Dinesh Varma	MD, India and SAARC	Juniper networks
23.	Emrana Sheikh	CHRO	Asian Paints
24.	G.R. Venkatesh	CHRO	Reliance Industries Ltd.
25.	H. Rajesh	CEO	Piramal
26.	Harsh Marwah	Country Manager	CheckPoint Software Technologies
27.	Indraneel Mukherjee	VP HR	Airtel
28.	Ira Gupta	Head HR	Microsoft
29.	Jagdish Goel	Chairman & MD	Ornate Solar
30.	Jaideep Mehta	CEO	IDC
31.	Janardhanan Ramanajulu	VP	SABIC
32.	Jaspal Bindra	Chairman	Centrum Group
33.	K.V. Rao	Resident Director -ASEAN	Tata Sons Limited

S. No.	Speaker	Designation	Company
34.	Kalyana Rama	CMD	Container Corporation of India
35.	Keshav Pandey	CSO	Shapoorji Pallonji
36.	Krishan Narang	Commercial Director	Johnson & Johnson
37.	Kshitij Jain	CEO	Exide Life Insurance
38.	Lavish Bansal	VP HR	PWC
39.	Manish Sinha	MD	Dun & Bradstreet
40.	Mohit Mehra	Partner	Mercer
41.	Muthuraman M.	CEO	RPG
42.	Niharika Bhardwaj	Head HR	Indiabulls
43.	Nitish Kapoor	CEO	RB
44.	Pancham Dogra	TA Head	BCCL
45.	Pranjal Saklecha	VP HR	HCCB
46.	Prashant Bhatnagar	CHRO	Credit Suisse
47.	Prashant Parameswaran	Director - Marketing Strategy and Insights	The Coca-Cola Company
48.	Prashant Singh	MD	Nielsen
49.	Pratheep M.	CEO	Amway
50.	Praveen Arora	Senior Principal and Subject Matter Advisor	Accenture Strategy
51.	Rachana Panda	Chief Communication Officer	GE
52.	Rachit Singh	CMO	Anarock
53.	Rachna Mukherjee	CHRO	Schneider Electric
54.	Raghav Mehta	VP HR	DBS
55.	Rajat Rokde	CHRO	HSBC
56.	Rajeev Bhadauria	Group Director, HR	Jindal Steel and Power Limited
57.	Rajesh Padmanabhan	Director, Group CHRO	Welspun
58.	Rakesh Aggarwal	Regional Head - Treasury Sales, North and East	Kotak Mahindra Bank
59.	Rakesh Roy Singh	CEO	IL&FS
60.	Rakesh Soni	CHRO	Tech Mahindra
61.	Ranjan Banerjee	CRG Lead	JPMC
62.	Ranjan Sarkar	CHRO	Exide Industries
63.	Ranu Vohra	CEO	Avendus
64.	Renu Satti	CEO at Paytm payments bank	Paytm
65.	Rumjhum Chatterjee	Founder & CEO	Feedback Infra
66.	S. Sanjay Sen	Group Director, HR	Avantha Group
67.	S. Sathish	Partner, Strategy & Operations Consulting (India and ME)	KPMG
68.	S. Vasudev	Head HR	Becton Dickinson
69.	Salil Murthy	Country Head	General Mills
70.	Sandeep Thapial	MD & CEO	Avendus
71.	Sanjeev Aggarwal	Founder	Helion Ventures
72.	Satish Srivastava	Head of Marketing	Protiviti India Member Firm
73.	Saugata Mitra	HR Head	Mother Dairy



S. No.	Speaker	Designation	Company
74.	Sayantana Chatterjee	Associate Director	PwC
75.	Shailesh Jain	Partner	Deloitte
76.	Shashank Sharma	Marketing Manager	Pernod Ricard
77.	Shineel	Founder	The House of Artisans
78.	Shujal Rahman	COO	Garware Ropes
79.	Sidharth Balakrishana	Strategy Head	Essel Group
80.	Siraj Chaudhary	Chairman	Cargill India
81.	Smriti Dhingra	Marketing Manager	Benefit Cosmetics
82.	Smriti Krishna Singh	CHRO	Sony Picture Networks
83.	Somasundaram R.	Head Strategic Initiatives	Mytrah Energy
84.	Sridhar Chundri	CTO	Wells Fargo
85.	Sriram Naganathan	CIO & Country Head	Liberty Insurance
86.	Subarna Mukherjee	Brand Manager	ITC
87.	Subhradeep Ghosh	CHRO	Google
88.	Sumit Sharma	COO	Lacoste
89.	Surabhi Joshi	Head HR	Bacardi
90.	Suresh Vedula	Head of India hardware partnerships	Google
91.	Varun Raina	Marketing Head	AirBnB
92.	Vikas Kohli	CEO	BNY Mellon
93.	Vikram Mathur	MD	Langham Capital
94.	Vinod Sekharankutty	VP & Sales leader	Genpact UK
95.	Vivek Dolakia	VP	Axis Bank
96.	Vivek Gambhir	CEO	Godrej
97.	Vivek Kapoor	Co founder	Dineout
98.	Y.S. Guleria	Senior VP - Sales and Marketing	Honda Motorcycle & scooter
99.	Yogesh Tiwari	Director - Marketing	Mars
100.	Yugantar Saikia	VP HR	Ola
101.	Zarine Daruwaala	CEO	Standard Chartered

# FOREIGN TRADE LIBRARY

## Delhi Campus

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 Library has an impressive collection of 1,04,574 resources that comprises 77,459 book/CDs-volumes, 17731 bound periodicals, and 235 periodicals on the subjects Statistical Theory, Banking, Industries, Management, Marketing, Consumerism, Geopolitical Economic System, Services, Computers, IT, Trade, Science and Technology, Transport and Business Communications, etc. The Library is also having 40500 articles on above areas. In addition to these,

its collection includes Research Reports, Company Reports, Statistical Annual publications, Case Studies CD-ROMs, Video-Cassettes. The Library has a special collection on e-resources for it's both the Centers i.e. Delhi and Kolkatta and it is also having a specialized Centre the WTO Resources 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, Ministers and Departments of Government of India, Export Promotion Councils, Commodity Boards and other Trade Promotion Organizations.

Section-wise distribution of the Library acquisitions during 2018-2019 is given below.

### POSITION OF LIBRARY ACQUISITIONS DURING 2018-2019

Section	Acquisition in 2018-2019	Total as on 31.3.2019
Books, Reports, Video Cassettes & CD-ROMs	654	77,459
Documents	NIL	9,122
Bound volumes of periodicals (including journals received free)	100	17,731
Subscribed/Complementary Journals	NIL	235
Databases/Online Sites Including Complementary e-Journals	-	27
<b>Total</b>	<b>754</b>	<b>104,574</b>

## e-Resources

In order to facilitate online access of information round the clock to its readers for its both the centers i.e. Delhi and Kolkata the Library is also subscribing 27 online and offline databases like Bloomberg, 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, Suns Magazine, Trade Map, World Bank Online Databases, World Trade Atlas, WITS; 4 e-journal packages viz. Blackwell Synergy (21 E-Journals), EBSCO and Emerald Management extra 175 Journals and several individual journals. 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 Tariff and Non-tariff barriers; WTO related disputes; Cases and day to day development

in WTO; indicators of different Countries; data for Indian States; Foreign Trade, Regional Integration of India with different countries and many other areas related to foreign trade.

## In-House Publications

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

## WTO Resource Centre

WTO Resource Centre set up in the Library is a well recognized Centre specializing in the field of exclusive on 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 comprises articles 4301 books.

Research scholars from various universities both Indian and foreign make use of the Library for their Doctoral and Post-doctoral research work.

## IIFT, Kolkata Library

The library at Kolkata Campus is gradually growing with resources of traditional type as well as electronic and virtual information. It includes above 4000 books and CDs and above 89 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 of documents in the field of Management, Statistics, Economics, Mathematics, Marketing, International Trade, Psychology, Operation Research, Business Communication, Advertising and light readings, etc. It is primarily intended for the faculty, students, scholars, staff members, consultants of the Institute. The library covers the resources available in languages like Bengali, Hindi, Spanish, German, Italian, French along with major resources in English.

The collection is fully automated with the facility of Online Public Access Catalogue (OPAC) and the bar-coded circulation system. The library extends its services throughout the year except the Govt. 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 and Law, Demographics, Economy, Education, Electoral Data, Environment and Pollution, Foreign Trade, Forest and Wildlife, Geographical Data, Health, Housing, Industries, Insurance, Labour and Workforce, Market Forecast, Media, Meteorological Data, Mines and Minerals, Petroleum, Power, Social and Welfare Schemes, Sports, States and Union Territories, Telecommunication, Tourism, Transport, Urban Areas, Villages for India as well for the rest of the countries of the world are available through the e-brary.

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

### IIFT Kolkata Library AR 2018-2019

Resources	Acquisition in 2018-2019	Total as on 31.3.2019
Books (Complimentary & Purchased)	536	4650
Journals Printed (Complimentary & Purchased)	00	89
Bound Volumes	333	1679
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, virtualized 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.

### 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 & Anti-Plagiarism Check Tools for Faculty & Ph.D. / Resident 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) 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.
- (d) Virtual Classroom for Various Programmes: It includes courseware upload, schedules, planners, feedback, quiz, etc.
- (e) 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.
- (f) 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 Publication Division was created by competent authority in 2018 and was subsequently entrusted with the vision of augmenting/enhancing the academic research environment at IIFT.

The Institute has brought out the FTR: *Foreign Trade Review*; *FOCUSwto.IB*, periodicals/publications and conducted Seminars and published working paper series during the year 2018-19:

## 1. Seminar Series

Under the mentorship of Prof. Manoj Pant, Director, IIFT, the publication division has taken an initiative to start a monthly seminar series. In this seminar, we invite external experts to present an academic research paper/topic and to interact with faculty members/research scholars at IIFT. One of the primary purposes for such events is to foster a research culture among faculty members and students. Starting the August 2018, several invited lectures under monthly seminar series have been conducted till now. The brief information about the seminars conducted are listed below:

S. No.	Date	Invited Speaker	Seminar Topic
1.	24 Aug. 2018	<b>Prof. Manoj Pant</b> (IIFT Delhi)	Keynes, Macroeconomics and the Global Economy: Why Emerging Countries Matters
2.	27 Sept. 2018	<b>Dr. Amarnath Mitra</b> (IMI Delhi)	Impact of Oil Price Risk on Sectoral Equity Markets: Implications of Portfolio Management
3.	26 Oct. 2018	<b>Dr. Bhavesh Garg</b> (IIIT Hyderabad)	Intertemporal Optimization Approach to India's Current Account Solvency
4.	22 Nov. 2018	<b>Dr. Asheesh Pandey</b> (Fortune Institute of International Business, New Delhi)	Explaining Size Effect for Indian Stock Market
5.	14 Jan. 2019	<b>Dr. Atul Parvatiyar</b> (Texas Tech University, USA)	Assessing and Prioritizing International Market Opportunities – An Applied Framework
6.	27 Feb. 2019	<b>Ms. Gladys Lopez-Acevedo</b> (Lead Economist, World Bank), <b>Mr. Daniel Samaan</b> (Senior Economist, International Labour Organization), and <b>Mr. Martin Rama</b> (Chief Economist – South Asia Region, World Bank)	Export to Trade: Realizing the Gains from Trade
7.	26 April 2019	<b>Dr. P. Vigneswara Ilavarasan</b> (IIT Delhi)	Tiny Impact of ICTs and Paucity of Rigorous Causal Studies: A Systematic Review of Urban MSMEs in Developing World

## 2. Publishing *FOCUSwto.IB* Journal and Newsletter

Publication division has published Volume 20 and Volume 21 of *FOCUSwto.IB*. *FOCUSwto.IB* is an in-house quarterly publication of IIFT which publishes full-research papers, case-studies, monographs, book-reviews, and synopsis of

doctoral dissertation in international business and management research. Volume 20 had four (4) issues and one issue of Volume 21 has been published in March 2019.

Publication division has published five issues of IIFT Quarterly Newsletter in April, June, September, December 2018 and March 2019.

### 3. Publishing *Foreign Trade Review Journal*

Publication division has successfully published four issues under volume 53 of *Foreign Trade Review* (Sage Publications India Pvt. Ltd.). Each issue publishes three research articles, one commentary, and one book review in the domain of foreign trade policy.

### 4. Uploading of Working Paper Series

Last year following seven working papers have been uploaded:

S. No.	Date	Working Paper ID	Title	Authors
1.	July 2018	EC-18-33	Outward FDI from India: A macro level examination in the presence of structural breaks	Rishika Nayyar, Dr. Jaydeep Mukherjee
2.	July 2018	EC-18-34	India's Trade Sensitive Employment Analysis at the Sectoral Level	Biswajit Nag, Saloni Khurana
3.	June 2018	EC-18-35	Foreign Trade and Employment Growth in Manufacturing Sector—Implication of Indian ASEAN FTA	Chandrima Sikdar, Biswajit Nag
4.	January 2019	EC-19-36	Unskilled Immigration, Technical Progress, And Wages — Role of The Household Sector	Sugata Marjit, Manoj Pant, Sugandha Huria
5.	January 2019	FI-19-37	Corporate Governance structure and firm performance in Indian context: A Structural Equation Modelling Approach	Dr. Sheeba Kapil, Dr. Rakesh K. Mishra
6.	March 2019	EC-19-38	Imports from China: Threat or Opportunity Analysis of Indian Manufacturing Sector	Dr. Sunitha Raju, Dr. V. Raveendra Saradhi
7.	April 2019	EC-19-39	Pharmaceutical Exports and Patents in India – An Empirical Investigation	Bibek Ray Chaudhuri, Sucharita Bhattacharyya, Susmita Chatterjee

### PUBLICATION BY IIFT FACULTY

**Prof. Manoj Pant**, Director & Professor of Economics

#### *Journal Papers*

- Pant, M. and Attri, A.K. (2018), "Index of Industrial Production: Coincident Indicators and Forecasting", *Economic and Political Weekly*, 53(17), pp. 97-104. April 2018, ISSN (Print): 0012-9976; ISSN (Online): 2349-8846.
- Pant, M. and Paul, A. (2018), "The Role of Regional Trade Agreements: In the Case of India", *Journal of Economic Integration*, 33(3), pp. 538-571. September 2018 (Print ISSN: 1225-651X; Online ISSN: 1976-5525).
- Huria, S. and Pant, M. (2018), "Foreign Direct Investment, Welfare and Wage Inequality in a Small Open Economy: Theory and Empirics", *Indian Economic Review*, 53(1-2), pp. 131-166, (Print ISSN: 0019-4670, Online ISSN: 2520-1778).

