

# MBA

(International Business)

Delhi • Kolkata



## Prospectus 2015-17



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.

## IIFT Ranking in Various Surveys

- Rank 21 – across Asia Pacific region in the QS Global 200 Business Schools Report, 2012 based on recruiter's opinion, 1 of 6 Indian colleges in the list.
- Rank 6 – amongst the Best Indian B-schools, as reported by the Wall Street Journal India, 18th May 2013.
- Grade A\*\*\* - The highest B-School Rating by Crisil, awarded to IIFT in 2012.
- Rank 8 – on Industry Interface in CNBC TV-18's Best B-School Survey, 2013.
- Rank 4 – in GHRDC – Competition Success Review on Government B-School Survey 2013.
- Rank 2 – on overall objective ranking in Bureaucracy Today top 50 B Schools Survey 2013.
- Rank 7 – amongst Top Government B-Schools in Outlook-Drishti India's Best Business Schools Survey, 2013.
- Rank 9 – in Business Today MDRA India's Best B-Schools Survey 2013.



## Director's Message

Indian Institute of Foreign Trade was set up on 2nd May 1963 with the vision of Pandit Jawaharlal Nehru to have a national institute to promote external trade of India. Over the five decades, IIFT has achieved a niche in the domain of International Business by blending business knowledge with creative research, pioneering executive development programs, international linkages and industry interventions.

In last 51 years, the Institute has evolved from being a foreign trade facilitator to a globally networked institution in international trade and business with rich heritage, and strong alumni network both within India and abroad. IIFT started a Centre in Dar-es-Salaam, Tanzania in the year 2000 and established a Centre in Kolkata in 2006. IIFT has always responded to the need of the time and started the Centre for Latin American Studies way back in 1971, Centre for International Trade in Technology in 2001, Centre for WTO Studies in 2002, Centre for MSME Studies in 2005 and proposes to initiate new Centres in the areas of energy & power and financial services. The portfolio of Research expanded from market surveys/export potential studies to policy research so as to facilitate the Government in preparing country positions and effectively present the country's needs and aspirations in global fora.

IIFT believes in continuous upgradation of its facilities, infrastructure and course curriculum as per needs of domestic and global markets. The pedagogic models used by IIFT emphasize knowledge which is industry compatible bringing live work experience into the classroom. There is regular exchange of faculty and students with leading international Business Schools with which IIFT has a strategic alliance. The practical approach of maintaining global perspective on issues with realistic grounding in local conditions has given our students an unbeatable edge in the national as well as international arena.

Recognizing its achievements, the Institute was awarded the status of Deemed University in May 2002 and accredited in May 2005 as "A" grade institution by National Assessment and Accreditation Council (NAAC). IIFT has maintained its place among top 10 business schools in India in various surveys. The Institute has achieved its stature on the strength of its highly accomplished and committed faculty, excellent students, dedicated staff members, industry focused curriculum and state-of-the-art infrastructure.

MBA in International Business offered at Delhi, Kolkata and Institute of Finance Management (IFM), Dar-es-Salaam, Tanzania is the flagship programme of IIFT where keen competition for enrolment is witnessed, year after year. The growing interest in MBA (IB) is understandable in the context of increasing market and governance challenges around the world. The syllabi for MBA (IB) compares favorably with the syllabi of some of the world's best International Business schools and is consistently revisited by undertaking peer/expert review of courses to reflect the industry requirement and the dynamics of a constantly changing business world.

I extend an invitation to you to become a part of the dynamic learning process at IIFT to set new standards in excellence and get ready to face the future with confidence.

**Dr. SURAJIT MITRA**

# ABOUT THE INSTITUTE

The Indian Institute of Foreign Trade (IIFT) was established in 1963 as an autonomous body by the Ministry of Commerce & Industry to contribute in the skill building for the external trade sector of India. It has come a long way to successfully develop into a unique institution involved in imparting knowledge through research and training in international business and trade. The Institute was granted “Deemed University” status in 2002. Over the years, the 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.



## 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 New Delhi and Kolkata.
- Two-year MBA (International Business) at New Delhi and Kolkata.
- Three-year MBA (International Business) Weekend at New Delhi and Kolkata.
- Two-year 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 Capital & Financial Markets 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).
- Certificate Programme in Export 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.
- Certificate Programme in Global Trade Logistics and Operations at New Delhi.



# INTERNATIONAL COLLABORATIONS

In order to retain its position as a top B-school and a highly rated research organization, IIFT has been successfully strengthening its relationship with regional as well as international Institutes.

