

MBA

INTERNATIONAL BUSINESS
(PART TIME)

NEW DELHI

PROSPECTUS
2012-15



SCHOOL OF INTERNATIONAL BUSINESS
INDIAN INSTITUTE OF FOREIGN TRADE
DEEMED UNIVERSITY
(DEPARTMENT OF COMMERCE, GOVERNMENT OF INDIA)

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

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	13th April 2012
Essay Writing, GD & Interview	First week of May 2012
Commencement of Course	First week of July 2012

Fill in the attached Application Form in all respects with

- (i) Bank draft for ₹ 1,200 (₹ 600/- in case of SC/ST/PH candidates) in case the Form is downloaded from the IIFT's website: www.iift.edu in favour of Indian Institute of Foreign Trade payable at New Delhi,
- (ii) 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 13th April 2012** at the following address

Shri Gaurav Gulati,
Administrative Officer

Indian Institute of Foreign Trade

B-21, Qutab Institutional Area

New Delhi – 110 016

Tel. 011-26857908 (Direct), 26966563, 26965124, 26965051 (PBX)

Fax : 011-26853956, 26867841, 26867851

E-mail: admissions@iift.ac.in

Application Forms can also be downloaded from IIFT's website: www.iift.edu

FROM THE DIRECTOR



Set up by the Ministry of Commerce & Industry, Government of India in 1963, to help professionalize India's foreign trade management and contribute to the country's increased engagement in International Trade, IIFT has made significant contribution towards building professional management skills in the country. Diversifying the trend of professional education to provide high quality education and research IIFT now figures in the league of top business schools of India. In achieving its mission to strengthen, sustain and professionalize business knowledge through creative research and innovative teaching, the Institute has signed MOUs with several organizations, institutions and Universities both within and beyond national boundaries and have been implementing joint programmes.

IIFT prides itself being a catalyst for new ideas with its course curriculum, concepts and skills related to the domain of International Business. It is an institution with established credentials and capabilities to continuously upgrade its knowledge base in synchronization with the changing realities of the business world. It is because of the rapid strides that IIFT made in accomplishing its task of professionalizing international business education that the institute has presently permanent status of deemed to the University under section 3 of the UGC act 1956 which was awarded in 2002. IIFT is increasingly gaining equity in the B-school ecosystem.

Keeping in view the requirement and needs of management education in the area of international business for working executives, the Institute introduced the three-year part time MBA (IB) Degree programme in the year 2000 at its Delhi Campus and in 2006 at its Kolkata Campus which are UGC approved. The profile of past participants show that more than 55% participants of this programme consist of Senior level Engineers, Senior Managers, Entrepreneurs, Deputy Managers, Zonal Head Business Managers, Business Analysts, Senior Research Analysts and Territory Managers. The average work experience ranges between 10 to 15 years cutting across sectors, thus providing an outstanding opportunity for lateral learning.

We strive for excellence in what we do. We maintain the rigour of constant evaluation, quizzes, case presentation and project work similar to that of the MBA full-time Programme. Further, the institute's rigorous selection process and continuous evaluation, culminating with award of a Masters Degree has high employment value academic rating.

My best wishes to you in your search for excellence.

A handwritten signature in black ink, appearing to read 'K.T. Chacko', with a long horizontal stroke extending to the right.

K.T. Chacko

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 Qutab Institutional Area, overlooking green ridge and historical Qutab 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 plush 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, three 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.
- Two-year MBA (International Business) at New Delhi and Kolkata.
- Three-year MBA (International Business) (Part-Time) at New Delhi and Kolkata.
- Two-year MBA (International Business) (Part-Time) at Dar-es-Salaam.
- Executive Post Graduate Diploma in International Business at New Delhi.
- Executive Post Graduate Diploma in Industrial Marketing at New Delhi.
- Executive Post Graduate Diploma in Capital & Financial Markets at New Delhi.
- Executive Post Graduate Diploma in International Business (through VSAT), in 91 cities across India.
- Post Graduate Diploma in International Business for Young Managers in 91 cities across India.
- Post Graduate Diploma Programme in International Business Strategy (thru NIIT Imperia Platform).
- Certificate Programme in Export Management – On Campus (New Delhi & Kolkata) and Online.
- Certificate Programme in Capital and Financial Markets – On Campus (New Delhi) and Online.
- Certificate Programme in Global Trade Logistics & Operations at New Delhi.
- Certificate Course in International Business Language (French & Spanish) at New Delhi.