**Dr. Satinder Bhatia**, Professor & Chairperson, HOD (Finance)

#### *Journal Papers*

- Bhatia, S. (2018), "Creating a Culture of Honesty and Integrity in Supply Chains", *Asian Journal of Management Sciences & Education*, 7 (1), pp. 55-61. (ISSN: 2186-845X/ISSN: 2186-8441 Print)
- Bhatia, S. (2017), "Faculty Development Initiatives in Africa on Asian Studies: Key to Integration", *Omni Science: A Multi-disciplinary Journal*, 7(3), pp. 27-35.
- Bhatia, S. (2018), "Conceptualizing an IFRS-based Criteria for Audit Exemption for Small Firms", *Journal of Economics, Management and Trade (JEMT)*, 21(10), pp. 1-10. (ISSN 2456-9216).
- Bhatia, S. (2019), "Public Sector Finances as Determinants of Private Investment in PPP Projects – Experiences from Select Countries", *Journal of Economics, Management and Trade (JEMT)*, 23(6), pp. 1-17. (ISSN: 2456-9216).

### Conference Paper Presentation

- Bhatia, S. (2018) "Need for Harmonization of Audit Criteria for Small Enterprises", paper presented at ABI Conference on International Business and the Make in India Perspective, Shimla, Himachal Pradesh (April 2018).

**Rakesh Mohan Joshi**, Professor & Chairperson

### Journal Papers

- Joshi, R.M. and Trehan, S. (2018), "A Descriptive Statistical Analysis of the Profiles of Massive Open Online Course Users and Non-users in India", *International Journal of Knowledge and Learning*, Vol. 12(4), pp.305-324.
- Joshi, R.M. and Trehan, S. (2018), "Building and Evaluating Logistic Regression Models for Explaining the Choice to Adopt MOOCs in India", *International Journal of Education and Development using Information and Communication Technology (IJEDICT)*, 14(1), pp.33-51.
- Joshi, R.M., Symss, J., Majumder, P. and Mehta, U. (2018), "Trend Analysis of India's Leather and Leather Product Exports: Lessons and Recommendations", *Management Today*, 8(3), pp. 225-265 (Online ISSN: 2348-3989, Print ISSN: 2230-9764).

**Dr. Ravi Shanker**, Professor (HOD) Marketing & Chairperson (ICCD) & AACSB

### Journal Papers

- Shanker, R. (2018), "Marketing Culture in Financial Services with Specific Reference to Retail Banking in India", *Facta Universitatis, Series: Economics and Organization*, 15(4), pp. 331-348. ISSN 0354-4699 (Print) ISSN 2406-050X (Online).
- Shanker, R., Munjal, P. and Mishra, M.S. (2019), "The Drivers and Outcomes of Customer Engagement in Brand Communities: Review and Future Research", *Journal of Management Research*, 19(1), pp. 56-76 (Print ISSN : 0972-5814. Online ISSN : 0974-455X).

### Chapter in Book

- Shanker, R. and Sharma, C.K. (2018), "Marketing and Distribution Strategies for India", in Budhwar, P.S. (Ed) *Indian Business*, New York: Routledge (December 2018).

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

### Journal Papers

- Rangarajan, K. and Tripathi, S. (2018), "Future Supply Chain using Blockchain Technology", *International Journal of Emerging Technologies and Innovative Research*, 5(2), pp.1010-1014. (ISSN: 2349-5162).

- Rangarajan, K. and Tripathi, S. (2018), "Disruptive Supply Chain: A Concept Paper", *International Journal of Management, Law & Science Studies*, 2(6), Contact authors. (ISSN: 2456-4303).
- Rangarajan, K. and Tripathi, S. (2018), "Analyzing Infrastructure for Improving Trade Performance an Empirical Analysis", *Management Today*, 8(2), pp. 188-207. (ISSN: 2348-3989 (Online) ISSN: 2230-9764 (Print)).
- Rangarajan, K., Tripathi, S. and Das, S. (2019), "Quantitative and Qualitative Constructs of Trade Infrastructure in Hilly Regions: A Case Study of Himachal Pradesh", India, *International Journal of Critical Infrastructures*, 15(1), pp. 46-69 (ISSN: 1475-3219 (Print), ISSN: 1741-8038 (Online)).
- Rangarajan, K., Dutta, G. and Das, M. (2018), "Sustainability Status of Indian MSME", *Small Enterprises Development, Management & Extension (Sedme) Journal*, 45(2), Contact authors. (Print ISSN No: 0970-8464; e-ISSN No: 2456-1223).
- Rangarajan, K., Tripathi, S. and Talukder, B. (2018), "Benchmarking Supply Chain: A Case Study in Indian Petroleum Sector", *Journal of Supply Chain Management Systems*, 7(2), pp. 8-25. (ISSN: 22771387).

### Chapter in Book

- Rangarajan, K. and Lahiry, S. (2018), "Patent Landscape for Indian Biopharmaceutical Sector: A Strategic Insight", in Dhir, S. and Sushil (eds) *Flexible Strategies in VUCA Markets*, Switzerland: Springer Nature, pp. 31-47. ISBN 978-981-10-8926-8 (August 2018).

### Conference Paper Presentation

- Rangarajan, K. (2018), Participated in the IND-IB Conference and Workshop, AIB-India Chapter and IIFT MSME Centre, Shimla, Himachal Pradesh (April 2018).

**Dr. Ranajoy Bhattacharyya**, Professor

### Journal Papers

- Bhattacharyya, R. and Datta, R.P. (2018), "Has the Efficiency of Foreign Exchange Markets in India Evolved Over Time?", *International Journal of Emerging Markets*, 13(4), pp. 676-688. ISSN: 1746-8809
- Bhattacharyya, R. and Rit, B. (2018), "On the Relationship between the Nominal Exchange Rate and Export Demand in India", *South Asian Journal of Macroeconomics and Public Finance*, 7(2), pp. 260-282, (eISSN: 23210273; ISSN: 22779787)

- Bhattacharyya, R. and Datta, R.P. (2018), "Predictability of Indian Exchange Rates", *The Journal of Prediction Markets*, 12(3), 1-22. ISSN: 1750 676X.

**Dr. R.P. Datta**, Professor

## **Journal Papers**

- Datta, R.P. and Bhattacharyya, R. (2018), "Has the Efficiency of Foreign Exchange Markets in India Evolved Over Time?", *International Journal of Emerging Markets*, 13(4)pp. 676-688. (ISSN: 1746-8809).
- Datta, R.P. and Bhattacharyya, R. (2018), "Predictability of Indian Exchange Rates", *The Journal of Prediction Markets*, 12(3)pp. 1-22. (ISSN: 1750 676X).

**Dr. Biswajit Nag**, Professor

## **Journal Papers**

- Nag, B. and Krishna, G.D. (2018), "Long-run Determinants of Sovereign Bond Yields", *Economic and Political Weekly*, 53(13), pp. 111-119. (Print - 0012-9976; Online - 2349-8846).
- Nag, B., De D. and Singh, S. (2017), "Is Indian Automobile Industry Getting Integrated with Asian Production Network?", *International Journal of Automotive Technology and Management*, 17(4), pp. 345-368. (ISSN: 1470-9511; 1741-5012).

## **Working Papers**

- Nag, B. and Sikdar, C. (2018), "Foreign Trade and Employment Growth in Manufacturing Sector: Implication of Indian ASEAN FTA", Working Paper No. EC-18-35, IIFT Working Paper Series, June 2018, New Delhi.
- Nag, B. and Khurana, S. (2018), "Indian Trade Sensitive Employment Analysis at the Sectoral Level", Working Paper No. EC-18-34, IIFT Working Paper Series, July 2018, New Delhi.

**Dr. Gautam Datta**, Professor

## **Journal Papers**

- Dutta, G. and Banerjee, M. (In Press), "Factors Influencing Grid Interactive Wind Power Industry in India", *International Journal of Energy Technology and Policy* (July 2018) (ISSN : 1741508X, 14728923) Vol. No. and Page Number Not Available Contact Author.
- Dutta, G. and Dutta, A. (2018), "Indian Growth Story of Automobile Sector and Atmospheric Emission Projection", *Pollution Research*, 37(1), pp. 131-143.
- Dutta, G. and Dutta A. (2018), "The Effects of Brand Cognition Process in Automobile Marketing in the Developed Countries", *International Journal of Asian*

*Business and Information Management*, 10(1), pp.65-77.

- Dutta, G., Das, M. and Rangarajan, K. (2018), "Sustainability Status of Indian MSME", Small Enterprises Development, *Management & Extension (Sedme) Journal*, 45(2), Page Number Not Available Contact Author. ISSN 2456-1223
- Dutta, G., Roy, A. and Das, P.K. (2018), "Identifying the Most Effective Model for Understanding the Growth Rate of Government e-Transactions: Brown's Model of Exponential Smoothing", *Asian Journal of Computer Science and Technology*, 7(2), pp. 81-86. (ISSN: 2249-0701).
- Dutta, G., Das, P.K. and Roy, A. (2019), "Exploring the Determinants of Mobile-Based Services Diffusion: Past Determinants, Emergent Pattern and a Proposed Framework", *International Journal of Business Innovation and Research*, 18(4), pp. 429-452.

**Dr. Sheeba Kapil**, Professor

## **Journal Papers**

- Kapil, Sheeba and Mishra, R.K. (2018), "Effect of Board Characteristics on Firm Value: Evidence from India", *South Asian Journal of Business Studies*, 7(1), pp. 41-72.
- Kapil, Sheeba and Barick, G. (2018), "Pre-Acquisition Performance Analysis of Indian Target Firms", *IUP Journal of Applied Economics*, XVII(1), pp. 17-40.
- Kapil, Sheeba and Tuy, T.Q. (2018), "Impact of Macroeconomic Instability on Foreign Trade in Vietnam", *Indian Journal of Economics and Business*, 17(1), pp. 155-176.
- Kapil, Sheeba and Mishra, R.K. (2018), "Board Characteristics and Firm Value for Indian Companies", *Journal of Indian Business Research*, 10(1), pp. 2-32.
- Kapil, Sheeba and Mishra, R.K. (2018), "Effect of Board Characteristics on Firm Value: Evidence from India", *South Asian Journal of Business Studies*, 7(1), pp. 41-72.
- Kapil, Sheeba and Barick, Gaurav (2018), "How to Enter into Indian Market? From Inbound and Domestic Acquisitions Perspective: A Review", *International Journal of Economic Research*, 15(3), pp. 623-645 (ISSN: 0972-9380)
- Kapil, Sheeba and Barick, Gaurav (2018), "Analysis of Control Change Effects on Indian Economy - From Inbound and Domestic Acquisition Perspective - A Review", *Indian Journal of Economics and Business*, 17(2), pp. 245-262 (ISBN: 0972-5784).

## **Working Paper**

- Kapil, Sheeba and Mishra, R.R. (2019), "Corporate Governance Structure and Firm Performance in Indian Contest: A SEM Approach", Working Paper No. EC-19-37, IIFT Working Paper Series, January 2019, New Delhi.



**Dr. Prabir Kumar Das**, Professor

**Journal Papers**

- Das, P.K., Roy, A. and Dutta, G. (2019), "Exploring the Determinants of Mobile-Based Services Diffusion: Past Determinants, Emergent Pattern and a Proposed Framework", *International Journal of Business Innovation and Research*, 18(4), pp. 429-452.
- Das, P.K., Roy, A. and Dutta, G. (2018), "Identifying the Most Effective Model for Understanding the Growth Rate of Government e-Transactions: Browns Model of Exponential Smoothing", *Asian Journal of Computer Science and Technology*, 7(2), pp. 81-86. ISSN: 2249-0701.

**Conference Paper Presentation**

- Das, P.K. (2018), "Risk Modelling by Coherent Measure Using Family of Generalized Hyperbolic Distributions", paper presented in the International Conference on Empirical Issues in International Trade & Finance, Indian Institute of Foreign Trade, 13-14 December 2018, New Delhi.

**Dr. Nitin Seth**, Professor

**Journal Papers**

- Seth, N., Maheshwari, P. and Gupta, A.K. (2018), "An Interpretive Structural Modeling Approach to Advertisement Effectiveness in the Indian Mobile Phone Industry", *Journal of Modelling in Management*, 13(1), pp. 190-210. (ISSN: 1746-5664).