## MEMBERSHIP

IIFT is a member of the following organizations:

- Academy of International Business (AIB).
- Association of Management Development Institutes in South Asia (AMDISA).
- International Association of Trade Training Organization (IATTO).
- The Association of Advance Collegiate Schools of Business (AACSB).
- The European Foundation for Management Development (EFMD).

## MEMORANDUM OF UNDERSTANDING (MoUs)

IIFT has also entered into MOUs with the following institutions:

### Institutions

	<b>Aberystwyth University,</b> Aberystwyth, UK <a href="http://www.aber.ac.uk">http://www.aber.ac.uk</a>		<b>IESEG – School of Management,</b> Lille Catholic University, Lille, France <a href="http://www.ieseginternational.com/welcome/welcome.asp">http://www.ieseginternational.com/welcome/welcome.asp</a>
	<b>Ajou University,</b> Suwon, Korea <a href="http://www.ajou.ac.kr/english/intro/main.jsp">http://www.ajou.ac.kr/english/intro/main.jsp</a>		<b>Institute of Finance Management (IFM),</b> Dar-es-Salaam, Tanzania <a href="http://www.ifm.ac.tz/">http://www.ifm.ac.tz/</a>
	<b>Allianza 4 Universidades,</b> A4U, Spain <a href="http://www.a-4u.eu/index.php/en">http://www.a-4u.eu/index.php/en</a>		<b>International Institute for Trade and Development,</b> Bangkok, Thailand <a href="http://www.itd.or.th/en">http://www.itd.or.th/en</a>
	<b>Ateneo Graduate School of Business,</b> Philippines <a href="http://www.gsb.ateneo.edu/">http://www.gsb.ateneo.edu/</a>		<b>Nyenrode Business Universiteit</b> <a href="http://www.nyenrode.nl">http://www.nyenrode.nl</a>
	<b>Bangladesh Foreign Trade Institute,</b> Dhaka, Bangladesh <a href="http://www.bfti.org.bd/">http://www.bfti.org.bd/</a>		<b>Pforzheim University,</b> Pforzheim, Germany <a href="http://intl.fh-pforzheim.de/index.php">http://intl.fh-pforzheim.de/index.php</a>
	<b>Bradley University,</b> Peoria, Illinois, USA <a href="http://www.bradley.edu/">http://www.bradley.edu/</a>		<b>SKEMA Business School,</b> Antipolis, French Riviera Chamber of Commerce and Industry, Sophia Antipolis Cedex, France <a href="http://www.ceram.edu/">http://www.ceram.edu/</a>
	<b>Brock University,</b> St. Catharines, Ontario, Canada <a href="http://www.brocku.ca">http://www.brocku.ca</a>		<b>Singapore Management University,</b> Singapore <a href="http://smu.edu.sg/">http://smu.edu.sg/</a>
	<b>ESC Rennes School of Business,</b> France <a href="http://www.esc-rennes.fr">http://www.esc-rennes.fr</a>		<b>The International University in Geneva,</b> Geneva, Switzerland. <a href="http://www.iun.ch">www.iun.ch</a>
	<b>Foreign Trade Training Centre (FTCC),</b> Nasr City, Cairo, Egypt <a href="http://www.ftcceg.org/index.htm">http://www.ftcceg.org/index.htm</a>		<b>The University of Newcastle,</b> Newcastle, NSW, Australia <a href="http://www.newcastle.edu.au/">http://www.newcastle.edu.au/</a>
	<b>Foreign Trade University Hanoi,</b> Vietnam <a href="http://www.ftu.edu.vn">http://www.ftu.edu.vn</a>		<b>University of Insubria</b> <a href="http://www.uninsubria.eu">http://www.uninsubria.eu</a>
	<b>German Development Institute (GDI),</b> Tulpenfeld, Bonn, Germany. <a href="http://www.die-gdi.de/die_homepage.nsf/">http://www.die-gdi.de/die_homepage.nsf/</a>		<b>Università Commerciale L. Bocconi,</b> Milano, Italy <a href="http://www.uni-bocconi.it/">http://www.uni-bocconi.it/</a>
	<b>Grenoble School of Management,</b> Grenoble Cedex, France <a href="http://www.grenoble-em.com/">http://www.grenoble-em.com/</a>		<b>Universität des Saarlandes,</b> Germany <a href="http://www.mba-europe.de">http://www.mba-europe.de</a>
	<b>HANKEN-Swedish School of Economics and Business Administration,</b> Hanken University, Helsinki, Finland <a href="http://www.hanken.fi/public/?setlanguage=en">http://www.hanken.fi/public/?setlanguage=en</a>		<b>University of International Business and Economics,</b> Beijing, China <a href="http://www.uibe.edu.cn">http://www.uibe.edu.cn</a>
	<b>IECS-Strasbourg Graduate School of Management,</b> Université Robert Schuman, STRASBOURG CEDEX, France <a href="http://www.iecs.edu/index.php?langue=en">http://www.iecs.edu/index.php?langue=en</a>		



## CAMPUS AND FACILITIES AT IIFT

### DELHI CAMPUS

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 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 450 seating capacity, two computer labs, indoor games, sports ground, besides excellent residential facilities for the students.

