



# MBA

(INTERNATIONAL BUSINESS)

## WEEKEND PROGRAMME-NEW DELHI

### PROSPECTUS 2017-2020



**INDIAN INSTITUTE OF FOREIGN TRADE**  
**DEEMED UNIVERSITY**



## Vision

To be an academic Centre of Excellence in the area of international business and a well-networked institution committed towards delivering globally competitive business education, training and research to individuals, corporate bodies, government organizations and the society.

## Mission

To strengthen, sustain and professionalize business knowledge through creative research and teaching, highlighting the significance of learning and by collaborating with organizations, institutions and universities both within and well beyond the national boundaries.

## Important Information

### IMPORTANT DATES

Last date of Receipt of Application	5 <sup>th</sup> May 2017
Essay Writing, GD & Interview	Third Week of May 2017
Commencement of Course	July 2017

Fill in the attached Application Form in all respects with

- 1 Bank draft of ₹1,200 (₹600/- in case of SC/ST/PH candidates) in favour of Indian Institute of Foreign Trade payable at New Delhi (in case the Form is downloaded from the IIFT's **website: [www.iift.edu](http://www.iift.edu)**)
- 2 SC/ST/PH/OBC (non-creamy layer) candidates to attach respective certificate

and send the same so as to be received in IIFT **on or before 5<sup>th</sup> May 2017** at the following address:

Shri Gaurav Gulati  
Deputy Registrar  
Indian Institute of Foreign Trade  
B-21, Qutab Institutional Area  
New Delhi – 110016  
Tel. 011-26857908 (Direct), 26965051, 26965124, 26966563 (PBX)  
Fax : 011-26853956, 26867841, 26867851  
E-mail: [admissions@iift.ac.in](mailto:admissions@iift.ac.in)

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## Director's Message



Indian Institute of Foreign Trade has a vast pool of knowledge and experience in the area of international trade and business which it has built and cultivated over more than five decades of its existence. Starting its journey in the year 1963, when it was set up by the Government of India to address the international trade and research related needs of the country, the Institute has traversed a long distance. The Institute has in all these years expanded the scope and dimensions of its academic field that now encompasses the entire gamut of international business. The Institute is widely recognized for its strong knowledge and resource base and is consistently ranked amongst the leading business schools in the entire Asia Pacific Region. The long existence of the Institute has created a strong pool of alumni which now occupies leadership positions in the corporate world and in the public policy domain. The Institute is proud of its rich heritage and strong alumni network.

Over the years, the Institute has been witness to major shifts and transformations in the political and economic landscape of the world and the ideologies that shape it. The isolated national economic are now more interwoven and integrated into the global economic architecture. Our country also changed gears from an inward looking mindset to an external orientation in its economic policies. The once all-encompassing public sector has given way to a business climate that now encourages private sector participation in nation building. After having witnessed the dominance of services sector in the economy, there is now a serious and concerted attempt to set the house in order. Today our country is on the threshold of a manufacturing revolution and our economy is poised to shift to a high-speed track of growth. Amidst all these shifts and transformations, the international trade and global business continue to remain a key facilitator of development and growth. Immense opportunities and challenges are going to arise in the process. The need to acquire competence in international business has now arrived.

The global vision and the broad perspective of the global economy that the Institute nurtured is all the more relevant today. It has grown from strength to strength all along and is set to make its students scale new pinnacles of achievements and standards.

You are welcome to be a part of this dynamic learning process at the Institute's MBA Programme in International Business for the working executives.

A handwritten signature in blue ink, appearing to read 'Ajay Kumar Bhalla'.

**(AJAY KUMAR BHALLA, IAS)**

# About the Institute

The Indian Institute of Foreign Trade (IIFT), Deemed University, is the national Institute in International Business Education and Research. Established in 1963, as an autonomous body under the Ministry of Commerce & Industry, Government of India, it has contributed in the skill building for the external trade sector of India. The contributions of the Institute have earned it the status of “Deemed University” in the year 2002. Over the years, IIFT has emerged as the national university with focus on International Business Management and Strategy, and such focus is reflected in all three major activities of the Institute: Research, Training and Education.

## Location

Located in Qutub Institutional Area, overlooking green ridge and historical Qutub Minar, the IIFT Campus is considered to be one of the finest in the country. The campus spread over 6.5 acres of land houses two academic blocks and two residential blocks for students and visiting faculty. Be it the imposing structure of the ‘atrium’, the mystic beauty of the architectural design called “eye of the universe”, or the splendor of the campus in full bloom in winter, it never fails to impress the visitors.