NETWORKING & REACH

In order to retain its position as a top B-school and a highly rated research organization, IIFT has been successfully strengthening its relationship with regional as well as international organizations by signing MoUs, participating in interactive sessions and improving the networking among the institutions.

Membership

- Academy of International Business (AIB), USA.
- Chartered Institute of Logistics & Transport, India (A Division of Chartered Institute of Logistics & Transport, London, UK).

- Eduniversal Official Selection.
- European Foundation for Management Development (EFMD), Brussels.
- International Association of Trade Training Organizations (IATTO), UK.
- United Nations Conference on Trade and Development (UNCTAD).



Memorandum of Understanding (MoUs)

IIFT has also entered into MoUs with the following institutions:

<p>Aberystwyth University, Aberystwyth, UK</p>	<p>Foreign Trade Training Centre (FTTC), Egypt</p>	<p>Leeds Metropolitan University, Leeds, UK</p>
<p>Ajou University, Suwon, Korea</p>	<p>Foreign Trade University Hanoi, Vietnam</p>	<p>NewCastle University, Newcastle, UK</p>
<p>Alliance 4 Universities, A4U, Spain</p>	<p>German Development Institute (GDI), Tulpenfeld, Bonn, Germany</p>	<p>Nyenrode Business University, Straatweg, The Netherlands</p>
<p>Ateneo Graduate School of Business, The Philippines</p>	<p>Grenoble School of Management, France</p>	<p>Oakland University, USA</p>
<p>Bangladesh Foreign Trade Institute, Dhaka, Bangladesh</p>	<p>HENKEN Swedish School of Economics and Business Administration, Helsinki, Finland</p>	<p>Pamplin College of Business, Virginia Polytechnic Institute & State University, USA (Virginia Tech)</p>
<p>Bradley University, Peoria, Illinois, USA</p>	<p>IECS- Strasbourg Graduate School Of Management, Université Robert Schuman, STRASBOURG CEDEX, France</p>	<p>Pforzheim University of Applied Sciences, Germany</p>
<p>Brock University, St. Catharines, Ontario, Canada</p>	<p>IESEG – School of Management, Lille Catholic University, France</p>	<p>School of Public Policy George Mason University, USA</p>
<p>Centre for Globalisation and Sustainable Development, Columbia University</p>	<p>Institute for Trade Studies & Research (ITSR), Iran</p>	<p>The International University in Geneva, Geneva, Switzerland.</p>
<p>CERAM Sophia Antipolis, France</p>	<p>Institute of Finance Management (IFM), Dar-es-Salaam, Tanzania</p>	<p>The University of Newcastle, Newcastle, NSW, Australia</p>
<p>Edhec Business School, Lille Cedex and Nice Cedex, France</p>	<p>International Institute for Trade and Development, Bangkok, Thailand</p>	<p>Università Commerciale L. Bocconi, Italy</p>
<p>Export Edge Business College (EEBC), Dublin, Ireland</p>	<p>Keio University, Japan</p>	<p>Universität des Saarlandes, Germany</p>
<p>ESC Rennes School of Business, France</p>		

RESEARCH

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 over 700 research studies and surveys. In addition, it has developed substantial consulting capacity in analyzing international business situations and developing appropriate corporate strategies. 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. The Institute has also set up the Centre for WTO Studies, Centre for International Trade in Technology (CITT) and Centre for SMEs, as part of its efforts to focus on important international trade policy issues. Current portfolio of research includes: Trade Policy Research, Functional Research, Preferential & Foreign Trade Agreements, Supply & Demand Studies and Database Development.

Research Projects/Studies Undertaken

1. Declaration on Cooperation in Trade in Traditional Medicines in SAARC Nations.
2. Feasibility Study of Export Potential of Non-Wood Forest Produce (NWFP).
3. Initialization of Import of Coal by Coal India Ltd.
4. Analysis of Export Performance of Handicrafts by Vietnam.
5. Bilateral Investment Flows & Potential Opportunities in Select South Asian Countries.



