

MBA (International Business) WEEKEND PROGRAMME KOLKATA

PROSPECTUS 2016-19



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	JUNE 03, 2016
Essay Writing, GD & Interview	JUNE 18-19, 2016
Commencement of Course	JULY 02, 2016

Fill in the attached Application Form in all respects with

- 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)
- 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 JUNE 03, 2016** at the following address :

Shri Bratin Sarkar

Section Officer

Indian Institute of Foreign Trade

1583 Madurdah, Kolkata 700107

Tel. 033-2443 2452 (Direct), 2419 5700, 2419 5900 (PBX)

Fax : 033-2443 2454

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Director's Message



Indian Institute of Foreign Trade has evolved and undergone major transformations since its inception. Starting its journey fifty-two years ago in 1963, as an Institute set up by the Government of India for addressing the international trade related training and research requirements of the country, it has traversed a long distance. The Institute has, over the years, broadened the scope and dimensions of its academic activity which now encompass 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. IIFT is proud of its rich heritage and a strong alumni network that extends to remotest corners of the world.

The Institute has closely witnessed, over the years, the shifts and realignments in ideologies and beliefs that have shaped our world economy. The Keynesianism of the early years gave way to the neo-liberal revolution in the decade of eighties; the interdependence perspective of the global economy replaced the dependency view; the export-led growth model of development gained ascendancy over the inward looking import-substitution industrialization model. Moreover, the World Trade Organization subsumed the General Agreement on Tariffs and Trade in 1995; the information technology and telecommunication revolution marked the end of distance; the countries that were once in the periphery of the world system moved to the core; and in our own country the crisis of the early nineties led to a wide ranging economic reforms that set in motion the global integration process of our economy. The world now seems to have journeyed a full circle with the ongoing debate on the crisis of capitalism, the continuing attempts to redefine the role of the State, the collective effort of the international community to tide over the crisis and the attempt to reform the institutions of global governance. The challenges have emerged in the form of recurring crisis in the Euro-zone, fast developments in the global energy markets, and the ongoing 'facilitating growth-versus-taming inflation' dilemma of our own country. In this backdrop, IIFT has over the years, developed a global vision and a broad perspective of global economy which remains robust.

Today our country is on the threshold of a manufacturing revolution and our economy is poised to shift to a high-speed gear for growth. Immense opportunities and challenges are going to arise with 'Make in India' campaign. IIFT MBA programme in International Business for the working executives is focused on skills a global manager needs today. The programme is rich in content, flexible for participants drawn from the public and private domain, and effective in its delivery involving a world class faculty.

I extend an open invitation to you to become a part of IIFT's dynamic learning process to hone your skills to engage and succeed in ever evolving world trade.

A handwritten signature in black ink, appearing to read 'S. Mitra', written in a cursive style.

Dr. SURAJIT MITRA

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 MADURDAHA Area behind Ruby General Hospital, overlooking green ridge, the IIFT Campus at Kolkata is considered to be one of the finest in the eastern part of the Country. The campus spread over 7 acres of land houses one academic block and admin block each and two residential blocks for students and visiting faculty. Be it the mystic beauty of the architectural design, 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 and water bodies. 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, computer centre, indoor games, sports ground, besides excellent residential facilities for the students.

Objectives & Activities

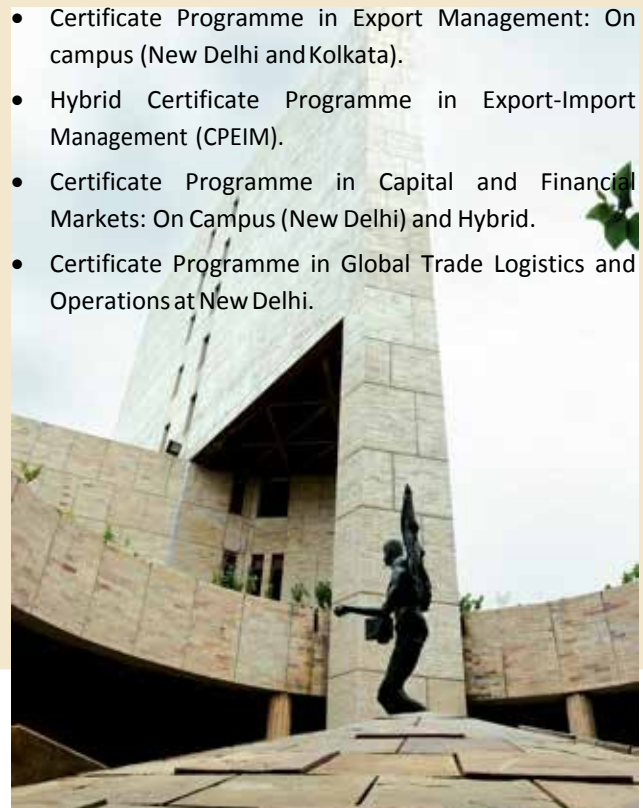
IIFT was set up with the following objectives:

- 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 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).
- Post Graduate Certificate Programme in Business Management (thru Talentedge).
- 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 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 30 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:

FRANCE	SKEMA Business School
	IESEG–School of Management
	ESC Rennes School of Business
	Grenoble School of Management
	EM-Strasbourg Graduate School of Management
ITALY	University of Insubria
	Università Commerciale L. Bocconi
GERMANY	Universität des Saarlandes
FINLAND	HANKEN-Swedish School of Economics and Business Administration
NETHERLANDS	Nyenrode Business Universiteit
SPAIN	Allianza 4 Universidades
BANGLADESH	Bangladesh Foreign Trade Institute
CHINA	University of International Business and Economics
SINGAPORE	Singapore Management University
CANADA	Brock University
TANZANIA	Institute of Finance Management (IFM)

Membership

IIFT is a Member of the following organizations:

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

Doing Business in India

The complex decision making process involved in undertaking foreign operations requires an in-depth knowledge of a country's commercial and socio-cultural climate as well as recognition of the fact that this climate is continuously evolving. For the companies and individuals who are doing business in India, or planning to do so, the International Collaborations and Capacity Development Division of IIFT, New Delhi offers a course titled "Doing Business in India". Details of this programme are available at http://cc.iift.ac.in/docs/iift/DoingBusinessIndia_C.pdf

Research at IIFT

Research occupies a crucial 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 analysing 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 the faculty.



IIFT organizes an International Conference on Empirical Issues in International Trade & Business every two years. The fourth Conference was organized during 18-19 December 2014 at IIFT Delhi Campus. Smt. Nirmala Sitharaman, Hon'ble Minister of State for Commerce and Industry (Independent Charge), inaugurated the Conference. Seventy-six research papers were presented at the Conference.

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.

Research Projects under Progress

1	Pilot Survey on International Trade in Education Services in India at Graduate Level.
2	Managing India's Trade Deficit with Large Trading Partners: Lessons and Prospects.
3	Study for developing suitable criteria to monitor reasonable correlation between implementation of infrastructure projects under central component of Assistance to States for Infrastructure Development of Exports (ASIDE) Scheme and increase export from projects.
4	Export Strategy for Punjab: Challenges, Opportunities and Action Plan.
5	Trade Liberalisation and Employment Effects in Indian Manufacturing: An Empirical Assessment.
6	Study for Comparing Performance of the PSUs (STC, MMTC & PEC) in common activities.
7	Study on Perspective Plan for Footwear Design & Development Institute (FDDI).

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. Customized solutions are being provided on case to case basis with sectoral inputs taking

leverage of strong industry-academia linkage developed by the Centre over its existence of almost 8 years now. Some of the sustainable partners for the Centre include APEDA, Council for Leather Exports, Textiles Committee, ACMA, Gems and Jewellery EPC, ELCINA, EEPC, etc. Other export promotion agencies/bodies with which the Centre is working closely includes Rubber Board, Silk Board, Coir Board of India, DC (Handicrafts), etc. Further, in order to provide MSMEs with necessary hand-holding support towards expanding their existing domestic business to foreign markets, the Centre plans to set up an incubation centre shortly.

At international level, the Centre has collaborated with Mekong Institute, Thailand, in assisting them towards "Trade and Investment Facilitation" within GMS region. The Centre in collaboration with CBI Netherlands (Centre for the Promotion of Imports from Developing Countries) has been conducting training programmes for IIFT students on certain core areas like export management; market knowledge; product and production improvement, etc. The Centre is also actively participating to work for the development of SMEs in Africa.

The Centre has been working very closely with State Government of Himachal Pradesh to establish a Shimla Centre. The 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.

CENTRE FOR INTERNATIONAL TRADE IN TECHNOLOGY (CITT)

With the primary objective of actualizing India's potential in technology trade and addressing the complexities involved, IIFT has set up CITT in 2001 with financial and technical support from the DSIR, Government of India. It is a unique institutional arrangement in which roles of active players in international technology trade, especially those of Ministry of Commerce & Industry, and Ministry of Science & Technology are being synthesized. It is well recognized that building up of technology trade requires sustained efforts over a period of time.