The campus itself is a very picturesque with artistically designed buildings and well-maintained lush gardens. The facilities available on the campus include, fully air-conditioned lecture halls with modern audio-visual aids, conference halls for round-table conferences, an auditorium of 500 seating capacity, MDP Centre, incubation centre, computer centres, indoor games, sports ground, besides excellent residential facilities for the students.

## Objectives & Activities

### IIFT was set up with the following objectives:

- Impart professional education in modern management techniques relevant to international business.
- Enable the participants to appreciate the inter-relationship between the diverse and complex tasks of international business.
- Develop capacities among business executives for improved understanding of various trade and economic issues.
- Conduct high quality research that addresses domestic as well as world trade and business issues.

**The Institute’s portfolio of long-term programmes is diverse, catering to the requirements of aspiring International Business executives and mid-career professionals alike.**

These are:

- Ph.D. Programme at Delhi and Kolkata.
- MBA (International Business) at New Delhi and Kolkata.
- MBA (International Business) Weekend programme at New Delhi and Kolkata.
- MBA (International Business) at Dar-es-Salaam (Tanzania).
- Executive Post Graduate Diploma in International Business at New Delhi and Kolkata.
- Executive Post Graduate Diploma in International Marketing at New Delhi.
- Executive Post Graduate Diploma in Finance at New Delhi.
- Executive Post Graduate Diploma in International Business (through VSAT) in 91 cities across India.
- Executive Post Graduate Diploma Programme in International Business Strategy (thru NIIT Imperia Platform).
- Post Graduate Certificate Programme in Business Management (thru Talentedge).
- Certificate Programme in Export-Import Management: On campus (New Delhi and Kolkata).
- Hybrid Certificate Programme in Export-Import Management (CPEIM).
- Certificate Programme in Capital and Financial Markets: On Campus (New Delhi) and Hybrid.

# International Collaborations and Capacity Development

The International Collaborations & Capacity Development (ICCD) Division of IIFT plays an important role in the Institute through the following activities:


- 1 Establishing academic ties with domestic and international universities / institutions to enable student exchange, faculty exchange and/or joint training and research programmes.
- 2 Conducting customized programmes for international students and executives.
- 3 Hosting interactive information sessions for visiting delegations of students, academicians and policy makers from different countries.
- 4 Obtaining and leveraging membership of renowned domestic and international organizations to strengthen academic standards and collaborations.
- 5 Facilitating participation of faculty in National and International training programmes and conferences.

## International Collaborations

IIFT has collaborations with close to 25 Universities/ B-Schools throughout the world. The key areas of collaboration with partner Institutes include the following:

- Student Exchange
- Faculty Exchange
- Training Programmes/ Study Tours
- Joint Research

Some of our key partners include the following Institutes/Universities:

USA		Florida International University
CANADA		Brock University
UK		School of Management, University of Bradford
FRANCE		SKEMA Business School
		IESEG – School of Management
		Rennes School of Business
		Grenoble School of Management
ITALY		University of Insubria
		Università Commerciale L. Bocconi
GERMANY		Universität des Saarlandes
FINLAND		HANKEN-Swedish School of Economics and Business Administration
SPAIN		Allianza 4 Universidades
TANZANIA		Institute of Finance Management (IFM)
BANGLADESH		Bangladesh Foreign Trade Institute
CHINA		University of International Business and Economics

## Membership

IIFT is a Member of the following International / National organizations:

- ACADEMY OF INTERNATIONAL BUSINESS (AIB).
- THE ASSOCIATION TO ADVANCE COLLEGIATE SCHOOLS OF BUSINESS (AACSB INTERNATIONAL).
- INTERNATIONAL ASSOCIATION OF TRADE TRAINING ORGANIZATIONS (IATTO).
- THE EUROPEAN FOUNDATION FOR MANAGEMENT DEVELOPMENT (EFMD).
- THE GLOBAL COMPACT NETWORK INDIA (LIFE MEMBERSHIP).
- THE ASSOCIATION OF INDIAN UNIVERSITIES (AIU).