Research Projects/Studies under Progress

1. Creation of Trade Data Base, Assessing the Implications of Existing Free Trade Liberalization Agreements and Providing Assistance for Negotiations on FTAs.
2. Study on Sustainability of AHVY Clusters who have completed three years of project but have not completed five years of project period as on 30.9.2010 (Category II).
3. Augmenting India's Food Security: Possible Benefits from Agricultural Outsourcing.
4. Compendium on Import Policy of India for ASEAN, Korea, Singapore and Malaysia Region.
5. Hosting & Maintenance of Portal on Compendium of Import Policy of India and SPS/TBT.
6. Empirical Analysis of Impact of Second Generation Reforms on RCA Structure of Select (Top 10) Indian Commodities *vis-a-vis* World
7. Livelihoods for the Poor: Coping with Food Insecurity and Drought.
8. India's Trade Portal:
 - (i) Compendium on India's Import Policy for ASEAN, Korea, Singapore Region and Top 25 Countries
 - (ii) Compendium on India's Export Policy for ASEAN, Korea, Singapore Region and Top 25 Destination Countries.
9. Open House Sessions with Industry Association for facilitating India-Israel FTA Negotiations.
10. Pilot Survey on International Trade in Education Sector.



The SME Centre

Keeping in view that the SME sector would continue to play a crucial role in our globalizing economy towards national development, the Institute had set up SME Centre in May 2005 in order to provide continuous support to the SME sector by carrying out activities which can broadly classify into conducting Training Programmes, provision of Business Intelligence Services through comprehensive information hub and acting as a catalyst for interfacing with other concerned and associated institutions and organizations, both within the country and abroad. Towards this objective, the Centre has successfully conducted various Capacity Building Programmes and undertaken initiatives on export promotion for SMEs at national and international level.

At national level, it has imparted training in major areas including processed food, textiles and leather aiming towards developing awareness about various trade issues in collaboration with APEDA, Textiles Committee, Council for Leather Exports and various export promotion initiatives including development of web applications on “Product Market Identification” and “Compendium on Export Promotion Schemes and Institutes” in collaboration with UNCTAD and creation of export facilitation centre in collaboration with state level EPCs and Chambers of Commerce.

At international level, the Centre has established a wide network in GMS countries including Lao PDR, Cambodia, Vietnam, Thailand and China in collaboration with institutes and organizations including Mekong Institute and International Institute for Trade and Development (Thailand), SMEPDO (Lao PDR), Vietnam Chambers of Commerce and Industry and Young Business Associations (Vietnam), etc. The SME Centre has

signed an MOU with Mekong Institute to facilitate towards its initiatives on enhancing trade competitiveness within GMS region.

The Centre has come out with many research outputs beneficial for boosting SME exports from the country. Among the major research activities, include “Food Safety Challenges faced by Processed Food Exporters in EU Country Markets” submitted to EU-India Trade and Investment Development Programme, Challenges to SMEs in GMS Region after WTO Accession, etc. Developing the concept of “Export Compatibility Index” which shall include economic & financial compatibility, product compatibility, trade compatibility and social compatibility in a single index which shall be focused on SMEs and self-assessing tool kit is in pipeline.

Publications

The research carried out by the Institute is widely disseminated in the form of study reports, monographs and occasional papers. The major beneficiaries of these research findings are academicians, policy makers, trade and industry, multilateral organizations, researchers and NGOs. In addition, the Institute publishes a quarterly journal **Foreign Trade Review** laying emphasis on international trade, finance, trade blocs and marketing. **Focus WTO**, a bi-monthly journal published by the Institute focuses exclusively on WTO issues. Each issue of the journal is thematic. A new electronic magazine, viz., **Trade-Technology E-Zine** is published by the Centre for International Trade in Technology of IIFT since January 2010. It is uploaded on IIFT website (www.iift.edu) every week.



MANAGEMENT DEVELOPMENT PROGRAMMES

Management Development Programmes (MDPs) has been one of the major activities of the Institute. At the time of 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 to catering to the needs of managers and executives at all levels drawn from the corporate, government and public sectors both in India and abroad.

The objective of our MDPs is to provide the participants an excellent opportunity to interact and exchange ideas with the experienced faculty and fellow participant's newer insights and help crystallize the concepts for better decision making. It also facilitates business executives to explore new frontiers of knowledge, sharpen their skills and help their organizations to achieve newer heights.

