

Delhi | Kolkata | Kakinada (AP)

MBA

(International Business)

PROSPECTUS 2018-2020



**INDIAN INSTITUTE OF FOREIGN TRADE
DEEMED UNIVERSITY**

Vision

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

Mission

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 boundary.

IIFT Ranking in Various Surveys

Ranked 'A Grade' by National Assessment and Accreditation Council (NAAC) with CGPA score of 3.53

Ranked Super League 1 in Business Standard's best B-school rankings 2017.

Ranked 'A + + +' - The highest B-School rating by Business & Management Chronicle 2016

Ranked 2 under Top Govt. B-Schools of India by GHRDC- CSR B-School Survey 2016

Ranked 10 in Business World Survey 2016



MESSAGE FROM THE DIRECTOR

Indian Institute of Foreign Trade (IIFT) stands for academic excellence. Over the last 53 years, IIFT has nurtured excellence in international trade and investment. With the modest beginning as a facilitator for external trade in 1963, IIFT has emerged as one of the pioneering Institutes in the Asia Pacific playing the role of a leading B-Schools in the Sub-Continent besides being a Think Tank Organisation for foreign trade and policy matters and also a hub for research and knowledge dissemination.

Recognizing the immense contribution of IIFT for promoting skill and knowledge in International Business, it was accorded the status of “Deemed University” in 2002. The National Assessment and Accreditation Council (NAAC) has recognised IIFT as Grade ‘A’ institution in 2005 as well as in 2015. Needless to mention that most domestic surveys conducted year after year have ranked IIFT amongst the Top 10 in India.

IIFT offers an array of programmes starting from Ph.D. to Diploma and Certificate Courses in International Business. But the MBA in International Business offered by IIFT in Delhi and Kolkata still remains the flagship Programme for the Institute. Over 52,000 students apply for the exclusive entrance exam conducted by IIFT every year across the country to compete for 350 places. It indicates the popularity of IIFT as a ‘B-School’. If placement is considered as an indicator, it is not surprising that IIFT has secured 100 per cent placement year after year. The Institute has once again reinforced its standing as one of the elite B-Schools of the country by concluding final placements for the Batch of 2015–17 with an impressive highest compensation in excess of ₹1 Crore p.a. for three students.

With globalization, domestic market has become intertwined with global value chain. In order to address the domestic market, one also needs to understand the nuances of global market. It requires great deal of knowledge and skill in international trade. IIFT consistently meets this challenge by updating its course content and pedagogy to equip its students with the skill-sets required to become effective and capable global managers. IIFT’s endeavour has been widely recognized with various awards over the last few years for its industry relevant course content and scope for sectoral specialization. That is how the alumni of IIFT are now leading various national and international organizations across the globe.

Let me extend an open invitation to you to become a part of IIFT knowledge process to enhance your skills and emerge as global managers.

(BINOY KUMAR IAS)
Director, IIFT

ABOUT THE INSTITUTE

The Indian Institute of Foreign Trade (IIFT) was established in 1963 as an autonomous body under 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. **The National Assessment and Accreditation Council (NAAC) has recognized IIFT as Grade ‘A’ Institution in 2005 as well as in 2015.** 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.

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.
- Two Years & Six Months 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 Finance at New Delhi.
- Executive Post Graduate Diploma in International Business - Hybrid (through HUGHES Communication Ltd.).
- Executive Post Graduate Diploma Programme in International Business Strategy - Hybrid (thru NIIT Imperia).
- Post Graduate Certificate Programme in International Business and Finance- Hybrid (thru TECH Mahindra).
- Certificate Programme in Export Import Management: On campus 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 organisation, 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).
- International Association of Trade Training Organizations (IATTO).
- The European Foundation for Management Development (EFMD).
- The Association of Advance Collegiate School of Business (AACSB International).
- Global Compact Network of India.

MEMORANDUM OF UNDERSTANDING (MoUs)

IIFT has also entered into MOUs with the following institutions:



CAMPUS AND FACILITIES AT IIFT

DELHI CAMPUS

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

The campus itself is a very picturesque with artistically designed buildings and well-maintained lush gardens. The facilities available on the campus include, fully air-conditioned lecture halls with modern audio-visual aids, conference halls for round-table conferences, an auditorium of 450 seating capacity, two computer labs, indoor games, sports ground, besides excellent residential facilities for the students.