## AACSB Accreditation

IIFT is in the process of achieving accreditation from AACSB International. AACSB--The Association to Advance Collegiate Schools of Business--is a non-profit corporation of business schools which provides internationally recognized, specialized accreditation for business and accounting programmes at bachelor's, master's and doctoral level. AACSB Accreditation is known, worldwide, as the longest standing, most recognized form of specialized/professional accreditation an institution and its business programmes can earn. **IIFT Initial Self Evaluation Report (iSER) has been accepted in August 2016 by Initial Accreditation Committee (IAC).** The Institute is in the implementation phase of AACSB and action plan for various standards are prepared for execution within the Institute.



## Research at IIFT

Research occupies a critical place in the spectrum of IIFT's activities because of the institutional emphasis on a strong and pervasive interface between research and training. The Institute has so far brought out around 700 research studies and surveys. In addition, it has developed substantial consulting capacity in analyzing international business situations and developing appropriate corporate strategies. The Institute also offers a vibrant Ph.D. Programme and the students who have been awarded doctoral degree at IIFT are placed highly in academic institutes, government departments and leading corporate houses. Focus on research has been growing with special emphasis on Ph.D. Programme, Trade and other conferences hosted at IIFT and inter departmental research & consultancy projects conducted by faculty.

Research activities are undertaken both as part of its own research programmes and at the instance of its clients, which include Central and State Governments, Public Sector Undertakings, and International organizations like the World Bank, the FAO, International Trade Centre, UNCTAD, WTO, UNIDO, ESCAP, German Development Institute, etc. Current portfolio of research includes: Trade Policy Research, Functional Research, Preferential & Foreign Trade Agreements, Survey Research and Database Development.

## EIITF Conference

IIFT organizes an International Conference on Empirical Issues in International Trade & Business every two years. The fifth Conference was organized during 16-17 December 2016 at IIFT Kolkata Campus. Shri Ajay Kumar Bhalla, IAS, Director General of Foreign Trade and Director, IIFT inaugurated the Conference. Seventy-one papers were selected for presentation, 58 papers were scheduled and, finally, 48 research papers were presented at the Conference.



## Research Projects Completed during Last Three Years (2014-15 to 2016-17)

1. Study of Coir Exports Sustainability in Context of Coir Fibre Scarcity for Product Exporters.
2. Study on Impact of FTA on Chemical and Petrochemical Sector.
3. Trade Liberalization and Employment Effects in Indian Manufacturing: An Empirical Assessment.
4. Study for developing suitable criteria to monitor reasonable correlation between implementation of infrastructure projects under Central Component of ASIDE Scheme and increase export from projects.
5. Pilot Survey on international trade in Education Services in India at Graduate Level.
6. Export Promotion Strategy for Haryana.
7. Managing India's Trade Deficit with Large Trading Partners: Lessons and Prospects (under Trade and Investment Work Stream of the Knowledge Partnership).
8. Study for Comparing Performance of the PSUs (STC, MMTC & PEC) in common activities.
9. Study on Perspective Plan for Footwear Design & Development Institute (FDDI).
10. Export Strategy for Punjab: Challenges, Opportunities and Action Plan.

## Research Projects under Progress

1. Development of Export Promotion Strategy for Maharashtra.
2. Study on Development of Export Promotion Strategy for Madhya Pradesh.
3. Preparation of Export Management & Compliance Manual.
4. Study on Trade Impact of WP29 on India.
5. Study on Export Promotion Strategy for the state of Nagaland.

## Centre for MSME Studies

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

Under its wide gamut of activities, training and capacity building of MSMEs both at National and International levels stands as one of the prime activities. These programmes are being conducted in various areas of international business such as international marketing,

trade operations and logistics, international finance, WTO related issues, documentation and trade facilitation measures, entry level strategies, etc. The modules are being designed for MSMEs, trade bodies, industry associations, policy-makers and negotiators. This calls for collaboration of the centre with sectoral Export Promotion Councils and Commodity Boards towards extending the knowledge support on pertinent issues of trade interest for the MSMEs.

The Centre has been successful in establishing Regional MSME Centre at Shimla (Himachal Pradesh). This Centre will help promote exports from MSME units of the State by maintaining Capacity Development Programmes, Export Advisory Programme, upgradation of trade support services, introduction of 'Benefits of Exporting' Campaign targeting potential exporters and Market Information services.

