

PROSPECTUS 2016-18

EXECUTIVE PROGRAMME



Executive Post Graduate
Diploma in International
Business



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 | 11 November 2016 |
| Essay Writing, GD & Interview | 12 November 2016 |
| Commencement of Course | December 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 Kolkata (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 11 November 2016** at the following address:

Shri Bratin Sarkar

Assistant Finance Officer

Indian Institute of Foreign Trade

1583 Madurdaha, Kolkata 700107

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

Fax : 033-2443 2454 E-mail: koladmissions@iift.ac.in

Director's Message



IIFT is widely recognized for its strong knowledge and intellectual resource base and is consistently ranked amongst the leading business schools in the Asia-Pacific region. The Institute has been a pioneer in many ways in terms of

addressing industry needs through specialized long term Executive Diploma programmes for working executives as well as other short term Management Development Programmes. The Institute has closely focused on working executives to explore new frontiers of knowledge in the field of International Business Management and help their organizations reach commanding heights. IIFT also provides training and research based consultancy to the government and the corporate sector. For more than 50 years, IIFT has been contributing significantly to community and national development through specialized training programmes for budding managers, corporate executives, government officers and policy formulators including IAS, IFS, IRS and IAS officers. On the occasion of the golden jubilee celebrations of IIFT, in May 2013, Hon'ble President of India, Shri Pranab Mukherjee appreciated the enormous intellectual contribution made by the Institute in foreign trade and international business.

Through its specialized centres, IIFT has impacted numerous organizations at the ground level. These centres at IIFT include, the Centre for WTO Studies, Centre for Medium and Small Scale Enterprises and Centre for International Trade in Technology. The Institute has started a new centre for MSME in 2015 in Shimla and has very recently also set up an Incubation Cell for entrepreneurs in international business. All these initiatives highlight the strong connect and symbiotic relationship IIFT has with the industry.

IIFT's portfolio of Executive Diploma programmes have been specially designed to cater to knowledge enhancement and capability development of mid and senior level executives seeking to assume higher responsibilities in their corporate career. Each of the three programmes- the Executive Post Graduate Diploma in International Business, the Executive Post Graduate Diploma in International Marketing, and the Executive Post Graduate Diploma in Finance are distinct, yet there is a common thread that runs through all of them relating to the key aspects of International business. The curriculum has been developed based on the vast experience and expertise of IIFT faculty. Special care has been taken to tailor the curriculum and teaching pedagogy to emphasize practical applications of the theoretical concepts in order to equip participants to take strategic business decisions.

At IIFT, faculty constantly endeavours to innovate, experiment and research on emerging issues confronting global economy. The academic excellence of IIFT has been recognized by the National Assessment and Accreditation Council (NAAC). IIFT is also in the process of seeking the much coveted international accreditation of AACSB.

The continued focus on excellence in the Institute has created a strong pool of alumni, many of whom now occupy leadership positions in the corporate world. Very soon you would also be one of this successful group. I warmly welcome you in the midst of IIFT and wish you all the success in your journey at IIFT and beyond.

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

(Dr SURAJIT MITRA)

DIRECTOR & VC, IIFT

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 plush 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 Finance at New Delhi.
- ▶ Executive Post Graduate Diploma in International Business (through VSAT) in 91 cities across India.
- ▶ Executive Post Graduate Diploma Programme in International Business Strategy (thru NIIT Imperia Platform).
- ▶ Post Graduate Certificate Programme in Business Management (thru Talentedge).
- ▶ Certificate Programme in Export-Import Management: On Campus (New Delhi) and Hybrid.
- ▶ 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:

- ▶ Establishing academic ties with domestic and international universities / institutions to enable student exchange, faculty exchange and/or joint training and research programmes.
- ▶ Conducting customized programmes for international students and executives.
- ▶ Hosting interactive information sessions for visiting delegations of students, academicians and policy makers from different countries.
- ▶ Obtaining and leveraging membership of renowned domestic and international organizations to strengthen academic standards and col-laborations.

- ▶ 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

International Memberships & Accreditation

The Institute continues to be a member of the following International Institutions/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).

The Institute is a Life Member of Global Compact Network India.

Accreditation Achievements

- ▶ The **NATIONAL ASSESSMENT AND ACCREDITATION COUNCIL (NAAC)** has accredited IIFT with the highest grade 'A' with overall CGPA score of 3.53.
- ▶ The Institute is in the process of getting AACSB Accreditation. The eligibility application for AACSB was approved and is currently in the process of submitting the Initial Self Evaluation Report (iSER). AACSB Mentor Prof. B.M. Purwanto visited IIFT Campus in the last week of January 2016 to review and discuss the iSER before final submission to AACSB.