**Dr. Saikat Banerjee**, Professor

**Journal Papers**

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- Banerjee, S. (2018), "Impact of Food Brand Controversy on Consumers Attitude toward Brand and Company", *Journal of Food Products Marketing*, 24(4), pp. 413-440.
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**Dr. Ram Singh**, Professor

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**Dr. Akhhilesh Barve**, Professor

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**Dr. Pooja Lakhanpal**, Associate Professor

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**Dr. Saswati Tripathi**, Associate Professor

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

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**Dr. V. Raveendra Saradhi**, Associate Professor

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**Dr. M. Venkatesan**, Associate Professor

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

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**Dr. Deepankar Sinha**, Associate Professor

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**Dr. Basanta K. Sahu**, Associate Professor

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**Dr. Bibek Ray Chaudhuri**, Associate Professor

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**Dr. Debasish Chakraborty**, Associate Professor

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**Dr. Ashim Raj Singla**, Associate Professor

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**Dr. Jaydeep Mukherjee**, Associate Professor

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**Dr. T.P. Ghosh**, Assistant Professor

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**Dr. Jacqueline Symss**, Assistant Professor

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**Dr. Himani Gupta**, Assistant Professor

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**Dr. Areej Aftab Siddiqui**, Assistant Professor

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**Dr. Ankit Kesarwani**, Assistant Professor

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**Dr. Ashish Gupta**, Assistant Professor

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**Dr. Ginni Chawla**, Assistant Professor

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**Dr. Kavita Wadhwa**, Assistant Professor

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**Dr. Arunima Rana**, Assistant Professor

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**Dr. Prateek Maheshwari**, Assistant Professor

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**Dr. Reena Nayyar**, Assistant Professor

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**Dr. Priyanka Jaiswal**, Assistant Professor

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**Dr. Tuheena Mukherjee**, Assistant Professor

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**Dr. Rohit Mehtani**, Consultant

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**Dr. O.P. Wali**, Consultant

**Journal Paper**

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**Dr. Parul Singh**, Consultant

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## Publication by Centre for Trade and Investment Law (CTIL) Faculty

**Dr. Dr. James J. Nedumpara**, Professor & Head

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## राजभाषा हिंदी की गतिविधियां

संस्थान में राजभाषा हिंदी का प्रचार-प्रसार दिन-प्रतिदिन उन्नयनता की ओर अग्रसर है। राजभाषा हिंदी के श्रेष्ठ कार्यान्वयन के लिए संस्थान को समय-समय पर माननीय राष्ट्रपति महोदय द्वारा प्रदान किए गए “राजभाषा कीर्ति पुरस्कार” इसका प्रमाण हैं। संस्थान में कार्यालयीन कामकाज के साथ-साथ शिक्षण एवं प्रशिक्षण में भी हिंदी की उपयोगिता को बढ़ावा दिया गया है। संस्थान संघ की राजभाषा नीति के कार्यान्वयन के प्रति पूरी तरह सचेत एवं कटिबद्ध है। वर्ष 2018-19 के दौरान हिंदी के प्रगामी प्रयोग से संबंधित किए गए कार्यों का विवरण निम्न प्रकार है:

**1. राजभाषा अधिनियम 1963 की धारा 3(3) का अनुपालन** — राजभाषा अधिनियम 1963 की धारा 3(3) के अंतर्गत दर्शाए गए सभी कागजात अर्थात् 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 की गईं।

**2. राजभाषा नियम, 1976 के नियम 11 का अनुपालन** — संस्थान के कोड, भर्ती नियम, संविधान, पुस्तकालय नियम व विनियम, अंशदायी भविष्य निधि नियम, सेवाओं की हस्तपुस्तिका, नागरिक प्राधिकार, परामर्श नियम, पुस्तकालय नियम व विनियम आदि को समय-समय पर संशोधित करते हुए द्विभाषी रूप से संस्थान की वेबसाइट पर अपलोड किया गया।

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

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

(ग) संस्थान में आयोजित होने वाले सभी शिक्षण व प्रशिक्षण कार्यक्रमों के प्रवेश पत्रों तथा बैनर आदि को द्विभाषी रूप में तैयार किया गया।

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

**4. पत्राचार की स्थिति** — संस्थान ‘क’ क्षेत्र में स्थित है, अतः “क” और “ख” क्षेत्र में अधिक से अधिक पत्राचार हिंदी/द्विभाषी रूप में किया गया। वर्ष के दौरान हिंदी पत्राचार की स्थिति लगभग वार्षिक कार्यक्रम 2018-19 के अनुरूप 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. शिक्षण कार्यक्रम** — संस्थान में शिक्षण-प्रशिक्षण के अंतर्गत कुल 33 प्रबंधन विकास कार्यक्रमों का आयोजन किया गया। इन कार्यक्रमों में विभिन्न सरकारी, सार्वजनिक, निजी संस्थाओं से आए अधिकारियों को हिंदी व अंग्रेजी की मिली-जुली भाषा के माध्यम से प्रबंधन व अंतरराष्ट्रीय व्यवसाय पर सघन शिक्षण/प्रशिक्षण दिया गया।

**7. प्रशिक्षण कार्यक्रम** — कोलकाता केंद्र पर राजभाषा हिंदी के प्रचार-प्रसार को गति प्रदान करने को ध्यान में रखते हुए केंद्र से सहायक, श्री सुमित साह को 22 अक्टूबर 2018 से 5 दिसम्बर 2018 के दौरान “केन्द्रीय अनुवाद ब्यूरो” द्वारा आयोजित “अनुवाद प्रशिक्षण कार्यक्रम” में भेजा गया। श्री सुमित साह ने सफलतापूर्वक प्रशिक्षण पूरा करते हुए प्रमाण-पत्र प्राप्त किया।



संस्थान के निदेशक प्रो. मनोज पंत “हिंदी सप्ताह” के दौरान आयोजित प्रतियोगिता के विजेता को प्रमाणपत्र प्रदान करते हुए



**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। इस योजना के अंतर्गत वर्ष 2018-19 के दौरान हिंदी में अधिकाधिक कार्य करने वाले 7 कर्मचारियों को नकद पुरस्कार के रूप में प्रति कर्मचारी राशि ₹1000/- प्रदान की गई।

**9. वार्षिक प्रोत्साहन योजना** — राजकीय कार्यों में हिंदी को बढ़ावा देने के उद्देश्य से 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/- देने 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। वर्ष के दौरान नराकास सदस्य कार्यालयों द्वारा आयोजित विभिन्न प्रतियोगिताओं में भी संस्थान के कर्मचारियों ने भाग लिया।



नगर राजभाषा कार्यान्वयन समिति (नराकास) की बैठक

**11. तिमाही बैठक** — वर्ष 2018-19 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 की तिथियां निम्न प्रकार हैं :-

तिमाही	आयोजन की तिथि
जनवरी-मार्च 2019	12 अप्रैल 2019
अक्टूबर-दिसम्बर 2018	15 जनवरी 2019
जुलाई-सितम्बर 2018	23 अक्टूबर 2018
अप्रैल-जून 2018	11 जुलाई 2018



संस्थान की राजभाषा कार्यान्वयन समिति की बैठक

**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 गईं। वर्ष 2018-19 में आयोजित हिंदी कार्यशालाओं की तिथियां इस प्रकार हैं:-

तिमाही	आयोजन की तिथि
जनवरी-मार्च 2019	28 मार्च 2019
अक्टूबर-दिसम्बर 2018	28 दिसम्बर 2018
जुलाई-सितम्बर 2018	4-5 सितम्बर 2018
अप्रैल-जून 2018	29 मई 2018



कोलकाता केंद्र पर आयोजित हिंदी कार्यशाला

28 मार्च 2019 को कोलकाता केंद्र द्वारा "देवनागरी लिपि तथा इसका मानकीकरण व प्रतिदिन के कार्यों में हिंदी की उपयोगिता बढ़ाने के उपाय" विषय पर तिमाही हिंदी कार्यशाला का आयोजन कराया गया। इस कार्यशाला में दिल्ली परिसर के सदस्यों ने भी वीडियो कांफ्रेंस के माध्यम से भाग लिया। उक्त विषय की जानकारी देने के लिए युनाइटेड बैंक ऑफ इंडिया से मुख्य प्रबंधक (सेवानिवृत्त) श्रीमती रीता भट्टाचार्यजी को आमंत्रित किया गया।

**13. हिंदी में प्रकाशन** — संस्थान की वार्षिक रिपोर्ट वर्ष 2017-18 का हिंदी में प्रकाशन किया गया। हर वर्ष की भांति, हिंदी कक्ष द्वारा गृह-पत्रिका 'यज्ञ' अंक-11, वर्ष 2018 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. संस्थान में हिंदी सप्ताह

सरकारी कामकाज में राजभाषा हिंदी के प्रति जागरूकता तथा उसके उत्तरोत्तर प्रयोग में गति लाने के उद्देश्य से संस्थान में 07 से 14 सितम्बर 2018 के दौरान “हिंदी सप्ताह” का आयोजन किया गया। हिंदी सप्ताह के दौरान हिंदी के प्रयोग को बढ़ाने तथा प्रभावी बनाने के लिए विभिन्न प्रकार की प्रतियोगिताओं का आयोजन किया गया। प्रतियोगिताओं का निर्धारण संस्थान के अंतिम सदस्य की सहभागिता को ध्यान में रखते हुए किया गया। इस दौरान “हिंदी निबंध लेखन”, “हिंदी श्रुतलेखन”, “प्रश्नोत्तरी” तथा “कथा-कहानी: कहो अपनी जुबानी” प्रतियोगिताएं आयोजित की गईं। संस्थान के अधिकांश अधिकारियों व कर्मचारियों ने इन प्रतियोगिताओं में अपनी सहभागिता दर्ज की।

“हिंदी सप्ताह” के दौरान आयोजित प्रतियोगिताओं के पुरस्कार विजेता सदस्य निम्न प्रकार हैं:-

क) हिंदी श्रुतलेखन प्रतियोगिता के प्रथम चार पुरस्कार विजेता

- |                  |                                    |
|------------------|------------------------------------|
| 1. आशिष त्रिपाठी | — प्रथम पुरस्कार                   |
| 2. दीपा पी.जी.   | — प्रथम पुरस्कार<br>(हिंदीतर भाषी) |
| 3. सीमा शर्मा    | — द्वितीय पुरस्कार                 |
| 4. रश्मि         | — द्वितीय पुरस्कार                 |

ख) हिंदी निबंध प्रतियोगिता के प्रथम चार पुरस्कार विजेता

- |                   |                    |
|-------------------|--------------------|
| 1. नीरू वर्मा     | — प्रथम पुरस्कार   |
| 2. करिश्मा खान    | — प्रथम पुरस्कार   |
| 3. दुष्यंत प्रताप | — द्वितीय पुरस्कार |
| 4. रंजन कुमार     | — द्वितीय पुरस्कार |

ग) प्रश्नोत्तरी प्रतियोगिता के पुरस्कार विजेता

- |                   |                    |
|-------------------|--------------------|
| 1. शीलेश कुमार    | — प्रथम पुरस्कार   |
| 2. आशिष त्रिपाठी  | — द्वितीय पुरस्कार |
| 3. डॉ. प्रीति टाक | — तृतीय पुरस्कार   |

घ) कथा-कहानी: कहो अपनी जुबानी प्रतियोगिता के प्रथम चार विजेता

- |                        |                                    |
|------------------------|------------------------------------|
| 1. तनुश्री अरोड़ा      | — प्रथम पुरस्कार                   |
| 2. एस. बालासुब्रामणियन | — प्रथम पुरस्कार<br>(हिंदीतर भाषी) |
| 3. राकेश कुमार ओझा     | — द्वितीय पुरस्कार                 |
| 4. सते सिंह            | — द्वितीय पुरस्कार                 |

**हिंदी सप्ताह का समापन समारोह** — “हिंदी दिवस” के अवसर पर 14 सितम्बर 2018 को सांस्कृतिक कार्यक्रमों के साथ “हिंदी सप्ताह के समापन समारोह” का आयोजन किया गया। इस अवसर पर संस्थान के प्रमुख प्रोफेसर मनोज पंत, निदेशक ने हिंदी भाषा के प्रचार-प्रसार

में योगदान देने वाले सदस्यों के कार्यों को उजागर किया तथा भाषा के सरलीकरण पर बल देते हुए सभी स्तर के कर्मचारियों एवं अधिकारियों से हिंदी के काम-काज को बढ़ावा देने के लिए आह्वान किया। कार्यक्रम के अंत में, निदेशक महोदय ने प्रतियोगिताओं के पुरस्कार विजेता सदस्यों को प्रमाण-पत्र व पुरस्कार राशि प्रदान करते हुए सम्मानित किया।

#### कोलकाता केंद्र पर हिंदी सप्ताह

संस्थान के कोलकाता केंद्र पर भी 12 से 14 सितम्बर 2018 की अवधि को “हिंदी सप्ताह” के रूप में मनाया गया। कोलकाता केंद्र “ग” क्षेत्र में स्थित होने के कारण अधिकांश कर्मचारी एवं अधिकारी हिंदीतर भाषी हैं, परंतु संविधान के नियम व विनियमों के अनुपालन के अंतर्गत संघ की राजभाषा हिंदी के प्रचार-प्रसार के लिए कटिबद्ध हैं। हर वर्ष की भांति हिंदी सप्ताह के दौरान केंद्र के सभी सदस्यों की अभिरूचि को ध्यान में रखते हुए अनेक हिंदी प्रतियोगिताओं का आयोजन किया गया। प्रतियोगिताओं के विषय के रूप में “हिंदी तात्क्षणिक भाषण”, “हिंदी निबंध लेखन”, “प्रश्नोत्तरी” और “हिंदी कविता पाठ” का चयन किया गया। इन सभी प्रतियोगिताओं में संकाय सदस्यों सहित कर्मचारियों एवं अधिकारियों ने बढ़-चढ़ कर भाग लिया और “हिंदी सप्ताह” के कार्यक्रमों के माध्यम से पूरे वातावरण को हिंदीमय बनाने का प्रयास किया गया।