The Centre for MSME Studies has recently established an Incubation Cell at IIFT with CSR support from Mitsubishi Corporation of India Pvt. Ltd and Metal One Corporation of India Private Ltd. The incubation cell has been designed in order to provide SMEs/entrepreneurs with necessary knowledge support towards entering into foreign markets in a range of operational aspects including marketing, technology, finance, etc.



## Centre for International Trade in Technology (CITT)

With the primary objective of actualizing India's potential in technology trade and addressing institutional complexities, IIFT has set up the Centre for International Trade in Technology (CITT) with support from the Department of Scientific and Industrial Research, Government of India. Started in 2001, the main goal of Centre is to sensitize policy-makers and industry on technology and trade interface issues and opportunities. The Centre has continued its activities related to policy research and capacity building for relevant technology identification, investments and assimilation by stakeholders in India.

The main activities of the Centre for International Trade in Technology are to:

- Conduct research on the emerging issues concerning technology trade.
- Provide inputs to relevant institutions and Government with a view to develop an feasible policy regime.
- Network with similar type of centres, both in India and abroad.
- Organize events for wider dissemination of the research output as well as offer a public forum for discussion of the relevant issues.

## Centre for WTO Studies

The Centre for WTO Studies was set up with the support of the Department of Commerce, Government of India, in the year 1999. The Centre was established at IIFT in November 2002.

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.
- (iii) To develop capacities within India and in other developing countries for analyzing WTO and other trade-related issues through training programmes.

In its various activities the Centre has collaborated with inter-governmental organizations including the WTO, UNCTAD, UNESCAP, South Centre, Commonwealth Secretariat, etc.



## Management Development Programmes

Management Development Programmes has been one of the major activities of the Institute. Since its inception in 1963, it was envisaged that IIFT should become a centre of excellence for Executive Development Programme in International Business, and today it has emerged as a knowledge resource division catering to the needs of managers and executives at all levels drawn from the Government, Public Sectors and Corporate both in India and abroad.

MDP Division conducts programmes in different categories by following different mechanisms:

- Open Programmes
- Sponsored Programmes
  - a. For Corporate/PSUs
  - b. For Government Officers of IAS, IPS, IFS, IRS, ITS, etc.
  - c. For private companies
- Collaborative Programmes
- Hybrid Programmes

MDP Division offers a wide spectrum of programmes in different areas of international business such as international marketing and trade operations, international financial management, Dollar/Rupee evaluation, international logistics and global supply chain, international business and negotiations, WTO and trade policies in India and abroad, for the executives of the industry, officers and policy-makers in the Government. These programmes are structured keeping in mind the changing global business environment and international standards which help in developing the skills and competencies of the participants. In addition, MDP Division also conducts training programmes in the areas of soft skills like leadership, communication skills, customer relationship management etc. for various organizations.

IIFT has emerged as a nodal institute for conducting need based training programmes for government officials belonging to the officers of All-India Services and other Central Govt. Services like Indian Administrative Service, Indian Foreign Service, Indian Police Service, Indian Revenue Service, Indian Economic Service, Indian Statistical Service and Indian Forest Service etc.

In addition, certain important Government Departments and trade promotion agencies have also sponsored programmes for their officials. Prominent among them are MMTC, STC, Coir Board, Coconuts Development Board, Spices Board, Tobacco Board, Council for Leather Exports, Marine Products Export Development Authority, IRCON, GAIL, Power Grid Corporation, ONGC, Numaligarh Refineries Limited, ECGC, KVIC, Department of Personnel and Training, India Trade Promotion Organization, Central Statistical Organization, Ministry of Commerce & Industry, Ministry of Defence, Ministry of Science and Technology, Ministry of Agriculture, Ministry of Labour & Employment, Ministry of External Affairs, Ministry of Finance (Department of Economic Affairs), Asian Development Bank (ADB), UNESCAP, etc.

In recent years, the programmes have also been conducted for private companies like Maruti Suzuki (India) Ltd, Ambadi Enterprises, Coromandel Ltd, etc.

Under collaborative programmes, MDP Division has conducted many programmes on “Corporate Social Responsibility” in collaboration with many prominent organizations like Business and Community Foundation, Indian Institute of Corporate Affairs, etc.

Further, at the behest of DGFT, Govt of India, MDP Division has started a series of online certificate programmes on Export Import Business—“NiryatBandhu@ Your Desktop” for the emerging exporters and entrepreneurs across country under NiryatBandhu Scheme. So far, around 600 participants have been provided training and certificate.