KOLKATA CAMPUS

The campus is located in IIFT's own premises in the picturesque East Kolkata off EM Bypass in a sprawling area of around 7 acres. The campus is developed as a green and fully integrated campus with independent blocks for academic, administration and student living areas with all modern amenities backed by a devoted service block. The campus also houses three water bodies to maintain ecological diversity with enough greenery. All the operational areas are centrally air-conditioned and the campus is fully under Wi-Fi. There are modern lecture halls, syndicate rooms, common area, auditorium, open air theatre, common courtyard in its academic and administration blocks on exemplary designs to create a great learning environment.

HOSTEL FACILITIES

The MBA (International Business) is a fully residential Programme.

LIBRARY FACILITIES

A fully automated Foreign Trade Library is a vast knowledge bank with an impressive collection of more than 1,03,408 resources that comprises nearly 76,422 books and CD Volumes, 17,581 bound periodicals and 255 periodicals on the subjects Statistical theory, Banking, Industries, Management, Marketing, Economics, Logistics, Consumerism, Geopolitical Economic System, etc. The library has access to Bloomberg Database as well.

The 'WTO Resource Centre' provides information exclusively on WTO and related issues. The Centre is a depository of number of books, periodicals, reports, documents, video cassettes and CD ROMs on WTO, published by WTO and government/non-government and international organizations. 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 General Issues in WTO, etc.

In order to facilitate online access to information, IIFT Library has also subscribed to several online and offline databases like EBSCO, Proquest, Emerald, Blackwell, CMIE, JSTOR, Indiatat, World Trade Online, IMF Databases, OECD online, World Trade Atlas and 'Bloomberg Terminals' with many more to its list.

COMPUTER FACILITIES

The state-of-the-art infrastructure facility at IIFT includes well equipped computer centre which caters to the students and faculty members' 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, Virtualised Server Environment, Web Servers, Email Servers, etc. for the use at the Institute. For its internet requirements IIFT avails 125 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 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 WiFi supporting 802.11n and standards. Over 1000 users have access to this network. Apart from this, 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 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 programme office. The Campus 360 enables online attendance, sharing of courseware, result processing, online quiz, opinion polls, assignment submission and many more related activities.

KAKINADA CAMPUS

IIFT will be functioning in a rented premises in Kakinada subject to approval of UGC.

A plot of about 25 acres has been allotted to IIFT by Government of Andhra Pradesh in Kakinada. The campus at Kakinada with similar facilities as at Delhi and Kolkata Campuses, including residential provisions is expected to be ready in three years.

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, *Foreign Trade Review*, a quarterly journal of the Institute is 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. Under the *Working Paper Series*, the main aim of IIFT is to help faculty members share their research findings with professional colleagues in the pre-publication stage. The papers are published on-line and uploaded on IIFT website. Another quarterly e-Newsletter *Tech-n-Trade* focuses on a particular theme or allied themes in each issue in the domain of technology, innovation and trade. The e-Newsletter is disseminated online across an audience base cutting across policy, industry, think tanks and academia.

MBA (INTERNATIONAL BUSINESS)

MBA (International Business) is a six trimester general 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, Global Trade and WTO
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 Aspects 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 Behavior
31. Psychology for Managers
32. Strategic Management
33. Supply Chain Management
34. Trade Analytics

ELECTIVE COURSES

Electives with IB Focus

1. Advanced Supply Chain Management
2. Agri-Commodity Trading (ACT)
3. B2B Marketing
4. Competitive Strategy
5. Cross Culture Management
6. Digital Marketing
7. Financial Derivatives and Risk Management
8. Financial Risk Management
9. Financing of International Trade
10. Green Strategy for Global Operations and Logistics
11. Green Supply Chain Management
12. International 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. Marketing Research
21. Mergers and Acquisitions
22. Online Business & e-Commerce
23. Procurement & Material Management
24. Sectoral Strategies for International Business
(Seminar Course)

General Electives

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

19. Strategy Execution & Tools
20. TQM & Six Sigma

OTHER COMPONENTS

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

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

Course Structure is subject to revision.

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 and policy makers from the government. Few of the eminent speakers are: Suresh Narayanan, Chairman & Managing Director, Nestle India Ltd.; Sanjiv Mehta, MD and CEO Hindustan Unilever Ltd.; Rajashree Birla, Director on the board of all the major Aditya Birla Group of Companies and Chairperson, Aditya Birla Centre for Community Initiatives and Rural Development (ABCCIRD); Chris Oberoi, Managing Director, Goldman Sachs; Rakshit Hargave, Managing Director, Nivea India; Manoj Kumar, Managing Director, GlaxoSmithKline Consumer Healthcare, etc.