SOME OF OUR KEY PARTNER 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) |
| UK |  | School of Management, University of Bradford |

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 analyzing international business situations and developing appropriate corporate strategies. The Institute also offers a vibrant Ph.D. Programme and the students who have been awarded doctoral degree at IIFT are placed highly in academic institutes, government departments and leading corporate houses. Focus on research has been growing with special emphasis on Ph.D. Programme, Trade and other conferences hosted at IIFT and inter departmental research & consultancy projects conducted by faculty.

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

The Institute organized a conference on "Managing India's Trade Deficit with Large Trading Partners: Lessons and Prospects" on 23 September 2015 on behalf of DFID-IPE Global Pvt. Ltd to disseminate the findings of the study report conducted by IIFT. The conference was inaugurated by Dr. Bibek Debroy, Member, NITI Aayog. Besides Dr. Debroy, Shri Rajani Ranjan Rashmi, Additional Secretary, MOC&I, Dr. Surajit Mitra, Director IIFT, Shri Sunil Mitra, Director, IPE Global and Mr. Cedrik Schurich, Head India Trade Policy Unit, Global Partnership, DFID were also present during the inauguration. Dr. Choongjae Cho, Head, South Asia Team, Korea Institute for International Economic Policy and Dr. Shunli Yao, Director, Institute for Applied International Trade, Beijing were invited to deliver special lecture during the Conference.



Research Projects under Progress

- ▶ Study of Coir Exports Sustainability in Context of Coir Fibre Scarcity for Product Exporters.
- ▶ Development of Export Strategy for Maharashtra.
- ▶ Preparation of the Export Strategy of the Haryana State.
- ▶ Study on Development of Export Promotion Strategy for Madhya Pradesh.
- ▶ Preparation of Export Management and Compliance Manual.
- ▶ Study on Impact of FTAs on Chemical and Petrochemical Sector.
- ▶ Transactional Advisory Services for ERP Implementation at Chennai Port Trust.
- ▶ Preparation of Export Strategy Document for the State of Himachal Pradesh.
- ▶ Business Process Reengineering under ERP Implementation at Kamarajar Port Ltd.
- ▶ 100% Physical Verification under PMEGP Scheme of KVIC in West Bengal.
- ▶ Survey on End to End Logistic Arrangement for Shipping through Ports.
- ▶ Consultancy for drawing up the financial perspective of the scheme for merger of CDLB with KoPT.
- ▶ Preparation of Export Strategy Document for the State of West Bengal.
- ▶ Introduction of Management Accounting Concept in Chennai Port Trust: Extension of ChPT BPR Project.

Centre for MSME Studies

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

associated institutions and organizations, both within the country and abroad.

Under its wide gamut of activities, training and capacity building of MSMEs both at National and International levels stands as one of the prime activities. These programmes are being conducted in various areas of international business such as international marketing, trade operations and logistics, international finance, WTO related issues, documentation and trade facilitation measures, entry level strategies, etc. The modules are being designed for MSMEs, trade bodies, industry associations, policymakers and negotiators. This calls for collaboration of the Centre with sectoral Export Promotion Councils and Commodity Boards towards extending the knowledge support on pertinent issues of trade interest for the MSMEs.

The Centre has been 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.

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

Centre for International Trade in Technology (CITT)

With the primary objective of actualizing India's potential in technology trade and addressing 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 and Technology are being synthesized.

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

- ▶ Sensitize Government to the importance of technology exports and need for an enabling and proactive regime;
- ▶ Support the corporate sector by providing access to relevant global, commercial intelligence and analytical review of market potential priority markets; and
- ▶ 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:

- ▶ To assist India's trade negotiators and policy makers in participating effectively in the WTO and at the related multilateral trade negotiations;
- ▶ To enhance the understanding of key trade issues among stakeholders through outreach and dissemination activities; and
- ▶ To develop capacities within India and in other developing countries for analyzing WTO and other trade-related issues through training programmes.

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

Management Development Programmes

MDP Division of the Institute conducts programmes in different categories by following different mechanisms:

- ▶ Open Programmes of IIFT
- ▶ Sponsored Programmes
 - For Corporate
 - For Government Officers like IAS, IPS, IFS, IRS, ITS, etc.
 - For private companies
- ▶ Collaborative Programmes
- ▶ Hybrid Programmes

MDP Division offers a wide spectrum of programmes in different areas of international business such as international marketing and trade operations, soft skills, international financial management, Dollar/Rupee evaluation, international logistics and global supply chain, international business and negotiations, WTO and trade policies in India and abroad, for the executives of the industry, and policy-makers in the Government. IIFT also

offers the distant mode courses like CPEIM by itself and EPGDIB (VSAT-HUGHES), EPGDIBS (NIIT) and PGCPIBM (Talentedge) in technical collaboration with other institutions. IIFT is in the process of collaborating with Tech Mahindra for launching the 4 Months online programme on International Sales & Marketing. We have collaborated with IICA for conducting Short Term Programme on Corporate & Social Responsibility.