IIFT offers wide spectrum of MDPs in different areas of International Business such as international marketing and trade operations, soft skills, international financial management, international logistics and global supply chain, international business and negotiations, WTO and trade policies in India and abroad, for the executives of the industry, and policy makers in the Government. These MDPs are structured keeping in mind the changing global business environment and international standards which help in developing the skills and competency of the participants.

The participant profile of our open programmes comprises executives from corporate sector, trade facilitation agencies, ministries & departments of the Government, export promotion organizations and entrepreneurs.

IIFT offers MDPs in five categories, which are as follows:

1. Open MDPs
2. Sponsored Programmes
3. Collaborative Programmes
4. Overseas Programmes
5. Faculty Development Programmes

Open MDPs

The Institute offers number of MDPs of varying duration throughout the year that are open to working executives from all organizations. The areas in which these open programmes are offered are broadly categorized as International Marketing, International Trade Operations and Logistics, International Finance, WTO and Trade Policy, IT for Management and Skill Enhancement Programmes, Export-Import Procedures & Documentation, Foreign Trade Policy, Management of International Contracts, Business Logistics & Shipping, Export-Import Management, Export Marketing of Select Products (Agro-Products, Leather & Leather Products, Drugs & Pharmaceuticals), Management of Foreign Exchange at Corporate Level, Hedging with Commodity Futures, Managerial Challenges of Globalization, Marketing for the e-World, Corporate Social Responsibility, etc.

Specific programmes for potential exporters, and programmes on new topics like Ethics in International Business, Industrial Marketing and Global Tenders, Getting Started in Cross-Border e-Business, etc. are also offered. IIFT is also catering to the specific needs of local exporters in the Hindi heartland and Hindi-speaking states by offering programmes on Export Procedures & Documentation in Hindi Language.



Sponsored MDPs

IIFT has emerged as the nodal Institute for conducting need based training programmes on Trade Operations and the WTO related issues which are being attended by executives from various ministries, State Governments, Public Sector Units, Export Promotion Organizations and Private Sector Industries.

IIFT has conducted sponsored programmes for government officials belonging to all-India services like Indian Foreign Service, Indian Administrative Service, Indian Police Service, Indian Economic Service, Indian Trade Service, Directorate General of Foreign Trade, etc. The Institute also conducts Special Programmes/Seminars on the WTO and the New Trade Regime for IAS Officers/State Level Officials and the WTO & Allied Issues, etc.

Some of the Clients for Sponsored MDPs are as follows:

Mitsubishi Corporation, Sony India, TATA Power, Exxon Mobil, ABN Amro Bank, Rockefeller Foundation, Itochu Corporation, Ranbaxy, Chambal Fertilizers and Chemical Ltd., CIMMCO International, Indian Sugar and General Engineering Corporation, SIEL, Interocean, Indian Aluminium Company, Visakhapatnam Steel Plant, Dena Bank, NALCO, SAIL, ECGC, STC, MMTC, NIS/NITT, RICEM, NABARD, NSIC, KVIC, IITM, NHDC, SIPARD, ETA Ascon Limited, Power Grid Corporation, etc.

In addition, certain important Government Departments and trade promotion agencies have also sponsored programmes for their officials. Prominent among them are Spices Board, Tobacco Board, Tariff Commission, Sports Goods Export Promotion Council, Department of Personnel and Training, Office of the Development Commissioner (Handicrafts), Directorate-General of Resettlement, Ministry of Commerce & Industry, Ministry of Defence, Central Statistical Organization, etc.

Collaborative MDPs

The Institute conducts Collaborative Programmes with leading institutions. So far, MDPs have been conducted in collaboration with National Security Council Secretariat, Federation of Indian Export Organizations, Maharashtra Small Scale Industries Development Corporation, Institute of Rail Transport, Matrix Consulting Group - New Delhi, Business and Community Foundation, etc.



Continuing with the initiative of capacity building across the African continent, consequent to the India-Africa Forum Summit - 2008, a series of Capacity Building Programmes on International Business were held in Uganda, Senegal, and Rwanda.