### HOSTEL FACILITIES

The MBA (International Business) is a fully residential programme. There is a separate wing for the girl students.

### LIBRARY FACILITIES

A fully automated Foreign Trade Library is a vast knowledge bank with an impressive collection of more than 1,00,000 resources that comprises nearly 74,000 books and CD Volumes, 17,000 bound periodicals and 400 periodicals on the subjects Statistical theory, Banking, Industries, Management, Marketing, Consumerism, Geopolitical Economic System, etc.

The 'WTO Resource Centre' provides information exclusively on WTO and related issues. The Centre has collected a number of books, periodicals, reports, documents, newspapers, video-cassettes & CD ROMs on WTO published by WTO and government/non-government and International organizations. It has also added to its collection a large number of subject files and Press Clippings on issues under WTO which are culled out from newspapers, books, periodicals being received by the Library. The subject areas included are Anti-dumping and Countervailing Duties; Bilateral Trade; Dispute/Dispute Settlement; Countries Seeking Accession to WTO; Trade Related Intellectual Property Rights; Trade in Services; Trade Related Investment Measures; World Trade Law; Government Procurement; Electronic Commerce and WTO; Social Clause and Labour Standards; Trade and Environment; Trade and Technology; Trade in Textiles; and WTO General, etc.

In order to facilitate online access to information, the Library has also subscribed to trade related online and offline databases like EBSCO, Proquest, Emerald, Blackwell, CMIE, JSTOR, ISI Emerging Markets, Indiatat, World Trade Online, IMF Databases, OECD online, World Trade Atlas and many to list.

### COMPUTER FACILITIES

The state-of-the-art infrastructure facility at IIFT includes well equipped computer centre which caters to the students and faculty member's specific requirements. Most of the activities which require IT support revolve around the training and research activities pursuits.



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, there are more than 300 desktop computers (Core 2 duo and i5), colour monitors with Windows OS have been installed in the campus. These are fully supported with OS/Application software such as Novell Groupwise, Microsoft Live Communication, Oracle, VB, Microsoft project, Java, SPSS, E-Views, SAS, etc.

IIFT has its Data Centre equipped with Unified Storage, Virtualized Server Environment, Web Servers, Email Servers, etc. for the use at the Institute. For its internet requirements IIFT avails 50 MBPS leased line with three backup ISP on load balancing. Apart from this, IIFT also uses video conferencing facility to connect to a global audience spread across Africa, Europe and South East Asia.

IIFT's recent foray extensively in the online education platform has been possible with the state of the art IT

classrooms are adequately equipped with LCD projectors and PCs.

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. This includes developing the indigenous Campus 360 solution, which is a fully integrated platform that provides convergence facility to the faculty with the students and the program office. The Campus 360 enables online attendance, sharing of courseware, result processing, online quiz, opinion polls, assignment submission and many more related activities.

### 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 & industry, multilateral organizations, researchers and NGOs. In addition, the Institute publishes a quarterly journal **Foreign Trade Review** published by SAGE Publications. The Journal focuses on key relevant

areas such as international trade, finance, econometrics, IT, WTO, trade blocs and marketing. **Focus WTO**, another quarterly journal published by the Institute focuses exclusively on WTO related issues. Each issue of the journal is thematic. An electronic magazine, viz. **Trade-Technology E-Zine** is also published by the Centre for International Trade in Technology of IIFT. It is uploaded on IIFT website [www.iift.edu](http://www.iift.edu)

### KOLKATA CAMPUS

IIFT Kolkata Campus is currently functioning from a rented premises in a building located at J-1/14, EP & GP Block, Sector-V, Salt Lake City, Kolkata. The

facilities available at Kolkata Centre include well-equipped lecture halls with modern audio-visual aids, computer centre, library, etc.

### HOSTEL FACILITIES

Currently, hostel accommodation is provided by IIFT, in leased premises, within a radius of about 3 kms at Salt Lake along with transport facility. Students' cooperative mess facilities are also available.

IIFT's state-of-the-art permanent campus is being constructed on a 7 acres land near Ruby Hospital and Heritage School in South Kolkata.



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 1,000 users have access to this network. Apart from this

# MBA (INTERNATIONAL BUSINESS)

MBA (International Business) is a six trimester management programme with a focus on International Business 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 environment.