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.

In addition, MDP Division has also conducted sponsored programmes for the officers of various important Government Departments and trade promotion agencies. Prominent among them are: Coir Board, Coconuts Development 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, IRCON, GAIL, Powergrid Corporation, ONGC, Numaligarh Refineries Limited, ECGC, KVIC, 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), Central Statistical Organization, Ministry of Commerce, Ministry of Defence, Ministry of Science & Technology, Ministry of Agriculture, Ministry of Labour & Employment, Ministry of External Affairs, Ministry of Finance (Department of Economic Affairs), Federation of Andhra Pradesh Chambers of Commerce and Industry, Bombay Chamber of Commerce, Asian Development Bank (ADB), UNESCAP, etc.

Some of the other clients for Sponsored MDPs are as follows: Mitsubishi Corporation, Sony India, TATA Power, TATA Motors, Coromandal Ltd. Exxon Mobil, ABN Amro Bank, Rockefeller Foundation, Itochu Corporation, Ranbaxy, Chambal Fertilizers and Chemicals Ltd., etc.



The Africa Initiative

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

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

- ▶ Establish the India-Africa Institute of Foreign Trade (IAIFT) in Kampala, Uganda.
- ▶ Conduct customized short-term capacity Building Programme on International Business in various parts of Africa. One of the key objectives of these programmes is to train government officials, diplomats, entrepreneurs, exporters, corporate sector and civil society members. Since the year 2008, the Institute has successfully conducted such Programmes in 32 African Countries, viz



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

IIFT also conducts conferences/seminars both in India and Africa on topics of mutual interests. In the year 2015, IIFT conducted the following conferences:

- ▶ Conference on “Enhancing Efficiency and Maximizing Output of Tanzania Economy: An Indian Initiative”, Dar-es-Salaam, Tanzania, 6 March 2015.
- ▶ Conference on “India Africa Trade and Investment Contours” IIFT, New Delhi, 15 July 2015.



Executive Post Graduate Diploma in International Business

(2016 - 2018)

The challenges of a dynamic and competitive international business environment require a scientific approach to business decision-making. The changes in the international trading system under the WTO while offering business opportunities have underlined the importance of global strategies for business firms. Recognizing these challenges, the Executive Post Graduate Diploma in International Business (EPGDIB) provides an opportunity for middle and senior level executives to refresh and upgrade their managerial skills without interrupting their professional activities. The programme is specially designed to sensitize the participants to the complex issues of international business as also to develop the requisite analytical skills for managing international business operations.

Objectives

EPGDIB aims at enhancing the managerial competence of senior and middle level executives by imparting systematic knowledge in all aspects relating to international business.

The specific objectives of the Programme are to:

- ▶ Provide an overall perspective on the international business environment and economic relations.
- ▶ Develop analytical skills for understanding functional inter-relationships in international business.
- ▶ Provide an understanding into the operational as well as strategic aspects of international trade.

Course Structure

| Semester I | |
|--|--|
| Course Title | |
| Accounting for Managers | |
| Business Economics | |
| Business Statistics | |
| Fundamentals of International Management | |
| Global Business Environment | |
| IT Applications in Management | |
| Macro Economics | |
| Marketing Management | |

| Semester II | |
|--|--|
| Course Title | |
| Financial Management | |
| Human Resource Management | |
| International Economics | |
| International Marketing Management | |
| International Trade Operations & Documentation | |
| Strategic Management | |
| Supply Chain Management | |
| Port visit | |

| Semester III | |
|------------------------------------|--|
| Course Title | |
| International Business Strategy | |
| International Financial Management | |
| International Trade Logistics | |
| Management of Global Sourcing | |
| Research Project | |
| Five Electives | |

| Electives | |
|-------------------------------------|----------------------------------|
| Cross Cultural Management | Mergers and Acquisitions |
| Digital Marketing | Online Business & E-Commerce |
| Financial Modelling | Sectoral Strategies |
| International Brand Management | Services Marketing |
| International Business Negotiations | Trade Analytics |
| Management of Strategic Alliances | WTO & Regional Trade Agreements |
| Market Access Issues | Managing Change & Transformation |

Note: Course Structure is subject to revision.