The Institute has so far conducted about a dozen programmes in various African Countries that include Ethiopia, Egypt, Botswana, Namibia, Angola, South Africa and many others. A programme was also organized at Delhi that was attended by officials, diplomats and entrepreneurs from over 23 African countries. All the programmes received overwhelming response from the participants and the governments in the host countries.

The following Sponsoring International Organizations have sponsored some of the overseas programmes: UNCTAD/WTO, International Trade Centre, UNDP, UN-ESCAP, UN Assistance Mission in Afghanistan (UNAMA), Colombo Plan Secretariat, Commonwealth Secretariat, India-Egypt Joint Working Group, etc.

Faculty Development Programmes

One of the objectives of IIFT is to promote education, training and research in International Trade and Business in universities and other academic institutions, both in India and abroad. It is in this context that IIFT is organizing Faculty Development Programme (FDPs) for the faculties of Business Schools in the field of International Business. In the past IIFT has organized a series of Faculty Development Programmes in collaboration with NASMEI (North American Society for Marketing Education in India) and Strategy Management Forum. In the current year, IIFT proposes to offer three FDPs.

INTERNATIONAL PROJECTS DIVISIONS

International Projects Division (IPD) of IIFT has been conceived to internationalize the reach of the Institute to the need of other countries and to work as a catalyst to the Indian Government and corporate sector to deepen its economic relationship with partner countries. This Division will help IIFT to achieve the position of a **Centre of Excellence** in imparting education, training and conducting research in other parts of the world in the area of International Business and Trade. One of the key objectives of the IPD is to train 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. IPD would work towards generating views, opinions, analysis on number of contemporary trade and economic issues which would be of interest to different nations in developing economic relationship with other countries including India.

As a part of decisions taken at India Africa Forum Summit (08-09 April 2008), the Institute has been entrusted with the responsibility:

- To conduct customized Capacity Building Programmes on International Business in various parts of Africa, and
- To establish the India Africa Institute of Foreign Trade (IAIFT) at Kampala, Uganda as entrusted by Department of Commerce, Government of India.

The Institute has conducted a series of Capacity Building Programmes in India and in various African countries. These programmes aim at developing required skills and professional competency among entrepreneurs, government officials, professionals and corporate executives in the host countries.

Each of the programme was customized to incorporate specific issues related to the host country and focused on enhancing participants' awareness on various issues related to international business environment and help them in improving overall skills and competency in the management of international trade and business. These programmes received overwhelming response and appreciation by various stakeholders in the host countries.



MBA (INTERNATIONAL BUSINESS) PART TIME

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) 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.
- 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 are made in the training pedagogy. Recognizing the importance of communication in international business, special attention is given to developing proficiency in one of the three foreign languages, currently under offer, namely French, Mandarin 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 Structure

The annual tuition fee payable by each participant for the MBA (IB) Part-time 2011-14 batch is as follows:

Tuition Fee: General/OBC and SC/ST/PH participants.

Year	Category	Trimester-I	Trimester-II	Trimester-III
First	General/OBC	₹ 80,000	₹ 60,000	₹ 60,000
	SC/ST/PH	₹ 40,000	₹ 30,000	₹ 30,000
Second	General/OBC	₹ 80,000	₹ 60,000	₹ 60,000
	SC/ST/PH	₹ 40,000	₹ 30,000	₹ 30,000
Third	General/OBC	₹ 80,000	₹ 60,000	₹ 60,000
	SC/ST/PH	₹ 40,000	₹ 30,000	₹ 30,000
Other Charges	(Payable by all categories of students in Indian Rupees) Computer, Library, Alumni Membership, etc. Charges : ₹ 5,000 per Trimester			

For **Foreign Nationals/NRIs/Children of NRIs**, the fee is US\$7,000 per year plus ₹ 15,000 per annum as annual charges towards computer, library and alumni membership, etc.

Fee is payable at the beginning of each trimester. In case of **Foreign Nationals/NRIs/Children of NRIs** full tuition fee along with other charges is payable annually.



(The exact amount of Tuition Fee and Other Charges as applicable for MBA (IB) Part Time 2012-15 will be informed to the students at the time of sending the confirmed admission letters in May/June 2012).