SUMMER INTERNSHIP

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, Customs 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 students' 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 for the under privileged 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 premiere 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 numbers of exchange seats have also gone up over the years and currently it is around 45 for the 2017-18 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
- Florida International University, USA
- Grenoble School of Management, Grenoble Cedex, France
- Hanken Swedish School of Economics, Finland
- IESEG- School of Management, Lille, France
- International University, Geneva
- Pforzheim University of Applied Sciences, Germany
- Saarland University, Germany
- Skema Business School, France
- University of Bocconi, Milan, Italy
- University of Insubria, Italy

STUDENT ACTIVITIES AND ACHIEVEMENTS

The students have various clubs, namely Brandwagon, Cashanova, Socrates, Systemix and 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 Social Awareness Club–“Koshish” excels in cultivating social responsibility amongst the management students. The IIFTians have over the years developed a flair for quizzing and have made their presence felt in B-Schools quiz and corporate competitions across the country. IIFT students have won some of the prestigious academic and corporate competitions such as “Mahindra War Room” organized by Mahindra & Mahindra, “Invent a New Future Challenge” by 3M, “Carpe Diem” organized by Hindustan

Unilever Ltd., “RBI Policy Challenge” organized by Reserve Bank of India, “CFA Research Challenge” organized by CFA, “L’Oreal Brandstorm” organized by L’Oreal, “ETYL” organized by Economic Times, “Optimus” organized by Indian Institute of Management–Bangalore, “Bizworth” organized by Indian Institute of Management--Calcutta, “CITI Innovation Challenge” organized by Citi Bank and many more.

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 position in the organizations in India and abroad.

In 2017, three IIFT students were offered more than ₹1 crore salary package. Six students have got more than ₹75 lakh per annum in international placements. 81 companies recruited all students of Delhi and Kolkata Centre. The highest international salary package offered was US\$1.5 lakh per annum and the highest domestic package was ₹26 lakh per annum. The average salary offered was ₹18.43 lakh per annum. 20 international offers were made. Students bagged 74 Pre Placement Offers (PPOs) this year. Leading recruiters across all domain recruited IIFT students this year.

RECRUITERS OF 2017

• 3M	• GE	• Olam Intl. Ltd
• Aditya Birla Group	• GeP	• Pidilite
• Airtel	• Goldman Sachs	• Quest Global
• Akzonobel	• GPL	• Raymond
• Amazon	• GSK CH	• RBS
• Aricent	• HDFC	• Religare
• Avantor	• HP Inc	• Robert Bosch
• AXIS Bank	• HPCL	• RPG
• Bajaj Auto	• HSBC (STG)	• SBI
• BALIC	• IBM	• Shell
• Becton Dickinson India	• ICICI	• Shopclues
• Bank of America	• IOCL	• SMT
• British Telecom	• Inbound Mantra	• Synergy
• Capgemini	• Infosys	• Takshashila Consulting
• CBC	• ITC	• TATA Motors
• Citibank	• IVP	• Tata Sky
• Crisil	• JP Morgan	• TATA Steel
• Dabur	• L&T	• TCS
• DBS	• L&T tech	• Tetrapak
• DCM SHRIRAM	• Lava	• TGI
• Dell	• Lucideus Tech	• Tragigura
• DHFL	• Madura	• Tresvista
• DSPL	• Marico	• Vikram Solar
• Eli Lilly	• Moolchand Hospital	• Vmock
• GAIL	• Mount Meru	• Vodafone
• Games 24*7	• MSIL	• Wipro
• GCPL	• Nomura	• Wipro CCLG

FEE STRUCTURE

FEE

The annual tuition fee payable by each participant for the **MBA (IB) 2017-19 batch** is ₹7,85,000/- which can be paid in three installments. There are other charges of ₹32,500/- for first year and ₹22,500/- in the second year for computer facility, internet, library, alumni charges and IMF (student body). **The students of SC, ST and PWD category are given 50% concession on tuition fee only.**

Foreign Nationals and NRI Students will 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 2017-19 batch under this category is US\$30,000 per year and other charges of ₹32,500/- for first year and ₹22,500/- in the second year.

THE EXACT AMOUNT OF TUITION FEE AND OTHER CHARGES, APPLICABLE FOR MBA (IB) 2018-20 BATCH WILL BE INFORMED TO THE STUDENTS AT THE TIME OF SENDING THE OFFER LETTERS IN MARCH/APRIL 2018.

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. If the request is received on or before the last date of withdrawal, the entire fee collected from the student, after a deduction of the processing fee of not more than ₹10,000/- (Rupees Ten thousand only) shall be refunded by IIFT. If a student joins the Institute and then leaves, entire fee collected shall be forfeited.