## The Africa Initiative

The Africa Initiative of IIFT started in 2000 with the commencement of MBA (International Business) Programme in collaboration with the Institute of Finance Management (IFM), Dar-es-Salaam, Tanzania to assist Capacity Building in Tanzania. The MBA (IB) programme is rich in content and customized for African participants to take on the challenges and complexities of global business. MBA (International Business) at Dar-es-Salaam has now become the Pan-Africa Programme and is the most sought after course in the African region.

In addition, as a part of decisions taken at India-Africa Forum Summit in April 2008, the Institute has been selected by Government of India to

- Establish the India Africa Institute of Foreign Trade (IAIFT) in Kampala, Uganda.
- Conduct customized short-term capacity Building Programme on International Business in various parts of Africa. One of the key objectives of these programmes is to train government officials, diplomats, entrepreneurs, exporters, corporate sector and civil society members. Since the year 2008, the Institute has successfully conducted such programme in 32 African Countries, viz Angola, Botswana, Burkina Faso, Burundi, Cape-Verde, Djibouti, Egypt, Eritrea, Ethiopia, Gabon, Gambia, Ghana, Kenya, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Morocco, Namibia, Niger, Rwanda, Senegal, Seychelles, Somalia, South Africa, Sudan, Tanzania, Togo, Tunisia, Uganda and Zimbabwe.

IIFT also conducts conferences/seminars both in India and Africa on topics of mutual interests. Details of the following conferences are:

- o Conference on “Enhancing Efficiency and Maximizing Output of Tanzania Economy: An Indian Initiative”, Dar-es-Salaam, Tanzania.
- o Conference on “India Africa Trade and Investment Contours” IIFT, New Delhi.



# MBA (International Business) Weekend Programme (two years & six months)

The MBA (International Business) is a unique Business Management Programme for developing a competent cadre of Business Executives to meet the country's growing requirements for trained personnel in the field of international business management.

Developments in the international market on the one hand and the consequential impact of the same on India's domestic market on the other, call for an increasingly professional approach and sensitivity to international business environments.

## Objectives

The MBA (IB) Weekend Programme aims at imparting professional education and training in modern management techniques for handling international business operations in a highly dynamic and competitive environment. The specific objectives of the Programme are:

- To prepare the participants to face challenges in the emerging competitive business environment in an increasingly globalized world.

- To relate the management concepts to business situations and help the participants to develop analytical and decision making skills so as to formulate effective national and international business strategy.
- To promote a scientific approach and capability to eventually undertake senior management responsibilities in International Business.

The programme aims at providing a comprehensive coverage incorporating all the important subject areas and disciplines relevant to international business. Equal emphasis has been placed on the quantitative and analytical approach to the study of international business by covering methods of doing business as well as trade and business practices, procedures and documentation in other countries. Besides, effective use of computers and modern information technology is made in the training pedagogy. Recognizing the importance of communication in international business, special attention is given to developing proficiency in one of the foreign languages, currently under offer, namely French and Spanish.

## Methods of Instruction

Both Delhi and Kolkata Faculty will be involved in the teaching of various courses of the Programme. The range of teaching methods used in the Programme includes formal lectures followed by discussions, case studies, group discussions, computer games & exercises and collateral readings. In addition to classroom activities, seminars and workshops, involving industry experts, are organized as a part of the learning process. Throughout the Programme, participants are encouraged and given opportunity to involve in course work in order to bring about a greater effectiveness of the teaching-cum-learning process.

## Fee & Other Charges

The total fee for **MBA (IB) Weekend Programme 2016-19** batch is ₹8,00,000/- which includes ₹7,50,000/- as tuition fee and ₹50,000/- as other charges towards Alumni Membership (₹10,000/-), Computer (₹32,000), Library (₹8,000/-). The fee is payable in nine instalments.

For **Foreign Nationals/NRIs/Children of NRIs**, fee for the whole course is US\$25,000 (tuition fee) plus ₹50,000 as Other Charges towards Computer, Library and Alumni Membership, etc.