## 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 familiarize the participants on the fundamental concepts of management.
- To expose the participants to the 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 skills so as to evolve effective National and International Business Strategy.
- To develop socially responsive managers for International Business and help in shaping up their personality.
- To equip for career opportunities 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 Management. It also attempts to provide comparative perspectives in many facets 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 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, Spanish and Mandarin.



# COURSE STRUCTURE

The Course Structure of MBA (IB) is as follows:

## CORE COURSES (to be offered in Six Trimesters):

### Course Title

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

### OTHER COMPONENTS

Foreign Language (French/ Spanish/ Mandarin)  
Sea Port Visit  
Summer projects  
Research/Live Projects  
Comprehensive Viva  
Social Awareness Programme

**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.

## 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 Contract Management
13. Management of Financial Services
14. Management of Pricing (including transfer pricing )
15. Management of Shipping Services
16. Management of Strategic Alliances
17. Managing Global Compliance in Exports
18. Market Access Issues
19. Marketing of Services
20. Mergers and Acquisitions
21. Online Business & e-Commerce
22. Procurement & Material Management
23. 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



### **PROGRAMME FACULTY**

The Institute has a qualified and experienced Faculty with specialization in diverse areas such as International Marketing Management and Research, International Financial Management, Economics and Trade Policy, International Trade Procedures, Logistics & Documentation, Supply Chain Management, Management and Marketing of Services, International Brand Management, International Business Practices and Strategies, Cross Cultural Management and Business Negotiations, etc.

### **VISITING FACULTY**

The Institute also draws on expert guest faculty comprising specialists from business enterprises, research institutions, leading business schools and foreign universities.

### **CORPORATE INTERFACE**

The Institute provides an excellent platform to the students for interaction with Industry leaders and experts. This helps the students to broaden their learning curve. The Industry leaders share their knowledge and real life challenges of the Industry. A number of sessions are scheduled throughout the programme to include senior executives from the corporate sector, policy makers from the government and eminent scholars as speakers.

### **SUMMER PLACEMENT**

Summer internship is an integral part of the curriculum through which the students are exposed to the practical business situation relating to business operations. At the end of the internship, each student is required to submit a report for evaluation by the company and Institute's faculty through presentation and viva voce.

### **CORPORATE AND PORT VISIT**

A visit to port town is arranged in India/abroad for the students to acquire first-hand knowledge on Port Operations, Custom Procedure, Shipping and role of other trade facilitating agencies. In addition, interactive sessions are arranged with corporate managers and trade promotion agencies during the visit.

### **INTERNATIONAL MANAGEMENT FORUM (IMF)**

The International Management Forum (IMF) is an elected body of the students which coordinates and provides administrative support to various student's clubs and activities including symposia and contests.

### **SOCIAL AWARENESS PROGRAMME (SAP)**

The objective of SAP is to sensitize the minds of the students with social issues through presentation by partner NGOs and doing a project with them. This exercise helps the students in becoming good corporate citizen.

### **STUDENT EXCHANGE PROGRAMME**

Student Exchange Programme at Indian Institute of Foreign Trade is an important part of the course curriculum. In the last decade IIFT has been able to develop and establish the student exchange programme with several premier institutions across Europe and North America. Today, IIFT boasts of collaborations across the globe with several leading universities and academic institutions. Annually, a large number of students in a batch travel to various universities across Europe for spending a trimester in the host university. The total number of exchange seats have also gone up over the years and currently it is around 45 for the 2014-15 session.

The selection process for the batch commences every year between August-September for the completion of the 3rd trimester in the January – March session of the subsequent year. The process of selection is rigorous based on shortlisting of CV and personal interview.

The partnering institutions are as follows:

- A4U Spain
- Brock University, Canada
- EM-Strasbourg Graduate School of Management, France
- ESC Rennes School of Business, France
- Grenoble School of Management, Grenoble Cedex, France
- Hanken Swedish School of Economics, Finland
- IESEG–School of Management, Lille, France
- Insubria University, Italy
- International University, Geneva
- Nyenrode University, Netherlands
- Pforzheim University of Applied Sciences, Germany
- Saarland University, Germany
- Skema Business School, France
- University of Bocconi, Milan, Italy
- University of Insubria, Italy

### INFORMAL ACTIVITIES

The students have various clubs, namely Brandwagon, Cashanova, Socrates, Systemix, Blash to interact and

debate on contemporary issues of Marketing, Finance, Consulting, IT, Trading and organize national level symposia and conclave. In addition, there is an Entrepreneurship Cell to promote entrepreneur spirit among the student community. The IIFTians have over the years developed a flair for quizzing and have made their presence felt in B-School quiz across the country. The Social Awareness Club–“Koshish” excels in cultivating social responsibility amongst the management students.