Detailed guidelines regarding refund of fee and last date to withdraw will be mentioned in the final offer letter sent to selected candidates.

HOSTEL FEE

MBA (IB) is a residential Programme and all the students are compulsorily required to stay in the hostel.

In Delhi Campus, the students are allotted accommodation on double/triple occupancy basis at the sole discretion of the Institute. The hostel rent for the 2017-19 batch is ₹47,000/- per student per annum on triple occupancy basis and ₹57,000 on double occupancy basis.

In Kolkata Campus, the students are allotted accommodation on single occupancy basis. The hostel rent is ₹57,000 p.a. 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 which is around ₹4,500/- per month.

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.

The Institute retains the right to add or delete any scholarship scheme or change the existing clause(s) as and when required.

ADMISSION PROCEDURE

(For General / Reserved category candidates)

ELIGIBILITY

- Recognized Bachelor's degree of minimum 3 years' duration in any disciplines with minimum 50% marks [45% in case of the candidates belonging to Scheduled Caste (SC), Scheduled Tribe (ST) and Persons with Disability (PWD) categories]
- Candidates appearing for a qualifying examination can also apply subject to submission of proof of requisite qualification by 8th October 2018.
- No age limit.

Admission of the candidate who joins the Programme on provisional basis but fails to obtain minimum percentage 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 8th October 2018. No request for extension of time for re-evaluation, etc. will be entertained.

PATTERN OF ADMISSION TEST

The admission test is a multiple choice objective type written test (in English) of 120 minutes. It generally consists of questions covering English Grammar, Vocabulary and Comprehension, General Knowledge & Current Affairs, Logical Reasoning, Data Interpretation and Quantitative Analysis.

MODE OF ADMISSION

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

- * On the basis of Written Test, Group Discussion, Writing Skills Assessment and Interview.
- * Written Test on **Sunday, 3rd December 2017** between 10.00 a.m. and 12.00 noon at Ahmedabad, Allahabad, Bengaluru, Bhubaneswar, 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 Writing Skills Assessment, Group Discussion and Interview to be held in January/February 2018 at Ahmedabad, Bengaluru, Chennai, Delhi, Hyderabad, Kolkata, Lucknow and Mumbai. Students who opt for Allahabad, Bhubaneswar, 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 Writing Skills Assessment, GD and Interview.
- * The Institute reserves the right to add/delete any centre, if required.

CHANGE OF CENTRE

Candidates should be careful while opting for the Admission Test Centre. A fee of ₹1,000/- will be charged for changing the opted Centre. No request for change of centre will be entertained after 3rd November 2017.

ADMIT CARDS

The Admit Cards can be downloaded from IIFT's website from 15th November 2017. With a print out of the Admit Card, the candidates should reach the venue of the Exam Centre on 3rd December 2017 latest by 9.00 a.m. with one of the following documents: (a) Passport (b) Election I-Card (c) Aadhaar Card (d) PAN Card (e) Driving License (f) College I-Card for appearing in the Exam.

HOW TO APPLY

Please visit IIFT website i.e. www.iift.edu. Click on the ADMISSIONS 2018 icon and fill in the online form as per details given in website.

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

SC/ST/PWD/OBC (Non-creamy layer) candidates need to attach the requisite certificate with the Application Form.

ADMISSION PROCEDURE

(For Foreign Nationals/NRI Candidates)

ELIGIBILITY

- Recognized Bachelor's degree of minimum 3 years' duration with minimum 50% marks.
- Candidates appearing for a qualifying examination can also apply subject to submission of proof of requisite qualification by 8th October 2018.
- In order to qualify as an international candidate for the purpose of applying to IIFT entrance exam, a candidate should have been (expected to be) resident outside India for a period of not less than 18 months as on 31st December 2017 and be outside India during the IIFT examination window. The Indian nationals who are living, working, studying abroad should produce with application a certificate from the Indian Embassy/High Commission/Consulate of the country where the candidate is currently based, stating that the candidate has been resident in that country continuously for a period of not less than 18 months as on 31st December 2017.
- Foreign nationals need to have a valid passport/travel document from a country other than India. The Foreign nationals who are present in India at the time of IIFT entrance test are required to take the same.
- The candidate should produce Graduate Management Aptitude Test (GMAT) score which should be received by the Institute latest by 15th February 2018. GMAT taken before 1st January 2016 is not valid.
- If the candidate has appeared for any MBA entrance examination for that year in India (2017) such as CAT /XAT /IIFT, etc., he /she is not eligible to apply.
- **NRI-Sponsored and Children of NRI candidates are not considered under this category.**

MODE OF ADMISSION

- The admission of candidates under this category is on the basis of GMAT score and interview.
- Shortlisted candidate would be required to undergo a Personal Interview at IIFT campus. Candidates called for this will have to make their own travel arrangements. In case they are not able to be physically present they would be interviewed through Skype.