कोलकाता केंद्र पर हिंदी सप्ताह के दौरान आयोजित प्रतियोगिताएं व पुरस्कार विजेता निम्न प्रकार हैं:-

1. हिंदी तात्क्षणिक भाषण प्रतियोगिता के पुरस्कार विजेता

- |              |                    |
|--------------|--------------------|
| अतुल कुमार   | — प्रथम पुरस्कार   |
| रामकृष्ण दास | — द्वितीय पुरस्कार |
| द्वैपायन आश  | — तृतीय पुरस्कार   |

2. हिंदी निबंध लेखन प्रतियोगिता के पुरस्कार विजेता

- |                  |                    |
|------------------|--------------------|
| अतुल कुमार       | — प्रथम पुरस्कार   |
| अनुष्का श्रीमानी | — द्वितीय पुरस्कार |
| शाहिद अनवर       | — तृतीय पुरस्कार   |

3. प्रश्नोत्तरी प्रतियोगिता के पुरस्कार विजेता

- |                      |                    |
|----------------------|--------------------|
| अयन कुमार सेठ        | — प्रथम पुरस्कार   |
| डॉ. टी.पी. घोष       | — द्वितीय पुरस्कार |
| डॉ. आर.पी. शर्मा     | — तृतीय पुरस्कार   |
| सुमना दास भट्टाचार्य | — चतुर्थ पुरस्कार  |

4. कविता पाठ प्रतियोगिता के पुरस्कार विजेता

- |                 |                    |
|-----------------|--------------------|
| डॉ. कविता वाधवा | — प्रथम पुरस्कार   |
| शिबु मंडल       | — द्वितीय पुरस्कार |
| श्रावनी मंडल    | — तृतीय पुरस्कार   |
| उमामा नसरीन हक  | — चतुर्थ पुरस्कार  |

**समापन समारोह** — 14 सितम्बर 2018 को “हिंदी दिवस” के अवसर पर कोलकाता परिसर के प्रमुख डॉ. के. रंगराजन, प्रोफेसर की उपस्थिति में विधिवत “हिंदी सप्ताह” के समापन समारोह का आयोजन किया गया। इस अवसर पर प्रोफेसर डॉ. रंगराजन जी ने नराकास के सदस्य कार्यालय के रूप में कोलकाता केंद्र की

गतिविधियों का उल्लेख किया। राजभाषा हिंदी के प्रति सभी सदस्यों की निष्ठा की सराहना की तथा प्रशासनिक कार्यों में हिंदी की अधिकाधिक उपयोगिता पर बल दिया। कार्यक्रम के अंत में हिंदी प्रतियोगिताओं के पुरस्कार विजेता सदस्यों को प्रमाण-पत्र व पुरस्कार राशि प्रदान करते हुए प्रोत्साहित किया गया।



श्री सुमित साह, सहायक, कोलकाता केंद्र “अनुवाद प्रशिक्षण कार्यक्रम” का प्रमाण-पत्र प्राप्त करते हुए।



ANNUAL  
ACCOUNTS

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**2018-19**

# 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 to be 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, 2019, Income and 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, 2019.
- (b) In the case of Income and Expenditure Statement, of the Surplus of the Institute for the year ended on that date.
- (c) In the case of the Receipts and Payments Account, of the receipts and payments of the Institute for the year ended on that date.

**Emphasis of Matter**

We draw attention to note VIII 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 on which need 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 and Payments Account dealt with by this report are in agreement with the books of account.

Flat No. B-104, 4th Floor  
Sector-8, Dwarka  
New Delhi-110077  
Date: 26 September 2019

For **RSM & Associates**  
*Chartered Accountants*  
Firm Registration No. 02813S

**E. Madhusudan Reddy**  
Partner  
Membership No. 202308

INDIAN INSTITUTE OF FOREIGN TRADE

BALANCE SHEET AS AT 31 MARCH 2019

(Amount : ₹)

Particulars	Schedule	31-03-2019	31-03-2018
<b>CAPITAL FUND AND LIABILITIES</b>			
Capital & General Funds	1	424,24,27,446	394,60,07,522
Earmarked / Endowment Funds	2	4,01,47,851	3,10,78,940
Current Liabilities & Provisions	3	37,92,66,232	26,91,91,878
<b>TOTAL</b>		<b>466,18,41,529</b>	<b>424,62,78,340</b>
<b>ASSETS</b>			
Fixed Assets	4	112,05,64,588	86,00,07,556
Investments in Earmarked Funds	5	4,01,47,851	3,10,78,940
Investments in Others	6	262,53,72,582	225,63,12,326
Current Assets, Loans, Advances, etc.	7	54,89,74,638	90,10,17,118
Interest Accrued on Investments	7A	32,67,81,870	19,78,62,400
<b>TOTAL</b>		<b>466,18,41,529</b>	<b>424,62,78,340</b>
Significant Accounting Policies	16		
Contingent Liabilities and Notes on Accounts	17		

As per our report of even date attached

For **RSM & Associates.**  
Chartered Accountants  
Firm Registration No. : 028135

sd/-  
**E. Madhusudhan Reddy**  
Partner  
Membership No. 202308

**Place:** New Delhi

**Dated:** 26 September 2019

For and 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 MARCH 2019

(Amount : ₹)

Particulars	Schedule	31-03-2019	31-03-2018
<b>A. INCOME</b>			
Income from Services	8	83,77,22,598	80,85,87,827
Grants (Revenue grant utilized during the year)	9	-	-
Grant - Centre for WTO Studies	9A	9,79,14,934	25,90,56,024
Income from CWS	9B	2,02,92,023	49,30,572
Fees / Subscriptions	10	18,925	34,863
Income from Royalty, Publications, etc.	11	3,17,549	2,68,966
Interest Earned	12	21,13,03,187	19,02,39,462
Other Income	13	1,10,59,114	1,08,91,601
Prior Period Income	13A	39,45,628	6,98,082
<b>TOTAL (A)</b>		<b>118,25,73,958</b>	<b>127,47,07,397</b>
<b>B. EXPENDITURE</b>			
Establishment Expenses	14	38,14,03,648	31,58,36,660
Other Administrative Expenses, etc.	15	28,65,41,119	25,44,17,341
Depreciation - (Corresponding to Schedule 4)	4	1,00,22,014	2,53,97,895
Prior-Period Items (Net)	15A	84,67,257	86,18,986
Expenses for Centre for WTO Studies	15B	19,62,34,078	14,05,73,568
<b>TOTAL (B)</b>		<b>88,26,68,116</b>	<b>74,48,44,450</b>
<b>Balance being excess of Income over Expenditure (A-B)</b>		<b>29,99,05,842</b>	<b>52,98,62,947</b>

As per our report of even date attached

For **RSM & Associates.**  
Chartered Accountants  
Firm Registration No. : 02813S

*sd/-*  
**E. Madhusudhan Reddy**  
Partner  
Membership No. 202308

**Place:** New Delhi  
**Dated:** 26 September 2019

For and 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 MARCH 2019

(Amount : ₹)

Receipts	31-03-2019	31-03-2018	Payments	31-03-2019	31-03-2018
<b>I. Opening Balances</b>			<b>I. Expenses</b>		
(a) Cash and Stamps in Hand	2,537.00	321.00	(a) Establishment Expenses	182,825,059.00	262,166,554.00
(b) Bank Deposits			(b) Administrative Expenses	105,963,086.08	433,262,319.86
(i) Current Account	122,406,618.53	10,419,990.06	<b>II. Investments and Deposits made</b>		
(ii) Deposit Account (STD)	510,562,465.00	358,361,412.00	Out of own Funds		
(iii) Saving Bank	20,151,176.18	15,382,701.00	(a) (Investments - Others)	787,775,000.00	843,425,000.00
<b>II. Grants Received</b>			<b>III. Expenditure on Fixed Assets &amp; Capital Work-in-Progress</b>		
(a) From Government of India	96,205,000.00	142,700,000.00	(a) Purchase of Fixed Assets	146,543,281.00	7,337,935.00
<b>III. Income on Investments from</b>			<b>IV. Other Payments</b>	710,494,445.00	101,285,060.87
(a) Earmarked/Endowment Funds	-	84,658,598.00	<b>V. Closing Balances</b>		
<b>IV. Interest Received</b>			(a) Cash & Stamps in Hand	12,726.00	2,537.00
(a) On Bank Deposits	144,975,041.00	101,944,081.49	(b) Bank Balances		
(b) Loans, Advances, etc.	-	1,344,615.00	(i) Current Account	4,191,988.24	122,406,618.53
<b>V. Other Income</b>			(ii) Deposit Account (STD)	231,068,863.27	510,562,465.00
(a) Market Survey / Seminar Fee, Training Fee / Property Income	1,015,525,481.00	959,150,881.05	(iii) Saving Bank	112,565,888.12	20,151,176.18
<b>VI. Other Receipts</b>			<b>TOTAL</b>	<b>2,281,440,336.71</b>	<b>2,300,599,666.44</b>
(a) Maturity of FD	337,535,684.00	518,343,639.00			
(b) Miscellaneous	34,076,334.00	108,293,427.84			
<b>VII. Sale of Fixed Assets</b>	-	-			
<b>TOTAL</b>	<b>2,281,440,336.71</b>	<b>2,300,599,666.44</b>			

As per our report of even date attached

For **RSM & Associates.**  
Chartered Accountants  
Firm Registration No. : 02813S

sd/-  
**E. Madhusudhan Reddy**  
Partner  
Membership No. 202308

Place: New Delhi

Dated: 26 September 2019

For and 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 MARCH 2019

#### SCHEDULE: -1 CAPITAL, CORPUS FUND & OTHER FUNDS

(Amount : ₹)

Particulars	31-03-2019		31-03-2018	
<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		60,86,93,065	
Add: Additions during the year	-		-	
Add: Adjustments	-	60,86,93,065	-	60,86,93,065
Capital Grant for setting up MSME Shimla	1,88,00,000		1,88,00,000	
Add: Additions during the year	-	1,88,00,000	-	1,88,00,000
Grant for setting up of IAIPT (Uganda)		42,50,000		42,50,000
Balance of other grants as at beginning of the year	19,13,59,678		21,30,14,656	
Less: Transferred to Gratuity Reserve Fund /Leave Encashment Reserve Fund	3,79,44,568		2,16,54,978	
Balance of other grants as at the end of the year		15,34,15,110		19,13,59,678
<b>Donated Asset Fund</b>				
Donated Assets Opening Balance	10,998		-	-
Add: Transferred to Donated Assets Fund		10,998	10,998	10,998
Less: Depreciation				
<b>Permanent Membership</b>				
Permanent Membership Opening Balance	1,22,70,394		1,22,70,398	
Add: Interest (less adjustments)	-	1,22,70,394	-	1,22,70,398
<b>B. GENERAL FUND</b>				
Balance as at the beginning of the year	256,16,68,432		202,75,89,002	
Add: Balance of net income transferred from Income & Expenditure Account	29,99,05,842		52,98,62,949	
Add: Trfd. to Corpus Fund - Prior Period Adjustment	-10,000,000.		42,16,481	
Less/Add: Transferred to Pension Corpus	-	285,15,74,274	-	256,16,68,432
<b>C. Gratuity Reserve Fund</b>		7,74,99,600		7,48,89,768
<b>D. Leave Encashment Reserve Fund</b>		5,34,42,623		1,81,07,887
<b>E. Pension Corpus</b>		1,02,83,313		37,69,227
<b>TOTAL</b>		<b>424,24,27,446</b>		<b>394,60,07,522</b>

#### SCHEDULE 1A : INTERUNIT BALANCE

(Amount : ₹)

Particulars	31-03-2019	31-03-2018
Interunit Payable	13,64,45,680	2,11,83,663
Interunit Receivable	13,64,45,680	2,11,83,663
<b>TOTAL</b>	-	-

INDIAN INSTITUTE OF FOREIGN TRADE

SCHEDULES FORMING PART OF THE BALANCE SHEET  
AS AT 31 MARCH 2019

SCHEDULE 2 – EARMARKED / ENDOWMENT FUNDS

(Amount : ₹)

Funds	(a) Opening Balance of the Funds (as at 01-04-2018)	(b) Additions to the funds during 2018-19		Total (a+b)	(c) Utilisation/ Expenditure towards objectives of funds		Prior Period Adjustments (d)	Net Balance at end of the year (a+b+c+d)	Previous Year
		(i) Income from investments made on account of funds	(ii) Other additions		Revenue	Expenditure			
<b>Endowment for Awards</b>									
AK Sengupta Award	9,892	663	-	10,555				10,555	9,892
BM Ghai Award	35,465	2,376	-	37,841				37,841	35,465
Dun & Brad Street Award	3,274	219	-	3,493				3,493	3,274
Rangaswamy Award	11,722	785	-	12,507				12,507	11,722
Srinivas Iyenger Award	15,109	1,012	-	16,121				16,121	15,109
<b>Endowment for Chairs</b>									
APEDA Chair	55,24,563	3,70,146	-	58,94,709				58,94,709	55,24,563
EDI Chair VSNL	93,73,667	6,28,036	-	1,00,01,703				1,00,01,703	93,73,667
EDI Chair Balmer-Lawrie	20,72,251	1,38,841	-	22,11,092				22,11,092	20,72,251
STC Chair	62,54,859	4,19,076	-	66,73,935				66,73,935	62,54,859
<b>Scholarship Funds</b>									
Scholarship Receipt A/c	10,50,782	70,402	-	11,21,184				11,21,184	10,50,782
Sumitra Chishti Award	60,092	4,026	-	64,118				64,118	60,092
Ornate Solar		17,622	5,00,000	5,17,622				5,17,622	-
<b>Other Funds</b>									
MMTC Corpus	55,87,697	3,74,376	-	59,62,073				59,62,073	55,87,697
ECGC Chair	-	4,69,000	70,00,000					64,69,000	-
PEC Corpus	10,79,567	72,331	-	11,51,898				11,51,898	10,79,567
<b>TOTAL FY 2018-19</b>	<b>3,10,78,940</b>	<b>25,68,911</b>	<b>75,00,000</b>	<b>3,36,78,851</b>	<b>10,00,000</b>		<b>-</b>	<b>4,01,47,851</b>	<b>3,10,78,940</b>