### PLACEMENT PROGRAMME

The Institute has a Placement Cell which provides guidance and assistance to two-year full-time MBA (IB) students in securing suitable career opportunities in organizations both within and outside the country. IIFT, being one of the country's premier Business Schools, provides socially responsible global managers. IIFT Alumni are holding eminent positions in the organizations in India and abroad.

In 2014, all the students of Delhi and Kolkata Campuses were placed by 85 companies. The placement witnessed highest international salary package of US\$88,500 per annum with highest domestic salary package of ₹24 lakh per annum and overall average salary of ₹14.32 lakh per annum.

## Recruiters of 2014

- |                                 |                      |                              |   |
|---------------------------------|----------------------|------------------------------|---|
| • Abbott                        | • Emami              | • Mahindra and Mahindra Ltd. | • Sproxil Brand Protection Solution Pvt. Ltd. |
| • ACG                           | • Ernst & Young      | • MEC Intelligence           | • STC   |
| • Amazon                        | • Flipkart           | • Medtronic                  | • Stryker                                     |
| • Apollo Hospitals              | • GAIL               | • MMTC                       | • TATA Motors                                 |
| • Aricent                       | • GCPL               | • Mogae Media                | • TATA Steel                                  |
| • Avalon                        | • Goldman Sachs      | • MONGE MEDIA                | • TCS   |
| • Atria                         | • Google             | • NIIT                       | • Technopak                                   |
| • Bajaj Auto Ltd.               | • HCL                | • Nokia                      | • TEK TECHNOLOGY                              |
| • Bharti Airtel                 | • Hennes and Mauritz | • Nomura                     | • Titan                                       |
| • Blue Deebaj FZCO              | • HSBC               | • Nucleaus Software          | • Toleram Group                               |
| • Britannia                     | • HT Media           | • PEC                        | • Tricon                                      |
| • Bunge India Pvt. Ltd.         | • Interglobe         | • Philips                    | • Trident                                     |
| • Cargill                       | • ITC                | • Phoenix Commodities        | • Trimex                                      |
| • CEB                           | • ITC Infotech       | • Policyx.Com Pvt. Ltd.      | • Triton                                      |
| • Cipla                         | • Jabong             | • Power Grid Corp.           | • Valency International                       |
| • Citi Bank                     | • Jindal Steel       | • RBS                        | • Vizag Steel                                 |
| • Cognizant Business Consulting | • JP Morgan          | • Reckitt Benckiser          | • Vodafone                                    |
| • Comviva (Mahindra)            | • JPMC Ops           | • Robert Bosch               | • VVF   |
| • Deloitte                      | • Juvalia            | • RPG                        | • Wipro                                       |
| • Deucon                        | • KPIT Cummins       | • Russel Reynolds            | • Zomato                                      |
| • Eli Lilly & Co. India Ltd.    | • KPMG               | • SAB Miller                 |   |
|                                 | • L&T                |                              |   |
|                                 | • Madura             |                              |   |



# FEE STRUCTURE

## FEE

The annual tuition fee payable by each participant for the MBA (IB) batch 2014-16 is ₹6,75,000 which can be paid in three installments. There are other charges of ₹30,000 for first year and ₹20,000 in the second year for computer facility, internet, library, alumni charges and IMF (student body). **The students of SC, ST and PH category are given 50% concession on tuition fee only.**

**Foreign Nationals/NRI Students/ Children of NRIs** will have to pay the annual tuition fee along with other charges in a single installment at the time of admission in the first year and by the start of second year. The fee for the 2014-16 batch under this category is US\$27,500 per year and other charges of ₹30,000 for first year and ₹20,000 in the second year.

**THE EXACT AMOUNT OF TUITION FEE AND OTHER CHARGES, APPLICABLE FOR MBA (IB) 2015-17 WILL BE INFORMED TO THE STUDENTS AT THE TIME OF SENDING THE OFFER LETTERS IN MARCH 2015.**

## REFUND OF FEE

**(Applicable to all categories of candidates)**

In the event of a student/ candidate withdrawing before the starting of the course, the wait listed candidates are given admission against the vacant seat. The entire fee collected from the student, after a deduction of the processing fee of not more than ₹1,000/- (Rupees one thousand only) shall be refunded by IIFT. **No refund of the fee is admissible after the commencement of the programme.**

## HOSTEL FEE

MBA (IB) at Delhi Campus is a residential programme and all the students are compulsorily required to stay in the hostel. In the first year the students are allotted accommodation on triple occupancy basis and in the second year on double occupancy basis. The hostel rent for the 2014-16 batch is ₹41,000/- per student per annum on triple occupancy basis and ₹51,000 on double occupancy basis for Delhi Campus and ₹50,000 for Kolkata Campus. The hostel rent is payable in advance on yearly basis.