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

- (a) Sensitize Government to the importance of technology exports and need for an enabling and proactive regime;
- (b) Support the corporate sector by providing access to relevant global, commercial intelligence and analytical review of market potential priority markets; and
- (c) Develop a cadre of experts and trainers to make available specialized training to the industry and policy-making.

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



The Centre assisted the Department of Commerce in some of the WTO disputes involving India.



MANAGEMENT DEVELOPMENT PROGRAMMES

Management Development Programmes (MDPs) 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 Corporates both in India and abroad.

The objective of our MDPs are specially designed to reflect the evolving realities of business and management practices & applications so that it adds knowledge and skill to the participants, facilitating their personal contribution to the future success of their organization. The MDPs provide the executives with an opportunity to access contemporary thinking, exchange ideas and gain insights from a diverse range of peers.

IIFT offers wide spectrum of MDPs in different areas of international business such as international marketing and trade operations, IT for management and skill enhancement, international financial management, international logistics and global supply chain, Foreign Trade Policy, Corporate Social Responsibility, international business and negotiations, WTO and trade policies in India and abroad, for the executives of the industry, policy

makers in the Government, etc. 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.

IIFT offers MDPs in three categories, i.e. Open, Sponsored, and Collaborative. We also conduct Online programmes like EPGDIBS, EPGDIB (VSAT), EMBA, & CPEIM. 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. We have entered into an MOU with IICA for launching programmes on CSR.

IIFT has emerged as the nodal Institute for conducting need based training for government officials belonging to all-India services like Indian Administrative Service, Indian Foreign Service, Indian Police Service, Indian Economic Service, Indian Trade Service, Indian Revenue Service, Indian Statistical Service, etc. The Institute also conducts Special Programmes/Seminars on the WTO and the New Trade Regime, International Negotiations, the WTO & IPRs, etc. for IAS/Other all India Service Officers/State Level Officials and Private Sector Industries.

In addition, certain important Government Departments and trade promotion agencies have also sponsored programmes for their officials. Prominent among them are Coir Board,

Council for Leather Exports, National Academy of Customs, Excise & Narcotics, Marine Products Export Development Authority, Spices Board, Tobacco Board, Tariff Commission, Sports Goods Export Promotion Council, Department of Personnel and Training, Office of the Development Commissioner (Handicrafts), India Trade Promotion Organization, Directorate-General of Resettlement, Department of AYUSH, RCVPN Academy of Administration and Management (Madhya Pradesh), Ministry of Commerce,

Ministry of Defence, Central Statistical Organization, Ministry of Science and Technology, Ministry of Agriculture, Ministry of External Affairs, Federation of Andhra Pradesh Chamber of Commerce and Industry, PHD Chamber of Commerce and Industry (Lucknow), Bombay Chamber of Commerce, Castrol India Ltd., Power Grid Corporation, NALCO, SAIL, GAIL, IRCON, RITES, PEC Ltd., ONGC, ECGC, STC, MMTC, NIS/NIIT, RICEM, NABARD, NSIC, KVIC, IITTM, NHDC, SIPARD, Numaligarh Refinery Limited, etc.

THE AFRICA INITIATIVE

The International Projects Division (IPD) has been conceived to internationalize the reach of the Institute to the need of other countries and focus entirely on training and research for the African Continent. The Division was set up to develop capacity and enhance co-operation with the African Continent. 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 part of decisions taken at India-Africa Forum Summit, 8-9 April 2008, the Institute has been entrusted with the responsibility:

- To conduct Capacity Development Programmes on International Business for African Countries,
- To establish the India Africa Institute of Foreign Trade (IAIFT) in Africa,

- To conduct Off-Campus Programmes Internationally, and
- To conduct Study Tours for African Companies to India and Indian Companies to Africa.

Consequently, the Institute has conducted a series of Capacity Building Programmes in India and in various African countries including

Angola, Botswana, Burkina Faso, Cape-Verde, Djibouti, Egypt, Eritrea, Ethiopia, Gabon, Gambia, Ghana, Kenya, Madagascar, Malawi, Mauritius, Namibia, Niger, Rwanda, Senegal, Seychelles, Somalia, South Africa, Sudan, Tanzania, Togo, Tunisia, Uganda, and Zimbabwe.