**(The exact amount of Tuition Fee and Other Charges as applicable for MBA (IB) Weekend Programme 2017-20 will be informed to the students at the time of sending the confirmed admission letters in May/June 2017)**



## Course Structure

### Core Courses (to be offered in Nine Trimesters):

1	Business Economics
2	Business Research Methods
3	Business Statistics
4	Consumer Behaviour
5	Corporate Ethics and Governance
6	Entrepreneurship
7	Financial Accounting
8	Financial Management - 1
9	Financial Management – 2
10	Fundamentals of International Management
11	Management of Global Sourcing
12	Human Resource Management
13	India, Global Trade & WTO
14	International Business Strategy
15	International Economics
16	International Financial Management
17	International Marketing Management
18	International Trade Logistics
19	International Trade Operations & Documentation
20	IT Applications in Management -1
21	IT Applications in Management -2
22	Legal Aspects of Business
23	Macro Economics
24	Management Accounting
25	Managerial Communication
26	Marketing Management
27	Operations Management
28	Operations Research
29	Organizational Behaviour
30	Psychology for Managers
31	Strategic Management
32	Supply Chain Management
33	Trade Analytics

## Elective Courses

### Electives with IB Focus

1	Advanced Supply Chain Management
2	Agri-Commodity Trading (ACT)
3	B2B Marketing
4	Competitive Strategy
5	Cross Culture Management
6	Digital Marketing
7	Financial Derivatives and Risk Management
8	Financial Risk Management
9	Financing of International Trade
10	Green Strategy for Global Operations and Logistics
11	Green Supply Chain Management
12	International Business Negotiation
13	International Contract Management
14	Management of Financial Services
15	Management of Pricing (including transfer pricing )
16	Management of Shipping Services
17	Management of Strategic Alliances
18	Managing Global Compliance in Exports
19	Market Access Issues
20	Marketing of Services
21	Mergers and Acquisitions
22	Online Business & e- Commerce
23	Procurement & Material Management
24	Sectoral Strategies for International Business (Seminar Course)

## General Electives

1	Advanced Forecasting Techniques for Business Applications
2	Advertising and Promotion Management
3	Applied Econometrics
4	Brand Management
5	Customer Relationship Management
6	Customs & Excise Management
7	Enterprise Resource Planning (ERP) Systems
8	Financial Modeling
9	IT Project Consultancy & Management
10	Managing Change & Transformation
11	Multi-Variate Data Analysis & Forecasting Techniques
12	New Venture Creation & Start Ups
13	Project Appraisal and Finance
14	Retail Management
15	Rural Marketing
16	Sales and Distribution Management
17	Security Analysis and Portfolio Management
18	Strategic Market Planning and Decision Making
19	Strategy Execution & Tools
20	TQM & Six Sigma

## Other Components

- Foreign Language (French/ Spanish)
- Port Visit
- Research Project
- Comprehensive VIVA

**Note:** Students have to opt 4 Electives out of IB Focus Electives & another 4 out of General Electives. Two Electives can be chosen out of any of two groups.

## Examination and Award of Masters

Details of the system of evaluation and grading will be given to the students in the to be provided at the time of Registration. Participants successfully completing the Programme will be awarded Masters Degree. The participants of MBA(IB) Weekend can complete the Programme in five years from the date of his/her registration by taking a break-in-trimester, after successful completion of first three trimesters. Criteria of evaluation will be indicated in detail in the Course Outlines for all the courses to be provided to the participants at the beginning of each trimester.

## Programme Duration and Timings

The duration of the Programme is two years and six months spread over nine trimesters. For the first week at the beginning of each Trimester regular classes from 9:00 am to 6:30 pm will be held at IIFT Campus in New Delhi and after that Classes will be held on every Saturdays and Sundays as per timings below:

Saturday: 3:00 pm to 7:15 pm

Sunday: 9:00 am to 6:15 pm

## Admission Procedures

### Eligibility

- Bachelor's degree from any recognized University or Institution
- A minimum Managerial experience (including self-employed) of not less than THREE Years as on June 30, 2017. (Only the work experience after eligibility qualifications will be considered).
- 'No Objection Certificate' from employer is required at the time of Admission.
- No age limit

### Mode of Admission

- Essay Writing, GD and Interview in May 2017.
- Seats are reserved for SC/ST/OBC (Non-creamy layer) and Physically Handicapped candidates as per Government of India norms.
- Results will be put up at the IIFT Website: [www.iift.edu](http://www.iift.edu) within a couple of days after the interviews.