A refundable security deposit of ₹5,000 is also payable. **The hostel rent and the security deposit are subject to revision at the discretion of the Institute.** Boarding arrangements are available in the hostel. The charges are decided by the Students Mess Committee and the Caterer.

## SCHOLARSHIP SCHEMES

1. The Institute operates Need Based Scholarship Scheme under which it pays interest subsidy for a certain period of time on Educational Loan from a Bank taken by the student whose family income is less than ₹4.50 lakh per year. Depending upon the fee and other expenses the amount of educational loan is revised every year.
2. Ministry of Social Justice & Empowerment and Ministry of Tribal Affairs have introduced a liberal scholarship scheme called "Central Sector Scholarship Scheme of Top Class Education for SC/ST Students". Four SC students and four ST students, who secure admission in the Institute's two year full time MBA (International Business) are awarded scholarship by the Ministry of Social Justice & Empowerment and Ministry of Tribal Affairs, respectively. The scholarship provides for (i) full tuition fee and non-refundable charges; (ii) living expenses @ ₹2,220 per month subject to actuals; (iii) books and stationery @ ₹3,000 per annum subject to actuals; and (iv) a latest computer with accessories like UPS, Printer, Multimedia limited to ₹45,000 as one time assistance during the course.

The Institute will select four SC students and four ST students from their respective categories on the basis of their merit in the written test and shall forward the applications of the eligible students in the prescribed proforma along with proof of admission and fee chargeable, etc. to the respective Ministries.

The eligibility conditions are as follows:

- The total family income of the student from all sources should not exceed ₹4.50 lakh per annum.
- The scholarship will be terminated if the student fails to pass the final examination of each year or any terminal examination.

# ADMISSION PROCEDURE

## ELIGIBILITY

- Recognized Bachelor's degree of minimum 3 years' duration.
- Candidates appearing for a qualifying examination can also apply subject to submission of proof of requisite qualification by 7th October 2015.
- No age limit.

Admission of the candidate who joins the programme on provisional basis but fails to qualify in the Bachelor's degree examination is liable to be cancelled forthwith. Such candidate should immediately inform the Institute on declaration of his/her results. Admission of candidates who do not inform the Institute of such a situation will automatically stand cancelled on 7th October 2015. No request for extension of time for re-evaluation, etc. will be entertained.

## MODE OF ADMISSION

The process indicated below will be applicable equally for admission to Delhi and Kolkata Campuses.

- On the basis of Written Test, Group Discussion, Interview and Essay Writing.
- Written Test on Sunday, 23rd November 2014 between 10.00 a.m. and 12.00 noon at Ahmedabad, Allahabad, Bengaluru, Bhubaneshwar, Chandigarh, Chennai, Coimbatore, Dehradun, Delhi, Guwahati, Hyderabad, Indore, Jaipur, Jamshedpur, Kochi, Kolkata, Lucknow, Mumbai, Nagpur and Visakhapatnam.
- Based on marks obtained in Written Test, candidates will be called for Essay Writing, Group Discussion and Interview to be held in January/February 2015 at Bengaluru, Chennai, Delhi, Hyderabad, Kolkata, Lucknow and Mumbai. Students who opt for Ahmedabad, Allahabad, Bhubaneshwar, Chandigarh, Coimbatore, Dehradun, Guwahati, Indore, Jaipur, Jamshedpur, Kochi, Nagpur and Visakhapatnam as Centres for written test need to select one of the above specified Centres for Essay Writing, GD and Interview.
- The Institute reserves the right to add/delete any Centre, if required.

- Reservations will be as per Government of India's Rules.

## ***For Foreign Nationals/NRI Candidates/ Children of NRIs:***

The admission of candidates under this category is on the basis of GMAT score only. GMAT result should not have been declared before 1st January 2013 and should be received by the Institute latest by 31st March 2015. **NRI-sponsored candidates are not considered under this category.**

## PATTERN OF ADMISSION TEST

The admission test is a multiple choice objective type written test (in English). It generally consists of questions covering English Comprehension, General Knowledge & Awareness, Logical Reasoning and Quantitative Analysis.

## HOW TO APPLY

**Online:** Visit IIFT website at [www.iift.edu](http://www.iift.edu) Click on the **ADMISSIONS 2015** icon and fill in the online Form as per details given in website. Take the print-out of the Form, attach your photograph and sign in the Box provided for the purpose. Send the print-out along with the necessary enclosures to IIFT.