Documents to be submitted along with Application Form

- 1) Filled in CV Form.
- 2) Copy of latest GMAT score certificate.
- 3) Attested copy of all academic mark-sheets/certificate (Class X, XII & Graduation).
- 4) Copy of all Passport pages having official entries.
- 5) An undertaking that the candidate has not appeared for any MBA entrance examination for that year (2017) such as CAT/XAT/IIFT etc.

- 6) Two letters of recommendation. Preferably, one of these should be written by a current supervisor or manager. The second one should be from someone who is in a position to evaluate the applicant's professional performance as well as his/her managerial and leadership potential. No letter of recommendation should be written by immediate family members, e.g. parents, grandparents, siblings and spouse.
- 7) The Indian nationals who are living, working, studying abroad should produce with application a certificate from the Indian Embassy/High Commission/Consulate of the country where the candidate is currently based, stated that the candidate has been resident in that country continuously for a period of not less than 18 months as on 31st December 2017.

IMPORTANT INFORMATION

In case of any problem, the candidates can contact Shri Anil Kumar Meena, Section Officer (Admissions Cell). They must indicate their Application No. in their communications to IIFT. [Tel. Nos. 011-39147213 (Direct), 39147200 - 05 PBX]. E-mail: admissions@iift.ac.in

- There are 220 seats in Delhi Campus and 140 seats in Kolkata Campus. 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 once paid 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 15th February 2018. 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 and the students can submit applications online by visiting the website and clicking the "ADMISSIONS 2018" 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 SHALL BE SUMMARILY REJECTED.

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

FACULTY & ADMINISTRATION

Director

Shri Binoy Kumar

FACULTY

Chairpersons

D. Sunitha Raju
Rakesh Mohan Joshi
Satinder Bhatia
Vijaya Katti

Head, Kolkata Centre

K. Rangarajan

Professors

Abhijit Das
Ashok Kapoor
Mukesh Bhatnagar
Om Prakash Wali
Radhika Prosad Datta
Rajiv Mohan Srivastava
Ravi Shanker
Ranajoy Bhattacharya
Rohit Mehtani
Ram Upendra Dass

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
Parul Singh
Pralok Gupta
Sachin Kumar Sharma
Shailja Singh
Sonu Verma
Sweta Srivastava Malla
Tamanna Chaturvedi
Triptendu Prakash Ghosh

SUPPORT SERVICES

Placement & Corporate Advisor

Harkirat Singh

Jt. Placement & Corporate Advisor

Sanjay Verma

Systems Manager

Bimal Kumar Panda

Astt. Systems Manager

S. Balasubramanian

Computer Programmer

Neha Vinayak

Assistant Librarians

Amita Anand
Nirmala
R.S. Meena

ADMINISTRATION

Registrar

Pramod K. Gupta

Dy. Registrar

Gaurav Gulati

Sr. Administrative Officer

Bhuwan Chandra
Desh Raj

Senior Finance Officer

Pitambar Behera

Finance Officer

Deepa P.G.

Administrative Officers

A.K. Lahiri (CWS)
B. Prasanna Kumar
Meenakshi Saxena
Nalini Meshram

Hindi Officer

Rajendra Prasad

Section Officers

Anil Kumar Meena
Chiranji Lal
Dwaipayan Ash
Gaurav Gupta
Jitender Saxena
Karun Duggal
Kavita Sharma
Lalita Gupta
Mohini Madaan
P.K. Khanna
Rakesh Kr. Ojha
Sumita Marwaha

IMPORTANT DATES

Last date to apply online :	:	Friday, 15th September 2017
Last date to apply online and to submit GMAT score for Foreign Nationals/NRIs	:	Thursday, 15th February 2018
Written Examination	:	Sunday, 3rd December 2017 (10.00 a.m. to 12.00 noon)

APPLICATION FEE

For General/OBC	:	₹ 1,550
For SC/ST/PWD candidates	:	₹ 775
For Foreign Nationals/NRIs	:	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 Ph.: 011-39147213 (Direct), 011-39147200 - 205 (PBX) Fax : 91-011-39147301 E-mail: admissions@iift.ac.in	KOLKATA CAMPUS 1583 Madurdaha, Chowbagha Road, Ward No. 108, Borough XII, Kolkata-700107 E-mail : koladmissions@iift.ac.in
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Website : www.iift.edu