## INDIAN INSTITUTE OF FOREIGN TRADE

### SCHEDULES FORMING PART OF THE BALANCE SHEET AS AT 31 MARCH 2019

#### SCHEDULE: -3 CURRENT LIABILITIES AND PROVISIONS

(Amount : ₹)

Particulars	31-03-2019		31-03-2018	
<b>A. CURRENT LIABILITIES</b>				
1. Sundry Creditors (Including Contingent Liability 9.28 cr)		10,33,43,011		12,51,413
2. Payable to Employees		2,71,55,747		1,82,13,173
3. Advances Received		3,31,742		1,41,697
3A. Advances Received from Students		15,74,500		15,74,502
4. Security Deposit / Retention Money		2,54,46,939		3,87,14,478
5. Stale Cheques				
(a) Outstanding for a Period Above 12 Months	2,71,377		2,71,377	
(b) Outstanding for a Period Below 12 Months	34,40,328	37,11,705	-	2,71,377
6. Funds				
(a) IIFT Alumni Fund	-3,203,657		1,09,33,734	
(b) IMF Fund (Receivable)	-3,322,628	-6,526,285	-6,876,311	40,57,423
7. Other Current Liabilities				
(a) Other Current Liabilities	3,92,32,821		6,85,24,137	
(b) Grant Brought Forward	33,18,565		33,18,565	
(c) Scholarships	36,33,830		40,30,470	
(d) Statutory Dues	52,24,334	5,14,09,550	38,43,496	7,97,16,668
<b>TOTAL (A)</b>		<b>20,64,46,909</b>		<b>14,39,40,731</b>
<b>B. PROVISIONS</b>				
1. Gratuity		7,74,99,600		7,48,89,768
2. Accumulated Leave Encashment		5,34,42,623		1,81,07,887
3. Bonus		6,57,987		5,11,192
4. Other Provisions		4,12,19,113		3,17,42,300
<b>TOTAL (B)</b>		<b>17,28,19,323</b>		<b>12,52,51,147</b>
<b>TOTAL (A+B)</b>		<b>37,92,66,232</b>		<b>26,91,91,878</b>

INDIAN INSTITUTE OF FOREIGN TRADE

SCHEDULES FORMING PART OF THE BALANCE SHEET

AS AT 31 MARCH 2019

SCHEDULE: 4 FIXED ASSETS

Particulars	Rate of Depreciation	GROSS BLOCK			
		As on 01.04.2018	Additions	Adjustments	As on 31.03.2019
<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	1,05,00,000	-	28,33,33,725
(c) Leasehold – Kolkata Campus		1			1
<b>2. Building</b>					
(a) Leasehold	1.58%	15,53,31,161	-		15,53,31,161
(b) Capital Work in Progress		35,93,08,114	14,44,81,464		50,37,89,578
(c) Leasehold (NAFED)		-	8,18,91,006		8,18,91,006
<b>3. Furniture &amp; Fixtures</b>					
Electrical Equipment, Tape Recorders & Accessories, Audio-Visual Equipment	9.50%	10,43,80,780	72,38,436		11,16,19,216
<b>4. Vehicles</b>	9.50%	13,47,718	-		13,47,718
<b>5. Office Equipment, Typewriters</b>					
Duplicators, Airconditioners, Transformers & Water Coolers	9.50%	3,38,15,332	14,46,478		3,52,61,810
<b>6. Computer Hardware</b>	25%	12,40,45,379	51,06,664		12,91,52,043
<b>7. Books</b>	33.33%	3,19,89,032	21,54,408	-5,000	3,41,38,440
<b>8. Gym Equipments</b>	9.50%	7,14,900	23,460		7,38,360
<b>9. Solar Penal</b>	1.58%		1,77,42,128		1,77,42,128
<b>10. Kitchen Equipments (Kolkata)</b>					
<b>11. Wings of Wisdom</b>					
<b>TOTAL (A)</b>		<b>111,15,04,704</b>	<b>27,05,84,044</b>	<b>(5,000.00)</b>	<b>138,20,83,748</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	9.50%	5,68,982	-	-	5,68,982
(ii) Audio-Visual Equipment and Micro Fiche Reader	9.50%	8,97,520	-	-	8,97,520
<b>(b) Donated Assets Fund</b>					
(i) Computers	25%	21,36,508	-	-	21,36,508
(ii) Fountain & Saraswati Idol	9.50%	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>111,51,84,714</b>	<b>27,05,84,044</b>	<b>(5,000.00)</b>	<b>138,57,63,758</b>



(Amount : ₹)

DEPRECIATION					NET BLOCK	
Up to 31.03.2018	Deductions	For the year	Adjustments	Up to 31.03.2019	As on 31.03.2019	As on 01.04.2018
-				-	2,77,38,561	1,85,58,090
-				-	28,33,33,725	28,20,14,192
-				-	1	3
			-	-		
9,35,99,966		5,70,534		9,41,70,500	6,11,60,661	6,17,31,195
-82,934,199		48,047		-82,886,152	58,66,75,730	44,22,42,313
-				-	8,18,91,006	-
7,26,21,371		32,73,676		7,58,95,047	3,57,24,169	3,17,59,409
6,32,541		1,25,165		7,57,706	5,90,012	7,15,177
2,04,88,267		17,35,076		2,22,23,344	1,30,38,466	1,40,41,965
11,97,50,251		24,91,449		12,22,41,700	69,10,343	42,95,128
2,90,47,289		13,56,934		3,04,04,223	37,34,217	29,41,743
		69,030		69,030	6,69,330	
-		2,80,326		2,80,326	1,74,61,802	
-636,548		71,777		-564,771	5,64,771	6,36,548
-1,071,793		-	-	-1,071,793	10,71,793	10,71,793
<b>25,14,97,145</b>	-	<b>1,00,22,014</b>	-	<b>26,15,19,159</b>	<b>112,05,64,588</b>	<b>86,00,07,556</b>
5,68,982		-		5,68,982	-	-
8,97,520		-		8,97,520	-	-
21,36,508		-		21,36,508	-	-
76,983		-		76,983	-	-
<b>36,79,993</b>	-	-	-	<b>36,79,993</b>	-	-
25,51,77,138	-	1,00,22,014	-	26,51,99,152	112,05,64,588	86,00,07,556

INDIAN INSTITUTE OF FOREIGN TRADE

SCHEDULES FORMING PART OF THE BALANCE SHEET  
AS AT 31 MARCH 2019

SCHEDULE: -5 INVESTMENTS IN EARMARKED / ENDOWMENT FUNDS

(Amount : ₹)

Particulars	31-03-2019	31-03-2018
A. Earmarked / Endowment Funds	4,01,47,851	3,10,78,940
<b>TOTAL</b>	<b>4,01,47,851</b>	<b>3,10,78,940</b>

SCHEDULE: -6 INVESTMENTS-OTHERS

(Amount : ₹)

Particulars	31-03-2019	31-03-2018
A. Corpus		
(a) in Fixed Deposits - Corpus	137,24,28,374	141,79,33,887
(b) in RIP Accounts	-	-
B. Gratuity Reserve Fund	7,74,99,600	7,48,89,768
C. Leave Encashment Reserve Fund	5,34,42,623	1,81,07,887
D. Pension / Bonus Corpus	1,02,83,313	37,69,227
E. Income Tax Purposes	111,17,18,672	74,16,11,557
<b>TOTAL</b>	<b>262,53,72,582</b>	<b>225,63,12,326</b>

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

(Amount : ₹)

Particulars	31-03-2019	31-03-2018
1. On Long Term Investments	32,67,81,870	19,78,62,400
2. On Short Term Investments	-	-
<b>TOTAL</b>	<b>32,67,81,870</b>	<b>19,78,62,400</b>

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

## INDIAN INSTITUTE OF FOREIGN TRADE

### SCHEDULES FORMING PART OF THE BALANCE SHEET AS AT 31 MARCH 2019

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

(Amount : ₹)

Particulars	31-03-2019		31-03-2018	
<b>A. CURRENT ASSETS</b>				
1. Inventories:				
(a) Stock of Stationery / Computer Consumables, etc. (At cost as certified by the Management)		26,20,976		26,20,976
2. Sundry Debtors:				
(a) Debts outstanding for a period exceeding 6 months	3,45,38,942		2,23,40,610	
Less: Provision for doubtful debts	24,00,046		24,00,046	
	3,21,38,896		1,99,40,564	
(b) Debts outstanding for a period less than 6 months	61,01,431		1,23,12,931	
(c) Receivable from Students	7,26,500	3,89,66,827	21,26,500	3,43,79,995
3. Cash & Stamps in Hand (Incl. Cash Imprests)		1,66,606		1,81,974
4. Bank Balances:				
(a) With Scheduled Banks:				
- Current Account (Indian Bank)	-2,476,375		31,76,829	
- Short Term Deposits (Sweep Account)	22,87,05,415		51,19,39,929	
- Other Bank Accounts	11,87,22,127	34,49,51,167	13,80,03,501	65,31,20,259
5. 6th Pay Commission Arrear		3,63,98,473		3,63,98,473
<b>TOTAL (A)</b>		<b>42,31,04,049</b>		<b>72,67,01,677</b>
<b>B. LOANS, ADVANCES AND OTHER ASSETS</b>				
1. Loans:				
(a) Staff (incl. staff advances)		1,55,86,025		1,66,98,164
2. Advances and other amounts recoverable in cash or in kind or for value to be received:				
(a) Prepayments	1,78,28,818		1,27,33,561	
(b) Others (incl. Earnest Money / Security Deposits)	3,86,87,418		10,32,91,785	
(c) Stale Cheques		5,65,16,236	-	11,60,25,346
3. Tax Deducted at Source		5,37,68,328		4,15,91,931
<b>TOTAL (B)</b>		<b>12,58,70,589</b>		<b>17,43,15,441</b>
<b>TOTAL (A+B)</b>		<b>54,89,74,638</b>		<b>90,10,17,118</b>

## INDIAN INSTITUTE OF FOREIGN TRADE

**SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT  
FOR THE YEAR ENDED ON 31 MARCH 2019**

**SCHEDULE: -8 INCOME FROM SERVICES****(Amount : ₹)**

Particulars	31-03-2019	31-03-2018
1. Income from Services		
(a) Maintenance Services (Equipment / Property)	10,11,165	20,21,208
(b) Training / Research Programmes	83,67,11,433	80,65,66,619
<b>TOTAL</b>	<b>83,77,22,598</b>	<b>80,85,87,827</b>

**SCHEDULE 9 : GRANTS****(Amount : ₹)**

Particulars	31-03-2019	31-03-2018
1. Capacity Building Programme for African Nationals B/F	-	33,18,565
Add: Received during the year	-	-
	-	33,18,565
Less: Expenditure on Programmes (B)	-	-
Carry Forward to next year (C)	-	33,18,565
2. Setting up of MSME Shimla Campus	-	
B/F from Previous year	-	-
Add: Received during the year	-	-
	-	-
Less: Adjustments	-	-
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

**SCHEDULE 9A : GRANTS FOR CENTRE FOR WTO STUDIES****(Amount : ₹)**

Particulars	31-03-2019	31-03-2018
1. Grants received for Activities of the Centre	9,79,14,934	25,90,56,024
<b>TOTAL</b>	<b>9,79,14,934</b>	<b>25,90,56,024</b>

**SCHEDULE 9B : WTO INCOME****(Amount : ₹)**

Particulars	31-03-2019	31-03-2018
1. Income Received during the Year	2,02,92,023	49,30,572
2. WTO Manpower Services	-	-
<b>TOTAL</b>	<b>2,02,92,023</b>	<b>49,30,572</b>

**SCHEDULE 10 : SUBSCRIPTIONS****(Amount : ₹)**

Particulars	31-03-2019	31-03-2018
1. Annual Subscriptions	18,925	34,863
<b>TOTAL</b>	<b>18,925</b>	<b>34,863</b>



## INDIAN INSTITUTE OF FOREIGN TRADE

### SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON 31 MARCH 2019

#### SCHEDULE 11 : INCOME FROM PUBLICATIONS

(Amount : ₹)

Particulars	31-03-2019	31-03-2018
1. Income from Publications	3,17,549	2,68,966
<b>TOTAL</b>	<b>3,17,549</b>	<b>2,68,966</b>

#### SCHEDULE 12 : INTEREST EARNED

(Amount : ₹)

Particulars	31-03-2019	31-03-2018
1. On Term Deposits:		
(a) With Scheduled Banks	20,73,99,062	18,89,72,886
2. On Savings Bank A/c	38,97,990	12,09,591
3. On Loans:		
(a) Employees / Staff	6,135	56,985
<b>TOTAL</b>	<b>21,13,03,187</b>	<b>19,02,39,462</b>

#### SCHEDULE 13 : OTHER INCOMES

(Amount : ₹)