**Offline:** The candidates who bought the Prospectus in cash or through demand draft need to complete the enclosed Application Form and send the same in the envelope provided for the purpose to the Indian Institute of Foreign Trade, B-21, Qutab Institutional Area, and New Delhi-110016 so as to reach IIFT **on or before 3rd September 2014.**

CANDIDATES ARE ADVISED TO RETAIN A PHOTOCOPY OF THE COMPLETED FORM AND DEMAND DRAFT FOR FUTURE REFERENCE.

The cost of Prospectus and Application Form is one-time payment of ₹1,550 (₹775 for SC/ST/PH candidates) which includes application screening and Entrance Test Fee and the candidates are not required to pay any other fee while sending back the filled-in Application Form to IIFT.

**SC/ST/Physically Handicapped/OBC (non-creamy layer) candidates need to attach photocopy of the requisite certificate with the filled-in Application Form.**

# IMPORTANT INFORMATION

The Admit Cards will be sent BY POST to all the applicants, who submit filled-in Application Forms complete in all respects (online or offline), in the first week of November 2014. Applicants, who do not receive their Admit Cards by **12th November 2014**, can download their Admit Cards from IIFT's website. With a print-out of their Admit Cards, the candidates should reach the venue of the Exam Centre on 23rd November 2014 latest by 9.00 a.m. with one of the following documents: (a) Passport, (b) Election I-Card, (c) College I-Card, (d) Driving License, or (e) PAN Card for appearing in the Exam.

In case of any problem, the candidates can contact Mr. Gaurav Gulati, Sr. Administrative Officer (Academics). They must indicate their Application No. in their communications to IIFT. (Tel. Nos. 26857908 (Direct), 26965051, 26965124, 26966563 - PBX). E-mail: [admissions@iift.ac.in](mailto:admissions@iift.ac.in) OR [gaurav@iift.ac.in](mailto:gaurav@iift.ac.in)

- Filled-in applications should reach IIFT by **3rd September 2014** at B-21 Qutab Institutional Area, New Delhi-110016.
- IIFT will not be responsible for postal delay or non-receipt of applications due to postal loss.
- Seats are reserved as per Government of India norms. The reservations are subject to candidates meeting the admission requirements of the Institute under this category.
- Application fee will not be refunded.
- Applications of foreign nationals under Self-financing Scheme should be routed through the Ministry of External Affairs/Ministry of Human Resource Development, Government of India and should be received by the Institute latest by **31st March 2015**. They must send a copy of their GMAT score with the application.
- Complete details of the programme are available at IIFT's website: [www.iift.edu](http://www.iift.edu) and the students can submit applications online by visiting the website

and clicking the "ADMISSIONS 2015" icon available on the homepage.

- Students are advised to quote the Serial Number of the Application Form in all correspondence with the Institute.
- All disputes would be subject to the jurisdiction of Delhi Courts ONLY.

**Incomplete applications in any manner (either for Application Forms or filled-in applications) and those received after the prescribed date SHALL BE SUMMARILY REJECTED.**

## CHANGE OF CENTRE

Candidates should be careful while opting for the Admission Test Centre. A fee of ₹500/- in the form of a demand draft drawn in favour of Indian Institute of Foreign Trade (payable at Delhi) will be charged for changing the opted Centre. No request for change of centre will be entertained after **10th November 2014**.

## BAN ON RAGGING IN IIFT

**"RAGGING IS PROHIBITED AS PER THE DECISION OF THE SUPREME COURT OF INDIA IN WRIT PETITION NO. (C) 656/1998"**

As per the order of the Hon'ble Supreme Court dated 4.5.2001, ragging is banned in the Institute and anyone found indulging in ragging is likely to be punished appropriately which may include expulsion from the Institute. The students who may be selected and opt to join the programme will be required to submit two affidavits as per the format given by UGC in the website [www.ugc.nic.in](http://www.ugc.nic.in)

## TRANSFER POLICY FROM ONE CAMPUS TO ANOTHER

For admission to each batch of MBA (IB) two-year full time course, the Institute follows a policy of maintaining, at both Campuses, as far as possible, the same percentage of students of different categories, viz. SC, ST, PH and OBC when compared to the General category students of that particular campus. The transfer of students from Kolkata Campus to Delhi Campus and vice-versa will be subject to this policy and will be governed by the merit position of the student in the admission test comprising Written Test, Essay Writing, Group Discussion and Interview.