Examination and Award of Masters

Details of the system of evaluation and grading will be given to the students in the **Handbook of Information** to be provided at the time of Registration. Participants successfully completing the Programme will be awarded Masters Degree. The participants of MBA(IB) part-time 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.

Class Timings

Saturdays – 15:00 - 19:15 hrs

Sundays – 09:00 - 18:15 hrs

COURSE STRUCTURE

COMPULSORY COURSES

1. Accounting for Managers
2. Business Communication
3. Business Economics + MBE
4. Business Ethics
5. Business Research Method
6. Business Statistics
7. Consumer Behaviour
8. Dissertation Project
9. Financial Management
10. Financial Management-II
11. Global Economic Environment & Policy
12. Global Sourcing and Business Development
13. Indian Economy and Trade Policy
14. International Business Law
15. International Business Strategy
16. International Economics
17. International Financial Management
18. International Marketing Management
19. International Trade Logistics
20. International Trade Operations
21. Introduction to IT
22. IT Applications to Management
23. Language
24. Macro Economics
25. Management Information Systems
26. Marketing Management
27. Operations Research
28. Organisational Behaviour
29. Port Visit
30. Principles of Management (H)
31. Production & Operations Management
32. Psychology for Managers
33. Strategic Management
34. Supply Chain Management
35. Viva

ELECTIVES*



*Each student to opt 8 Electives.

Note: Course Structure subject to revision by the Institute's Academic Council from time to time.

1. Commodity Price & Risk Management
2. Competitive Strategy
3. Corporate Treasury Management & Currency Risk Management
4. Cross Cultural Management
5. Customer Relationship Management
6. Derivatives & Risk management
7. Economics of Micro Finance
8. Enterprise Resource Planning
9. Global Climate Change & Business
10. International Brand management
11. International negotiations
12. Marketing of Services
13. Mergers & Acquisitions
14. Perspective of Entrepreneurship
15. Project Appraisal & Finance
16. Retail & Distribution Management
17. Security Analysis & portfolio Management
18. Strategic Marketing
19. WTO & Business policy

ADMISSION PROCEDURE

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, 2012. (Only the work experience after eligibility qualifications will be considered).
- No Objection Certificate from employer is required.
- No age limit.

Mode of Admission

- Essay Writing, GD and Interview in May 2012.
- 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 within a couple of days after the interviews.

How to Apply

- Application for the Programme is through prescribed Application Form available at IIFT.
- The 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 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. 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 13th April 2012.
- 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**.

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

FACULTY & ADMINISTRATION

Director

K.T Chacko

Chairpersons

Rakesh Mohan Joshi

Ravi Shanker

Satinder Bhatia

Sunitha Raju

Vijaya Katti

Head, Kolkata Campus

K. Rangarajan

Professors

Abhijit Das

Ashok Kapoor

Deepak Bhatnagar

Harkirat Singh

Madhukar Sinha

O.P. Wali

Radhika Prosad Datta

Rajiv Mohan Srivastava

Ranajoy Bhattacharya

Rohit Mehtani

Sajal Mathur

Samuel Augustine Thomas

Shashank Priya

Associate Professors

Biswajit Nag

Dipankar Sinha

Gautam Kumar Dutta

Jayanta Kumar Seal

M. Venkatesan

Murali Kallumal

Niti Nandini Chatnani

Nitin Seth

Pinaki Das Gupta

Pooja Lakhanpal

Prabir K. Das

Rajendra Prasad Sharma

Rajesh Kumar Singh

Ram Singh

Ranjit Goswami

Ruppal Walia Sharma

Saikat Banerjee

Sanjay Rastogi

Saswati Tripathi

Sheeba Kapil

V. Raveendra Saradhi

Assistant Professors

Ashim Raj Singla

Areej Aftab Siddiqui

Basanta K. Sahu

Bibek Ray Chaudhuri

Debashis Chakraborty

Himani Gupta

Jacqueline Symms

Jaydeep Mukherjee

Mridula Srivriti Mishr

Parul Singh

Pratap C. Mohanty

Sailja Singh

Sachin Kumr Sharma

Sonu Verma

Sweta Srivastava Malla

Tamanna Chaturvedi

T.P. Ghosh

Consultants/Research

Associates/Program Associates

Akanksha Dua

Amar Chanchal

Amrita Mishra

Animesh Kumar

Ashish Gupta

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