Particulars	31-03-2019	31-03-2018
1. Miscellaneous Income	1,10,59,114	1,08,91,601
<b>TOTAL</b>	<b>1,10,59,114</b>	<b>1,08,91,601</b>

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

#### SCHEDULE 13A : PRIOR PERIOD ITEMS

(Amount : ₹)

Particulars	31-03-2019	31-03-2018
1. Programme Fee	—	6,98,082
2. Miscellaneous Incomes	72,00,000	—
3. Miscellaneous Prior Period Debits	-3,254,372	—
<b>TOTAL</b>	<b>39,45,628</b>	<b>6,98,082</b>

#### SCHEDULE 14 : ESTABLISHMENT EXPENSES

(Amount : ₹)

Particulars	31-03-2019	31-03-2018
1 Salaries, Allowances & Wages	29,14,13,215	24,49,47,735
2 Contribution to Provident Fund	32,19,876	44,95,149
3 Contribution to NPS	11,76,433	
4 Staff Welfare Expenses	1,41,25,919	97,73,253
5 Expenses on Employees Retirement & Terminal Benefits	4,74,78,980	2,64,60,564
6 Others (Wages to Contractual Employees & Others)	2,39,89,225	2,57,15,440
7 Salary Arrears	-	44,44,519
<b>TOTAL</b>	<b>38,14,03,648</b>	<b>31,58,36,660</b>

INDIAN INSTITUTE OF FOREIGN TRADE

**SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT  
FOR THE YEAR ENDED ON 31 MARCH 2019**

**SCHEDULE: -15 OTHER ADMINISTRATIVE EXPENSES, ETC.**

(Amount : ₹)

Particulars	31-03-2019	31-03-2018
1 Advertisement and Publicity	11,12,978	14,57,633
2 Auditors Remuneration	86,297	4,00,811
3 Bank and Insurance Charges	6,42,809	3,03,111
4 Computer & Networking Exp.	1,20,55,896	97,93,059
5 Electricity and Power	2,96,57,605	3,31,94,930
6 Expenses on Security & Housekeeping	2,95,88,781	2,78,64,003
7 Expenses on Seminar / Workshops / Programmes	11,45,49,254	12,18,43,798
8 GST Expenses	-	-
9 Losses/(Gains) for Forex	3,58,528	1,55,912
10 Guest House General & Maintenance Exp.	1,97,372	6,910
11 Legal / Consultancy Fees	15,37,353	5,29,483
12 Library Expenses	2,88,32,691	2,20,31,222
13 Postage, Telephone and Communication Expenses	6,05,728	5,46,932
14 Printing and Stationery	24,81,754	24,73,001
15 Rent, Rates and Taxes	1,87,03,141	87,44,998
16 Repairs and Maintenance	1,66,03,060	1,47,69,907
17 Subscription Expenses (Publication Expenses)	1,64,773	88,059
18 Travelling and Conveyance Expenses	6,73,871	11,38,957
19 Vehicle Running and Maintenance	6,31,082	9,34,271
20 Miscellaneous Expenses/Charges	1,80,657	43,511
21 Other Admin Expenses(Punitive Charges Released 1.63 cr)	2,78,77,489	80,96,833
<b>TOTAL</b>	<b>28,65,41,119</b>	<b>25,44,17,341</b>

**SCHEDULE 15A : PRIOR PERIOD ITEMS (NET)**

(Amount : ₹)

Particulars	31-03-2019	31-03-2018
1 Salary & Staff Welfare Expenses		-
2 Programmes Expenses		-
3 Repair & Maintenance		-
4 Rent Rates & Taxes	-	-
5 Printing & Stationary Expenses		-
6 Postage & Telegram Expenses		-
7 Legal & Consultancy Charges		-
8 Miscellaneous Prior Period Credits		77,66,796
9 Miscellaneous Prior Period Debits	84,67,257	-
10 Publication/Subscriptions		-
11 Accrued Interest		-
12 Miscellaneous Expenses		8,52,190
13 Programme Fee		-
14 Miscellaneous Incomes		-
15 Prior Period Expenditure		-
<b>TOTAL</b>	<b>84,67,257</b>	<b>86,18,986</b>

## INDIAN INSTITUTE OF FOREIGN TRADE

### SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON 31 MARCH 2019

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

(Amount : ₹)

Particulars	31-03-2019	31-03-2018
1 Salaries & Wages	7,20,93,704	3,43,47,248
2 General Expenses	2,64,65,174	1,06,95,381
3 Subscription Expenses	1,50,022	-
4 Seminars / Workshops / Conferences, etc.	4,31,40,353	4,75,66,549
5 Lease Rent	3,58,57,083	3,22,52,160
6 Wages to Contractual Employees	1,03,04,348	1,40,97,537
7 Maintenance of India Trade Portal (WTO)	-	-
8 Prior Period Expenses (WTO)	11,44,490	41,774
9 Other WTO Expenses	70,78,904	15,72,919
<b>TOTAL</b>	<b>19,62,34,078</b>	<b>14,05,73,568</b>

INDIAN INSTITUTE OF FOREIGN TRADE  
**SCHEDULES FORMING PART OF THE BALANCE SHEET**  
AS AT 31 MARCH 2019

**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 on 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 an 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 @ 1.58% on Straight Line 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.	9.50%
(ii) Typewriters, Duplicators, Air-conditioners	9.50%
(iii) Motor Cars, Scooters, & Cycles	9.50%
(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, STATIONARY, ETC.**

Stocks of Books, Stationary, 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 31 MARCH 2019

#### SCHEDULE 17: NOTES TO ACCOUNTS

- I. Contract for construction of Kolkata Campus was awarded for an amount of ₹133.57 crores for main work. As per "Schedule of Payments" agreed with contractor the payments have been released in a phased manner deepening upon completion on its stages and based on the recommendation of the Project Management Consultant (PMC) on the submission of running account bills. The case is under arbitration and a liability of ₹9.28 crores has been created in current liability.
- II. Provision for Gratuity Liability amounting ₹26,09,832/- (Accumulating to ₹7,74,99,600/-, previous year ₹7,48,89,768/-) provided during the year. Gratuity paid of ₹60,95,694/- paid during the year has been adjusted against opening provision.
- III. Provision for Accumulated Leaves Encashment benefits to the employees to the extent of ₹3,53,34,736/- (Accumulating to ₹5,34,42,623/-, previous year ₹1,81,07,887/-) has been provided during the year. Leave Encashment benefits of ₹34,38,718/- 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 ₹5,11,192/- has been made for bonus for the year 2018-19. Bonus pertaining to 2017-18 amounting ₹4,82,984/- has been paid during the year.
- VI. The Management has stated balances related to fixed asset as at 31-3-2019 which are:  
  
Gross Block of Fixed Assets amounting to ₹138.57 Crore, Accumulated Depreciation amounting to ₹26.15 Crore, Net Block of Assets amounting to ₹112.06 Crore and depreciation for the financial year 2018-19 is amounting to ₹1.00 Crore.  
  
The BOM had approved a new Fixed Assets Policy for the Institute in the year 2017-18. Accordingly, the FAR of the Institute has been duly reconstructed w.e.f. FY 2012-13 till 31st March 2019.
- VII. Depreciation of ₹1,00,22,013/- during the year for own assets is given at Schedule-4 to Balance Sheet which includes depreciation of ₹11,98,735/- charged on assets of centre for WTO Studies which has been accounted for in the expenditure of the Centre under Schedule-15B. Balance of ₹88,23,278/- has been accounted for as expenditure of the Institute in the Income & Expenditure Statement.
- VIII. 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 ₹63,92,071/-, advances to staff and parties amounting ₹3,27,23,467/- (some of which are pertaining to previous years, even before 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 ₹5,41,811/- (pertaining to previous years, upto 2009-10), creditors amounting ₹2,97,598/- (pertaining to previous years, upto 2009-10).
- IX. 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.
- X. In the opinion of the Institute, the provision for all known liabilities including depreciation has been made and is adequate.
- XI. 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.

XII. The Financials results include Income & Expenditure of Kolkata Centre of the Institute for 2018-19 as below:

		( ₹ In crores)	
S. No.	Particulars	2018-19	2017-18
1.	<b>Income</b>	<b>26.19</b>	<b>24.31</b>
2.	Expenditure (before Depreciation)	13.98	12.50
3.	Depreciation (proportionate)	0.24	0.09
4.	<b>Total Expenditure</b>	<b>14.22</b>	<b>12.59</b>
5.	<b>Surplus</b>	<b>11.97</b>	<b>11.72</b>

- XIII. 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.
- XIV. 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. And additional provision of ₹1,00,00,000/- was made out of corpus Fund as in the FY 2018-19 to meet the future liability. The opening balance of the fund was ₹37,69,227/- and Pension payment of ₹50,77,415/- has been released during the year. As on 31.03.2019, the corpus stands at ₹1,02,83,313/-.
- XV. The Nomenclature of "Corpus Fund" has been changed to "General Fund" from the FY 2018-19 in accordance with applicable laws.
- XVI. The "Capital Work in Progress" grouping has been changed under the heading "Building" in Fixed assets Register for the FY 2018-19.
- XVII. Previous year's figures have been regrouped or rearranged wherever necessary.
- XVIII. The figures given in the Receipts & Payments Account, Income & Expenditure Account and Balance Sheet are rounded off to the nearest rupee.
- XIX. Clauses I to XVIII form an integral part of accounts and have been duly authenticated.

As per our report of even date attached

For **RSM & Associates.**  
Chartered Accountants  
Firm Registration No. : 02813S

sd/-

**E. Madhusudhan Reddy**  
Partner  
Membership No. 202308

For and on behalf of Indian Institute of Foreign Trade

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

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

Place: New Delhi

Dated: 26 September 2019

# IIFT Faculty

(as on date of publication)

Name	Qualification	Specialization
<b>Director</b>		
<b>Pant, Prof. Manoj</b>	M.A. (Economics) Ph.D. (Southern Methodist University, USA)	International Trade Theory, International Investment and Finance, Development Economics.
<b>ECGC Chair Professor</b>		
<b>Sen, Dr. Partha</b>	M.A. (Economics) MSocSci Economics Ph.D., London School of Economics, University of London	Economics
<b>Distinguished Professor</b>		
<b>Marjit, Dr. Sugata</b>	M.A. (Economics), University of Rochester Ph.D. (Eco), University of Rochester	
<b>Dean Administration (Academics)</b>		
<b>Katti, Dr. (Mrs.) Vijaya</b>	M.A. (Economics), Ph.D., Post Doctoral Research	India's Trade with SAARC, Indo-Nepal Economic Relations, WTO, RTAs & Related Issues, Global Business Environment, India in World Economy and Trade Policy related Issues.
<b>Chairperson/Head of Divisions</b>		
<b>Bhatia, Dr. (Mrs.) Satinder</b>	M.Com. M.Phil. (Organization Behaviour), Ph.D. (Financial Management) PMP (Project Management Professional)	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>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 and Business Planning, Organizational Restructuring, Cluster Development and Strategies, Management of TPOs and State Enterprises and allied areas.
<b>Shanker, Dr. Ravi</b>	M.Sc., M.B.A., Ph.D.	Marketing of Services, Marketing Management and Strategy, Distribution Management, Managerial Communication.



Name	Qualification	Specialization
<b>Bhattacharyya, Dr. Ranajoy</b>	M.Sc. (Eco), M.Phil. (Eco), Ph.D. (Eco)	International Economics, Environment Economics.
<b>Kapil, Dr. Sheeba</b>	M.B.A. (Finance), Ph.D., UGC-NET	Financial Management, Mergers & Acquisition, Business Valuation, Investment Analysis and Appraisal.
<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>Singh, Dr. Ram</b>	M.B.A., PGDIBO, Ph.D. MGG (Germany)	International Trade Operations and Logistics.

#### Professors/Consultants at the Level of Professor

<b>Seth, Dr. Nitin</b>	M.Tech (Production IIT Delhi), M.E. (Industrial Engg. & Management), Ph.D. (IIT Delhi), Post Doctoral (Germany) B.E. (Mechanical)	Operations Management, Service Operations, Supply Chain Management, Total Quality Management, Project Management.
<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, Arizona, US)	Brand Management, Consumer Behaviour, Marketing Communication.
<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 Analytics.
<b>Datta, Dr. Radhika Prosad</b>	M.Sc. (IIT), M.S. (Colorado State University), Ph.D. (University of Texas at Arlington) B.Stat. (ISI)	Management Information Systems, Data Mining (including Privacy Preserving Data Mining), Fractals and Scaling in Complex Systems.
<b>Dutta, Dr. Gautam Kumar</b>	M.B.A., Ph.D. (IIT), GCPCL (Harvard), B.E. (Mechanical)	Marketing & Entrepreneurship.

Name	Qualification	Specialization
<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>Mehtani, Dr. Rohit</b>	M.B.A. Industrial Management (NPC), M.S. (BITS Pilani), M.B.A. Industrial Management (Deakin University/Australia), PGP International Business (IIM Calcutta), PGP International Trade (IIFT Delhi), M.A. Public Administration & M.A. Global Political Economy (University of Hull, England/British Chevening Scholar), Ph.D. International Studies (ATWS) B.S. (Hindu College, Delhi University)	International Political Economy & Economic Diplomacy, International Business Negotiations, International Business Strategy & Corporate Diplomacy, 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), MGG (Germany), Ph.D. (Jamia Millia Islamia University)	Marketing, Information System & Project Management, Research Methods, Decision Modeling.
<b>Sinha, Dr. Deepankar</b>	M.Sc. (Physics-Electronics), NIT, Rourkela; Diploma in Computer Sciences, ACL; Diploma in Operations Research (ORSI); M.B.A. (Finance), IGNOU; Ph.D. (Industrial & Systems Engineering) IIT, Kharagpur	International Logistics and Operations Management, MIS, BPR and Lean Implementation in Ports and Shipping, International Contract Management, Road Logistics Regulatory Matters, Railway Logistics.
<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.