# FACULTY & ADMINISTRATION

## Director

Surajit Mitra

## FACULTY

### Chairpersons

D Sunitha Raju  
Rakesh Mohan Joshi  
Satinder Bhatia  
Vijaya Katti

### Head, Kolkata Centre

K. Rangarajan

### Professors

Abhijit Das  
Mukesh Bhatnagar  
O.P. 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  
Pinaki Dasgupta  
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 Professors

Areej Aftab Siddiqui  
Ashim Raj Singla  
Basanta K. Sahu  
Bibek Ray Chaudhuri  
Debashis Chakraborty  
Jaydeep Mukherjee

Himani Gupta  
Jacqueline Symss  
Mridula Savitri Mishra  
Parul Singh  
Pralok Gupta  
Sachin Kumar Sharma  
Shailja Singh  
Sonu Verma  
Sweta Srivastava Malla  
Tamanna Chaturvedi  
T.P. Ghosh

### Protocol Officer/Research Associates/Prog. Associates/Research Assistants/ Research Fellows/Computer Professional/Training Coordinator

Aditya Satpute  
Animesh Kumar  
Arundhati Choudhury  
Debjit Roy (Kolkata)  
Gargi Basu (Kolkata)  
Garima Tiwari  
Greetika Francis  
Hari Maya Gurung  
Hitesh Balyan  
Jayant Raghu Ram  
Mohit Kr. Gupta  
Mitrabarun Ghosh (Kolkata)  
Monica Barik (Kolkata)  
Neeru Khurana  
Neha Sharma  
Nitu Pattanaik (Kolkata)  
Preeti Mann  
Pritha Saha (Kolkata)  
Priyanka Gupta  
Rijesh R.  
Rajeev Shukla  
Rakesh Joshi  
Richa Dua  
Sanjeev Kumar  
Sanskriti  
Shibanand Nayak  
Shilpi Tripathi  
Shruti Upadhyay  
Sonam Choudhury  
Subhi Malhotra  
Sushan Ganasan  
Tulika  
Vani Aggarwal  
Vineet Gupta

## SUPPORT SERVICES

### Placement & Corporate Advisor

Prof. Harkirat Singh

### Joint Placement & Corporate Advisor

Sanjay Verma

### Systems Manager

Bimal Kumar Panda

### Asstt. Systems Manager

S. Balasubramanian

### Computer Programmer

Neha Vinayak

### Deputy Librarian

B. Pankti

### Assistant Librarians

Amita Anand  
Nirmala (P)  
R.S. Meena

## ADMINISTRATION

### Registrar

Prof. Ashok Kapoor (officiating)

### Dy. Registrar

Girish Chawla

### Sr. Administrative Officer

Gaurav Gulati

### Senior Finance Officer

Rajeev Talwar

### Finance Officer

Deepa P.G.

### Administrative Officers

A.K. Lahiri (CWS)  
Amit Kumar Ghosal  
Bhuwan Chandra  
Desh Raj  
S.K. Verma

### Section Officers

Anil Kumar Meena  
B. Prasanna Kumar  
Bramin Sarkar  
Kavita Sharma  
Lalita Gupta  
Meenakshi Saxena  
Meena Vij  
Nalini Meshram  
P.K. Khanna  
Sumita Marwaha

## IMPORTANT DATES

Last date for obtaining Prospectus through post	Wednesday, 20th August 2014
Last date for obtaining Prospectus across the Counter at IIFT	Wednesday, 3rd September 2014
Last date for receipt of applications	Wednesday, 3rd September 2014
Last date for obtaining prospectus and receipt of applications for Foreign Nationals/NRIs/Children of NRIs	Monday, 16th February 2015
Written Examination	Sunday, 23rd November 2014 10.00 a.m. to 12.00 noon

## PRICE

For General/OBC Candidates	At the IIFT Counter / By Post/Online	₹1,550
For SC/ST/PH Candidates	At the IIFT Counter / By Post/Online	₹775
For Foreign Nationals/NRIs/ Children of NRIs	At the IIFT Counter / By Post/Online	US\$80 / ₹4,500



भारतीय विदेश व्यापार संस्थान  
**INDIAN INSTITUTE OF FOREIGN TRADE**  
(DEEMED UNIVERSITY)  
(DEPARTMENT OF COMMERCE, GOVT. OF INDIA)

### DELHI CAMPUS

B-21 Qutab Institutional Area, New Delhi - 110016  
Tel. 011-26857908 (Direct), 26965051,  
26965124, 26966563, (PBX)  
Fax : 011-26853965, 26867841, 26867851  
E-mail : admissions@iift.ac.in

### KOLKATA CAMPUS

J-1/14, EP & GP Block, Sector-V,  
Salt Lake City, Kolkata - 700091  
Tel.: 033-23572853, 23572854, 23572859,  
Fax: 033-23572855  
E-mail : koladmissions@iift.ac.in

Website : [www.iift.edu](http://www.iift.edu)