IIFT started MBA (International Business) Programme with the Institute of Finance Management (IFM), Tanzania to assist Tanzania in the year 2000 for filling the gap of trained personnel for the external sector and to enable the country to emerge competitive in international markets. MBA (International Business) at Dar-es-Salaam has now become the Pan-Africa Programme and is the most sought after course in African region. The MBA (IB) programme addresses the challenges and complexities of global business and thereby has enabled Tanzania and other countries of Africa to increase their competitiveness in international markets.



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 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 & 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), and 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 2016-19 will be informed to the students at the time of sending the confirmed admission letters in JUNE 2016)



COURSE STRUCTURE

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

Core Courses

(to be offered in Nine Trimesters)

Course Title

Business Economics	Human Resource Management	Macro Economics
Business Research Methods	India and the World Economy	Management Accounting
Business Statistics	International Business Strategy	Managerial Communication
Consumer Behaviour	International Economics	Marketing Management
Corporate Ethics and Governance	International Financial Management	Operations Management
Entrepreneurship	International Marketing Management	Operations Research
Financial Accounting	International Trade Logistic	Organizational Behaviour
Financial Management - 1	International Trade Operations & Documentations	Psychology for Managers
Financial Management-2	IT Applications in Management - 1	Strategic Management
Fundamentals of International Management	IT Applications in Management - 2	Supply Chain Management
Global Sourcing Business Development	Legal Aspects of Business	Trade Analytics
Management of Global Sourcing		

Elective Courses

Electives with IB Focus

Course Title

Advanced Supply Chain Management	Green Strategy for Global Operations and Logistics	Managing Global Compliance in Exports
Agri-Commodity Trading (ACT)	Green Supply Chain Management	Market Access Issues
B2B Marketing	International Business Negotiation	Marketing of Services
Competitive Strategy	International Contract Management	Mergers and Acquisitions
Cross Culture Management	Management of Financial Services	Online Business & e- Commerce
Digital Marketing	Management of Pricing (including transfer pricing)	Procurement & Material Management
Financial Derivatives and Risk Management	Management of Shipping Services	Sectoral Strategies for International Business (Seminar Course)
Financial Risk Management	Management of Strategic Alliances	
Financing of International Trade		

General Electives

Course Title

Advanced Forecasting Techniques for Business Applications	Financial Modeling	Rural Marketing
Advertising and Promotion Management	IT Project Consultancy & Management	Sales and Distribution Management
Applied Econometrics	Managing Change & Transformation	Security Analysis and Portfolio Management
Brand Management	Multi-Variate Data Analysis & Forecasting Techniques	Strategic Market Planning and Decision Making
Customer Relationship Management	New Venture Creation & Start ups	Strategy Execution & Tools
Customs & Excise Management	Project Appraisal and Finance	TQM & Six Sigma
Enterprise Resource Planning (ERP) Systems	Retail Management	

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.

Other Components

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

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) Weekend Programme 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 Kolkata 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 MAY 31, 2016. (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 JUNE 18 & 19, 2016.
- 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 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 Kolkata 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 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 1583 Madurdah, Kolkata – 700107 **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 Kolkata Courts Only.

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



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
Ashok Kapoor
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
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
Amrita Mishra
Anamika Das
Anika Kumar
Ankita Gupta
Arundhati Choudhury
Bhawna Kakkar
Dilfy Ann Philip
Garima Tiwari
Gitika Gunjan
Greetika Francis
Hari Maya Gurung
Jayant Raghu Ram
Nabamita Sarkar
Neha Sharma
Nitika Gupta
Nitu Pattanaik
Pooja Khosla
Poorva Mathur
Primlee Sharma
Rajeev Shukla
Rakesh Joshi
Ranjana Roy
Richa Dua
Rijesh R.
Riddhi Chatterjee
Sanjeev Kumar
Shibanand Nayak
Shilpy Verma
Shradha Kulhari
Shruti Upadhyay
Sonali Dhankar
Sunakshi Agarwal
Sushan Ganasan
Sumana Das
Shuvo Roy Chowdhuri
Tripti Chouhan
Tulika
V. Shruthimala
Vani Aggarwal
Vineet Gupta

SUPPORT SERVICES

Placement & Corporate Advisor

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
R.S. Meena
Nirmala

ADMINISTRATION

Registrar

Pramod Kumar Gupta

Deputy Registrar

Girish Chawla

Sr. Administrative Officer

Gaurav Gulati

Sr. Finance Officer

Pitambar Behera

Finance Officer

Deepa P. G.

Administrative Officers

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

Section Officers

Anil Kumar Meena
Batin Sarkar
B. Prasanna Kumar
Kavita Sharma
Lalita Gupta
Meenakshi Saxena
Meena Vij
Nalini Meshram
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