Name	Qualification	Specialization
<b>Associate Professors/Consultants at the Level of Associate Professor</b>		
<b>Chakraborty, Dr. Debashis</b>	M.A. (Economics), M.Phil. (Economics), Ph.D.	International Trade, World Trade Organization and Indian Agriculture, Environmental Sustainability.
<b>Chatnani, Dr. Niti Nandini</b>	M.B.A., Ph.D. B.Sc.	Finance: Financial Management, Security Analysis and Portfolio Management, Commodity Trading and Price Risk Management, Supply Chain Finance.
<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.
<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>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>	M.A. (Econ., Gold Medalist), Ph.D. B.A. (Econ., Gold Medalist)	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>	M.A. (Economics), M.Phil. (Economics), Ph.D. (Economics) B.A. (Economics Hons.)	A. <i>Teaching</i> : India and World Economy, Macroeconomics, International Economics, Public Policy, Microfinance, Development Economics, Foreign Trade Policy. B. <i>Research</i> : Household Economics, Development Policy, Agriculture Economics, Drought Policy & Food Insecurity, Non-farm Sector, Microfinance, Trade & Development, Gender Issues, Skill & Employment.
<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>Sharma, Dr. R.P.</b>	M.A. (Geography), M.B.A., Ph.D.	Marketing Management, Marketing of Services, Sales Management.
<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>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.

Name	Qualification	Specialization
<b>Gupta, Dr. Himani</b>	M.Sc. (Statistics), M.Phil. (Statistics), Ph.D. (IIT Roorkee) FDP (IIM-A)	Statistics, Estimation Theory, Operations Research, Business Research Methods, Climate Change and Environment Sustainability Issues.
<b>Symss, Dr. Jacqueline</b>	M.Com. Ph.D., UGC-JRF	Financial and Managerial Accounting, Investment Banking, Management of Financial Services.
<b>Assistant Professors/Consultants at the Level of Assistant Professor</b>		
<b>Chand, Dr. Arya K. Srustidhar</b>	M.A. (Eco.), Ph.D (Eco.) B.Sc. (Physic)	Economic Theory, Financial Economics, Industrial Organization, Econometrics and Macroeconomics.
<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>Chawla, Dr. Ginni</b>	M.B.A. (Human Resource Management), Ph.D., UGC-NET & JRF	Industrial Relations, Talent Management, Innovative HR Practices.
<b>Ghosh, Dr. Papiya</b>	Ph.D., NET M.A. (Eco)	Economics of Networks, Law and Economics, Social Choice Theory, Applied Microeconomics.
<b>Ghosh, Dr. Triptendu Prakash</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. Ashish</b>	M.B.A. (Marketing) Ph.D., UGC-NET	Marketing Management, Consumer Behaviour, Advertising and Brand Management, Digital and Social Media Marketing.
<b>Kesharwani, Dr. Ankit</b>	M.B.A. (Marketing), Ph.D., UGC-NET	Digital Marketing, Customer Relationship Management, Marketing Research, Marketing Management.
<b>Maheshwari, Dr. Prateek</b>	M.B.A. (Marketing) Ph.D., UGC-NET Graduated in Mechanical Engineering	Marketing Management, Advertising and Promotion Management, Rural Marketing, Fundamentals of Management.
<b>Rana, Dr. Arunima</b>	M.B.A. (Marketing), Ph.D. (BITS Pilani), UGC-NET	Marketing Management, Brand Management, Modelling Consumer Behaviour, Digital Marketing.
<b>Siddiqui, Dr. Areej Aftab</b>	MIB, NET/JRF to UGC-NET, Certificate in Strategic Sourcing, Ph.D.	Trade Operations and Global Sourcing.
<b>Singh, Parul</b>	M.B.A. (HR, Marketing), NET & JRF (UGC) B.Tech. (Computer Sc.)	Information Technology and Marketing.



Name	Qualification	Specialization
<b>Tak, Dr. Preeti</b>	M.B.A. (Marketing) Ph.D., UGC-NET	Marketing Management, Marketing of Services, Consumer Behaviour, Sales and Distribution Management.
<b>Tuteja, Dr. Divya</b>	M.A. (Economics) Ph.D. (Economics) UGC-NET B.A. (H) Economics	Macroeconomics, Financial Markets, Monetary Theory, Econometrics and Forecasting, Development Economics.
<b>Verma, Dr. Sonu</b>	M.B.A. (Marketing, Gold Medalist), Ph.D. NET (UGC) in Management B.E. (Electronics)	Business Statistics, Business Research Methods, Marketing Research, Operations Management, Research Methodology, Supply Chain Management.
<b>Wadhwa Dr. Kavita</b>	Ph.D. (Finance), Ph.D. (Accounting), M.Phil. (Finance and Accounting), M.Com. (Finance and Accounting)	Financial Accounting, Management Accounting, Financial Statement Analysis, Financial Management, Portfolio Management and Mutual Funds, Financial Modeling using MS-Excel.
<b>Jaiswal Dr. Priyanka</b>	M.B.A. (Human Resource Management & Organizational Behaviour), Ph.D., B.Sc.	Human Resource Management & Organizational Behaviour.
<b>Mukherjee Dr. Tuheena</b>	Ph.D., M.A. (Psychology), NET (UGC) Psychology	Organizational Behaviour/ Human Resource Management.
<b>Chillakuri Dr. Bharat Kumar</b>	M.B.A. (HR & Marketing), Ph.D., NET (UGC)	Sustainability, Sustainability Reporting, CSR, Entrepreneurship, Human Capital, HR Transformation, International Business, Business Analysis, Trade, and Legal Issues in Business.
<b>Mondal Dr. Sanghita</b>	M.Phil (Economics), Ph.D., M.A. (Economics), B.A. (Economics)	Mathematical Economics, International Economics, Econometrics.
<b>Dey Dr. Oindrila</b>	M.A. (Economics), Ph.D., B.Sc. (Economics), NET (UGC)	Applied Microeconomic Theory, Game theory, Industrial Organization, Labour Economics, Experimental Economics, Transport Economics.
<b>Sharma, Dr. Naman</b>	M.B.A., UGC-NET, Ph.D. (Management)	General Management, Organizational Behaviour, Human Resource Management.

## Centre for WTO Studies

### Professor & Head

<b>Das, Abhijit</b>	M.Sc. (Physics)	Anti-Dumping, Subsidies, Safeguards, WTO Disputes, Agriculture, NAMA.
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Name	Qualification	Specialization
<b>Professors</b>		
<b>Bhatnagar, Mukesh</b>	M.B.A. B.Com. (Hons.)	Anti-Dumping, Subsidies, Safeguards, WTO Disputes, Multilateral Negotiations.
<b>Kallummall, Dr. Murali</b>	M.A. (Industrial Eco.), M.Phil (Industrial Eco.), Ph.D. (Economics)	Trade and Environment, Investment and Trade, WTO Negotiations on 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).
<b>Raina, Chandni</b>	M.A. (Economics), M.A. (Public Policy & Sustainable Development)	Intellectual Property Rights.

## Associate Professors/Consultant at the level of Associate Professor

<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.
<b>Singh, Shailja</b>	LL.M., LL.B. (Hons.), B.A.	WTO Disputes, other legal aspects relating to WTO, Investment & E-Commerce.
<b>Sharma, Dr. Sachin Kumar</b>	Ph.D. (Economics)	Trade and Development, Agriculture and WTO.

## Centre for Regional Trade

### Professor & Head

<b>Das, Dr. Ram Upendra</b>	M.A. (Economics), M.Phil. (Economics), Ph.D. (Economics)	International Trade and Development.
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### Consultant

<b>Singh, Swati Shukla</b>	M.A. (Economics), B.A. (Economics)	International Economics, Regional Integration, Intra-Industry Trade and Non-tariff Measures.
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## Centre for Trade & Investment Law

### Professor & Head

<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.
<b>Pradeep, Ms. Shiny</b>	LL.M., B.A.LL.B (Hons.)	
<b>Shekhar, Mr. Satwik</b>	LL.M., LL.B	

## 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 (Officiating)	011-39147306 / 39147307
<b>Sr. Administrative Officer</b>	Bhuwan Chandra (Officiating)	011-39147385
	Desh Raj (Officiating)	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. Prasanna Kumar (Officiating)	011-39147215
	Meenakshi Saxena (Officiating)	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 (Officiating)	011-39147225
	Karun Duggal	011-39147322
	Kavita Sharma	011-39147321
	Lalita Gupta	011-39147226
	Mohini Madan	011-39147223
	Rakesh Kumar Ojha (Officiating)	011-39147315
	Sumita Marwaha	011-39147221
<b>Hindi Officer</b>	Rajinder Prasad	011-39147248
<b>Assistant Finance Officer</b>	Shahid Anwar	033-24195700

## IIFT Support Services

(as on date of publication)

Designation	Name	Contact No.
<b>Head, Corporate Relations and Placement</b>	Shri Harkirat Singh	011-39147308
<b>Faculty Coordinator - Placement</b>	Dr. Tamanna Chaturvedi	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 Librarian</b>	Amita Anand	011-39147383
	Nirmla	011-39147383



## Guest Faculty

Name	Designation	Organization
Aditya Goel	Co-Founder	Love in Store
Alekh Tiwari	Director	KPMG
Aman Thakral	Business Head	Target International
Amardeep Singh	Finance Head	Lex Bolster Global LLP
Anil Sayal	Head	Nestle India
Anirban Chaudhari	Associate Professor	Great Lakes Institute of Management, Gurgaon
Anurag Mishra	Marketing Director	SMILE Foundation
Arjun Natarajan	Advocate	
Arvind Tiwari	CEO	Imperial Auto Industries Ltd.
Ashish Agarwal	Associate Professor	IGNOU
Ashok Advani	Professor	Jaipuria Institute of Management
Ashok Kapoor	Visiting Professor	
C.P. Joshi	Chairperson – MDP	Somaiya Institute, Mumbai
Deepak Pandit	Co-Founder	iSEED
Deepak Tandon	Professor	IMI
Gaurav Nagpal	Faculty, Ex-practioner	
Kartikay Malhotra	Manager – Start up	Samsung India Electronics Pvt. Ltd.
Kishore Chakraborty	VP	Meccan Erickson Ltd.
Krishnan Mohan	SR. Researcher	Kantar IMRB
M.P. Singh	Director	SMI, Dubai
Madhumita Kothari	Advocate	Supreme Court
Mainak Bag	Planning Director	Cheil India
Mayank Sapra	Advocate	Supreme Court
Mridula Mishra	Director	Espiral Edge Pvt. Ltd.
Ms. Puneeta Mathur	Adccocate	Supreme Court
N. Jena	Head – Logistics	
Neeti Shikha	Associate Professor	Symbiosis
Rahul Agnihotri	Director Consulting	
Rajat Batra	CEO	Sustent consulting Pvt. Ltd.
Rajiv Mohan Srivastava	Professor	IMI
Rohit Kumar	Assistant Professor	IIM Ranchi
S.K. Garg	Professor	DTU
Sanjay Gandhi	Founder	Kenhal
Sarabjit Singh Butalia	Training Consultant	VSHIPS(UK)
Sarita S. Pasricha	Partner	The life Improvement Academy
Sharad Narain	Visiting Faculty	NIFM
Vidya M Iyer	Associate Professor	FIIB, New Delhi
Vijay Bansal	Director	Spire Logistics
Vivek Sharma	Partner	LVC, Chartered Accountants

## Permanent Members

(as on 31.3.2019)

- |  |   |   |
|--|---|---|
| 1. A Sirkar & Co. (Jewellers)<br>Pvt. Ltd.<br>Kolkata                              | 17. Apparel Export Promotion<br>Council<br>New Delhi      | 34. Cotton Textile Export<br>Promotion Council<br>Mumbai                          |
| 2. Agri. & Processed Food<br>Products Export<br>Development Authority<br>New Delhi | 18. Adani Exports Ltd.<br>Ahmedabad                       | 35. Cashew Export Promotion<br>Council of India<br>Cochin                         |
| 3. All India Handicrafts Board<br>New Delhi  | 19. Ashok Leyland Ltd.<br>Chennai                         | 36. Ceat Tyres of India Ltd.<br>Mumbai  |
| 4. Allahabad Bank<br>Kolkata   | 20. B.T.X. Chemicals (P) Ltd.<br>Mumbai                   | 37. Chase Bright Steel Co. Ltd.<br>Mumbai   |
| 5. Allana Cold Storage Pvt. Ltd.<br>Mumbai   | 21. Bank of India<br>Mumbai                               | 38. Chartered Institute of<br>Transport in India<br>New Delhi                     |
| 6. Amaravathi Textiles<br>Karur  | 22. Bank of Madura Limited<br>Chennai                     | 39. Chillies Export House Ltd.<br>Virudhunagar                                    |
| 7. Amrutanjan Limited<br>Chennai   | 23. Bharat Electronics Limited<br>Bengaluru               | 40. Cimmco International<br>New Delhi   |
| 8. Anglo French Drug Co.<br>(Eastern) Ltd. Bengaluru                               | 24. Bharat Heavy Electricals<br>Ltd.<br>New Delhi         | 41. CMC Limited<br>New Delhi  |
| 9. Arvind Distillery &<br>Chemicals Ltd.<br>Chennai                                | 25. Bharat Heavy Plate &<br>Vessels Ltd.<br>Visakhapatnam | 42. CMS Institute of Foreign<br>Trade<br>Hyderabad                                |
| 10. Andhra Bank<br>Hyderabad   | 26. Bharat Motors<br>Chennai                              | 43. CAPEXIL<br>Kolkata  |
| 11. AIMIL Ltd.<br>New Delhi  | 27. Britannia Industries Ltd.<br>Bengaluru                | 44. Coffee Board<br>Bengaluru   |
| 12. Alleppey Company Ltd.<br>Alleppey  | 28. Brooke Bond India Ltd.<br>Bengaluru                   | 45. Coir Board<br>Kochi   |
| 13. Academy of Management<br>Studies<br>Dehradun                                   | 29. Balaji Distilleries Ltd.<br>Chennai                   | 46. Commerce & Export<br>Promotion Wing,<br>Govt. of Andhra Pradesh,<br>Hyderabad |
| 14. Amira Foods (I) Ltd.<br>New Delhi  | 30. Bird & Company Pvt. Ltd.<br>Kolkata                   | 47. Council for Leather Export<br>Chennai   |
| 15. AVIS International Ltd.<br>New Delhi   | 31. Bank of Baroda<br>New Delhi                           | 48. Camphor & Allied Products<br>Ltd.<br>New Delhi                                |
| 16. Alankar Global Pvt. Ltd.<br>New Delhi  | 32. Bombay Dyeing & Mfg.<br>Company Ltd.<br>Mumbai        |   |
|  | 33. Bharat Aluminium Co. Ltd.<br>New Delhi                |   |