**Incomplete applications in any manner and those received after the prescribed date will be rejected.**

## How to Apply

- Application for the Programme is through prescribed Application Form available at IIFT.
- The Application Forms will be supplied against a demand draft of ₹1,200 (₹600 for SC/ST/PH candidates) favouring Indian Institute of Foreign Trade payable at New Delhi or on cash payment of ₹1,200 (₹600 for SC/ST/PH candidates). SC/ST/PH category candidates are required to produce photocopy of the Certificate for purchasing the Application Form.
- Complete details of the Programme are also available at our website: [www.iift.edu](http://www.iift.edu)
- Application Form can also be downloaded from IIFT website and should be accompanied by a DD/Pay Order of the requisite amount at the time of submission.
- Filled-in applications with enclosures should reach IIFT at B-21, Qutab Institutional Area, New Delhi – 110 016 **on or before the Last Date.**
- MOST OF THE COMMUNICATIONS TO THE APPLICANTS WILL BE SENT THROUGH E-MAIL. THEREFORE, APPLICANTS MUST MENTION THEIR E-MAIL ID CLEARLY IN THE APPLICATION FORM.
- IIFT will not be responsible for postal delays or non-receipt of applications due to postal loss.
- Application fee will not be refunded.
- All disputes will be subject to the jurisdiction of Delhi Courts only.

## IIFT Ranking in Various Surveys

- ▶ Ranked 'A Grade' by National Assessment and Accreditation Council (NAAC) with CGPA score of 3.53
- ▶ Ranked 'A+++ - The highest B-School rating by Business & Management Chronicle 2016
- ▶ Ranked 2 under Top Govt. B-Schools of India by GHRDC- CSR B-School Survey 2016
- ▶ Ranked 10 in Business World Survey 2016
- ▶ Ranked 7 in Outlook B-School Survey 2015
- ▶ Ranked 'Super League' - The highest B-School rating by Business Standard-IMRB Best B-School Survey 2015

## Faculty & Administration

### **Director**

Shri A.K. Bhalla

### **Faculty**

#### **Chairpersons**

D. Sunitha Raju  
Rakesh Mohan Joshi  
Satinder Bhatia  
Vijaya Katti

#### **Head, Kolkata Centre**

K. Rangarajan

#### **Professors**

Abhijit Das  
Ashok Kapoor  
Chandni Raina  
Mukesh Bhatnagar  
Om Prakash Wali  
Radhika Prosad Datta  
Rajiv Mohan Srivastava  
Ravi Shanker  
Ranajoy Bhattacharyya  
Rohit Mehtani

#### **Associate Professors**

Biswajit Nag  
Deepankar Sinha  
Gautam Kumar Dutta  
Jayanta Kumar Seal  
M. Venkatesan  
Murali Kallummal  
Niti Nandini Chatnani  
Nitin Seth  
Pooja Lakhanpal  
Prabir K. Das  
Rajendra Prasad Sharma  
Ram Singh  
Ruppal Walia Sharma

Sanjay Rastogi  
Saikat Banerjee  
Saswati Tripathi  
Sheeba Kapil  
V. Raveendra Saradhi

#### **Assistant Proessors**

Areej Aftab Siddiqui  
Ashim Raj Singla  
Basanta K. Sahu  
Bibek Ray Chaudhuri  
Debashis Chakraborty  
Himani Gupta  
Jaydeep Mukherjee  
Jacqueline Symms  
Parul Singh  
Pralok Gupta  
Sachin Kumar Sharma  
Shailja Singh  
Sonu Verma  
Sweta Srivastava Malla  
Tamanna Chaturvedi  
Triptendu Prakash Ghosh

#### **Supporting Staff**

##### **Placement & Corporate Advisor**

Harkirat Singh

##### **Joint Placement & Corporate Advisor**

Sanjay Verma

##### **Systems Manager**

Bimal Kumar Panda

##### **Asstt. Systems Manager**

S. Balsubramanian

##### **Computer Programmer**

Neha Vinayak

### **Deputy Librarian**

-

### **Assistant Librarians**

Amita Anand  
Nirmala  
R.S. Meena

### **Administration**

#### **Registrar**

Pramod Kumar Gupta

#### **Deputy Registrar**

Gaurav Gulati

#### **Sr. Administrative Officer**

Bhuwan Chandra

#### **Sr. Finance Officer**

Pitambar Behera

#### **Finance Officer**

Deepa P.G.

#### **Administrative Officers**

A.K. Lahiri (CWS)  
Desh Raj  
Nalini Meshram

#### **Hindi Officer**

Rajendra Prasad

#### **Section Officers**

Anil Kumar Meena  
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