- |   |  |   |
|---|--|---|
| 49. Carpet Export Promotion Council<br>New Delhi                                | 64. Engineers India Limited<br>New Delhi                               | 82. Groundnut Extractions Export Development Association<br>Mumbai            |
| 50. Crescent Engineering College<br>Chennai                                     | 65. Excel Industries Limited<br>Mumbai                                 | 83. Gujarat Alkalies & Chemicals Ltd.,<br>Baroda                              |
| 51. Directorate of Industries Govt. of Himachal Pradesh<br>Shimla               | 66. Export-Import Bank of India<br>New Delhi                           | 84. Guru Nanak Mercantile Co.<br>Jalandhar                                    |
| 52. Directorate of Industries Govt. of Madhya Pradesh<br>Bhopal                 | 67. Engineering Export Promotion Council,<br>New Delhi                 | 85. Gujarat International Trade Promotion Council<br>Gandhi Nagar             |
| 53. Directorate of Industries Govt. of Maharashtra<br>Mumbai                    | 68. Ess Gee International<br>New Delhi                                 | 86. Geekay Exim (I) Ltd.<br>Mumbai  |
| 54. Dr. Reddy's Laboratories Ltd.<br>Hyderabad                                  | 69. Eagle Flask Industries Pvt. Ltd.<br>Mumbai                         | 87. Gandhi Institute of Technology and Management (GITAM)<br>Visakhapatnam    |
| 55. Directorate of Export Promotion & Marketing<br>Govt. of Orissa, Bhubaneswar | 70. Escorts Limited<br>Faridabad                                       | 88. G. Premjee Limited<br>Bangkok   |
| 56. Directorate of Industries & Commerce Govt. of Karnataka,<br>Bengaluru       | 71. Federal Bank Limited<br>Alwaye                                     | 89. Gitanjali Exports Corp. Ltd.<br>Mumbai                                    |
| 57. Dhanalakshmi Weaving Works,<br>Cannanore (Kerala)                           | 72. Ferns Exports<br>Mumbai  | 90. Gem & Jewellery EPC<br>Mumbai   |
| 58. D.C.M. Limited<br>New Delhi   | 73. Food Corpn. of India<br>New Delhi                                  | 91. Gitanjali Gems Ltd.<br>Mumbai   |
| 59. Dun & Bradstreet Information Services India Ltd.<br>Mumbai                  | 74. Federation of Indian Chambers of Commerce & Industry,<br>New Delhi | 92. Haryana State Small Industries & Export Corporation Limited<br>Chandigarh |
| 60. Eastern Silk Industries Ltd.<br>Kolkata                                     | 75. Fertilizers & Chemicals (Travancore) Limited,<br>Cochin            | 93. H.M.T. (International) Ltd.<br>Bangalore                                  |
| 61. ECGC of India Limited<br>Mumbai   | 76. Ficom Organics Limited<br>Mumbai                                   | 94. Hero Cycles Pvt. Ltd.<br>Ludhiana   |
| 62. Electronics Corp. of India Ltd.<br>Hyderabad                                | 77. Foam Mattings (India) Ltd.<br>Alleppy                              | 95. H.P. State Small Industries & Export Corporation Ltd.<br>Shimla           |
| 63. Electronics Trade & Technology Development Corporation Ltd.,<br>New Delhi   | 78. G.S.T. Corporation<br>New Delhi                                    | 96. Hill Tiller & Company<br>Bengaluru  |
|   | 79. Geep Industrial Syndicate Ltd.<br>New Delhi                        | 97. Heavy Engineering Corpn. Ltd.<br>Ranchi                                   |
|   | 80. Greaves Cotton & Co. Ltd.<br>Mumbai                                | 98. Hindustan Organic Chemicals Ltd.,<br>Mumbai                               |
|   | 81. Grindwell Norton Limited<br>Mumbai                                 |   |

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| 99. Hindustan Lever Limited<br>Mumbai  | 116. Imkemex India Limited<br>Mumbai  | 132. Liberty Footwear Company<br>Karnal                           |
| 100. Hindustan Zinc Limited<br>Udaipur   | 117. Jindal Strips Ltd.<br>New Delhi  | 133. Maruti Udyog Limited<br>New Delhi                            |
| 101. Hyderabad Lamps Limited<br>Secunderabad   | 118. Jammu & Kashmir Bank<br>Ltd.<br>Srinagar   | 134. Mahindra & Mahindra<br>Limited<br>Mumbai                     |
| 102. IRCON International Ltd.<br>New Delhi   | 119. Jute Corporation of India<br>Ltd.<br>Kolkata                                       | 135. Mazagon Dock Ltd.<br>Mumbai                                  |
| 103. Indian Renewable Energy<br>Dev. Agency Ltd.,<br>New Delhi                           | 120. Kirloskar Oil Engines Ltd.<br>Pune   | 136. Magnum International<br>Trading Company Limited<br>New Delhi |
| 104. I.T.C. Limited<br>Kolkata   | 121. Kerala State Export Trade<br>Development Council<br>Trivandrum                     | 137. Mysore Coffee Curing<br>Works Ltd.<br>Chikmagalur            |
| 105. India Trade Promotion<br>Organization,<br>New Delhi                                 | 122. Kissan Products Limited<br>Bengaluru   | 138. Marine Products Export<br>Dev. Authority<br>Kochi            |
| 106. India-CIS Chamber of<br>Commerce & Industry<br>New Delhi                            | 123. Kirloskar Pneumatic Co.<br>Ltd.<br>Pune  | 139. MSTC Ltd.<br>Kolkata   |
| 107. Indian Institute of Export<br>and Import Management<br>Mumbai                       | 124. Kerala State Industrial<br>Development Corpn.<br>Trivandrum                        | 140. Metal Box Company of<br>India Ltd.<br>Chennai                |
| 108. Indian Bank<br>Chennai  | 125. Kerala State Civil Supplies<br>Corporation Ltd.,<br>Kochi                          | 141. Maharashtra State Textile<br>Corpn. Ltd.<br>Mumbai           |
| 109. Indian Cotton Mills'<br>Federation,<br>New Delhi                                    | 126. Karnataka State Industrial<br>Investment & Development<br>Corpn. Ltd.<br>Bengaluru | 142. MECON Ltd.<br>New Delhi                                      |
| 110. Indian Overseas Bank<br>Chennai   | 127. Khushi Ram Behari Lal Ltd.<br>Delhi  | 143. Mica Manufacturing Co.<br>Pvt. Ltd.<br>Kolkata               |
| 111. Indian Railway<br>Construction Co. Ltd.,<br>New Delhi                               | 128. Kudremukh Iron Ore Co.<br>Ltd.<br>Bengaluru  | 144. MMTC Limited<br>New Delhi                                    |
| 112. Indian Rare Earths Limited<br>Mumbai  | 129. Lakshmi Machine Works<br>Ltd.<br>Coimbatore  | 145. MSSIDC Limited<br>Mumbai                                     |
| 113. Industrial Dev. Bank of<br>India<br>Mumbai  | 130. Lotus International<br>Mumbai  | 146. Mohan Exports (India) Ltd.<br>New Delhi                      |
| 114. India Sugar and General<br>Industry Export-Import<br>Corporation Ltd.,<br>New Delhi | 131. L.G. Balakrishnan & Bros.<br>Ltd.<br>Coimbatore                                    | 147. Maharashtra State<br>Agricultural Marketing<br>Board<br>Pune |
| 115. Indian Institute of Export<br>Management<br>Bengaluru                               |   | 148. Maxwell Exim Ltd.<br>Pondicherry                             |

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| 149. MVR Industries Ltd.<br>Pondicherry  | 165. Pan Foods Limited<br>Panipat                              | 183. Sangli Bank Limited<br>Sangli  |
| 150. Metrochem Industries Ltd.<br>Ahmedabad  | 166. Powerloom Development &<br>EPC<br>Mumbai                  | 184. Shreeji Chemicals<br>Ahmedabad   |
| 151. National Institute of<br>Fashion Technology<br>New Delhi                                | 167. Paam Pharmaceuticals<br>(Delhi) Ltd.<br>Delhi             | 185. Shapoorji Pallonji & Co. Pvt.<br>Ltd.<br>Mumbai                                |
| 152. Nagarjuna Signods Ltd.<br>Hyderabad   | 168. PSG Institute of<br>Management<br>Coimbatore              | 186. STC of India Ltd.<br>New Delhi   |
| 153. Narula Udyog (I) Pvt. Ltd.<br>New Delhi   | 169. PCI Ltd.<br>New Delhi                                     | 187. Shriram Jute Mills Ltd.<br>Kolkata   |
| 154. National Institute of<br>Agricultural Extension<br>Management<br>Hyderabad              | 170. Polyolefins Industries Ltd.<br>Mumbai                     | 188. Steel Authority of India Ltd.<br>Kolkata                                       |
| 155. National Mineral Dev.<br>Corpn. Ltd.<br>Hyderabad                                       | 171. Parekh Brothers<br>Mumbai                                 | 189. SAIL International Ltd.<br>New Delhi   |
| 156. National Building<br>Construction Corporation<br>Ltd.<br>New Delhi                      | 172. Punjab & Sind Bank<br>New Delhi                           | 190. Sanghavi Exports<br>Mumbai   |
| 157. National Textile Corpn. Ltd.<br>Mumbai  | 173. Projects & Equipment<br>Corpn. of India Ltd.<br>New Delhi | 191. Synthetic & Rayon Textiles<br>Export Promotion Council<br>Mumbai               |
| 158. National Small Industries<br>Corpn. Ltd.<br>New Delhi                                   | 174. Punjab National Bank<br>New Delhi                         | 192. Spices Board<br>Cochin   |
| 159. National Agricultural<br>Cooperative Marketing<br>Federation of India Ltd.<br>New Delhi | 175. Raanee Agency<br>Salem                                    | 193. Sports Goods Export<br>Promotion Council<br>New Delhi                          |
| 160. New Central Jute Mills Co.<br>Ltd.<br>Kolkata   | 176. Rubber Board<br>Kottayam                                  | 194. Seth Ghasiram Gopikishen<br>Badruka Educational<br>Society (Regd)<br>Hyderabad |
| 161. Nav Bharat Corporation<br>Mumbai  | 177. Rashtriya Ispat Nigam Ltd.<br>Visakhapatnam               | 195. T. Abdul Wahid & Company<br>Chennai  |
| 162. National Bank for<br>Agriculture & Rural<br>Development<br>Mumbai                       | 178. Reckitt & Colman of India<br>Ltd.<br>Kolkata              | 196. Tata Exports Limited<br>Mumbai   |
| 163. Ordnance Factory Board<br>Kolkata   | 179. Rajasthan Small Industries<br>Corpn. Ltd.<br>Jaipur       | 197. Tata Industries Pvt. Ltd.<br>Mumbai  |
| 164. Overseas Construction<br>Council of India<br>New Delhi                                  | 180. Su-Raj Diamonds (I) Ltd.<br>Mumbai                        | 198. Technofab Engg. Ltd.<br>New Delhi  |
|  | 181. Satnam Overseas Limited<br>New Delhi                      | 199. Texmaco Limited<br>Kolkata   |
|  | 182. Shah Pneumatics<br>Mumbai                                 | 200. Tea Board<br>Kolkata   |



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| 201. Thermax Limited<br>Pune                        | 206. U.P. Export Corporation<br>Ltd.<br>New Delhi             | 211. Vasu Agarbathies<br>Mysore                    |
| 202. Triveni Structural Ltd.<br>Allahabad           | 207. Usha Intercontinental<br>(India)<br>New Delhi            | 212. Victor Tools Pvt, Ltd.<br>alandhar            |
| 203. TNT India Ltd.<br>New Delhi                    | 208. V.D. Swami & Company Ltd.<br>Chennai                     | 213. VBC Educational Society<br>Visakhapatnam      |
| 204. U.B. Exports<br>Bengaluru                      | 209. V.S. Dempo & Co. Ltd.<br>Panaji                          | 214. Voltas Limited Hyderabad<br>Unit<br>Hyderabad |
| 205. U.P. Cooperative Federation<br>Ltd.<br>Lucknow | 210. Vardhman Spinning &<br>General Mills Limited<br>Ludhiana |  |



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