General Information

Methods of Instruction

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

Fee Structure

The fee for the Programme is ₹ 3,60,000 (including alumni charges). The participant is responsible for the payment of the Programme fee whether it is paid by the individual or by the employing organisation. Fee is to be paid in three installments as indicated below:

First installment at the : ₹1,60,000/-
time of admission

Second installment at the : ₹1,00,000/-
start of Second Semester

Third installment at the : ₹1,00,000/-
start of Third Semester

SC/ST/PH Candidates : 50% concession
on tuition fee

Examination and Award of Post Graduate Diploma

Details of the system of evaluation and grading will be given in the *Handbook of Rules* to be provided to the students at the time of Registration. Participants successfully completing the Programme will be awarded the **Executive Post Graduate Diploma**. The students, who successfully complete first two semesters of the Programme, and are unable to continue in the third semester, can be allowed to join in the third semester with their juniors on payment of registration fee and fees as prescribed for the third semester in the year in which they rejoin. However, the students will be expected to

complete their Executive PG Diploma in four years' period from the date of initial registration. A student, who successfully completes first two semesters of the Programme and is unable to continue, can be awarded **Executive Post Graduate Certificate**.

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 semester.

Duration & Class Timings

The duration of the Programme is one-and-a-half years spread over three semesters of 6 months each. For the first week at the beginning of each Semester regular classes from 9.00 a.m. to 6.30 p.m. will be held at IIFT Campus in Kolkata and after that classes will be held on **alternate Saturdays and Sundays**.

Saturdays and Sundays: 09:00 – 18:30 hrs

Mode of Admission & Eligibility

Admission to Executive Programmes is on the basis of Essay Writing, GD and interviews to be held during the mid of August 2016. The Executive Programmes are open to working managers and self-employed individuals who meet the following criteria:

▶ **Post-Graduate Degree / Engineering Degree or equivalent from any recognized University or Institution and managerial work experience of THREE years.**

OR

Graduation or equivalent degree from any recognized University or Institution and managerial work experience of FIVE years.

- ▶ Only the work experience after eligibility qualifications, as on 31 August 2016 will be considered.
- ▶ Company sponsorship or No Objection Certificate from the employer is required at the time of admission.
- ▶ Seats are reserved for SC/ST/OBC (non-creamy layers)/Physically Handicapped candidates as per Government of India rules.
- ▶ No age limit.

How to Apply

Application to EPGDIB 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 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 admission.

- ▶ Filled-in applications with enclosures should reach IIFT at 1583 Madurdaha, 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 THE 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 last 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
Om Prakash Wali
Radhika Prosad Datta
Rajiv Mohan Srivastava
Ravi Shanker
Ranjay 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
Ruppall Wallia 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
Himani Gupta
Jaydeep Mukherjee
Jacqueline Symss
Parul Singh
Pralok Gupta
Sachin Kumar Sharma
Shailja Singh
Sonu Verma
Sweta Srivastava Malla
Tamanna Chaturvedi
Triptendu Prakash Ghosh

Protocol Officer/

Research Associates/

Prog. Associates/

Computer Professional/

Programme Manager/

Research Assistants/

Research Fellows

Abhinav Chauhan
Abhishek Jha
Akhila Roy
Amrita Mishra
Amshuly Chandran
Anika Kumar
Ankita Gupta
Anubha Rohatgi
Ashish Kaistha
Bhawna Kakkar
Dilfy Ann Philip
Greetika Francis
Hari Maya Gurung
Harneet Kaur
Jayant Raghu Ram
Mangala Ghosh Monika

Nabamita Das Sarkar
Neeraj R.S.
Nitu Pattanaik
Pragjyana Paromita Barua
Primlee Sharma
Rakesh Joshi
Richa Dua
Riddhi Chatterjee
Rohit Singh
Sanjeev Kumar
Shruti Mahajan
Shruti Sharma
Shuvi Roy Chowdhuri
Shweta Jha
Sumana Das
Surabhi Agrawal
Swati Saini
Tamanna Khan
Tripti Chouhan
Tulika
V. Shruthimala
Vineet Gupta
Yamini Chandran
Zaki Hussain

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
Nirmala
R.S. Meena

Administration

Registrar

Pramod Kumar Gupta

Deputy Registrar

Gaurav Gulati

Sr. Administrative Officer

Bhuwan Chandra

Sr. Finance Officer

Pitambar Behera

Finance Officer

Deepa P.G.

Administrative Officers

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

Assistant Finance Officer

Bratin Sarkar

Hindi Officer

Rajendra Prasad

Section Officers

Anil Kumar Meena
B. Prasanna Kumar
Dwaipayana Ash
Kavita Sharma
Lalita Gupta
Meenakshi Saxena
Nalini Meshram
P.K. Khanna
Sumita Marwaha



IIFT Ranking in Various Surveys

- ▶ Ranked highest 'Grade A' by National Assessment and Accreditation Council (NAAC) with overall CGPA score of 3.53.
- ▶ Ranked 'Super League' - The highest B-School rating by Business Standard-IMRB Best B-School Survey 2015
- ▶ Ranked 'A+++' - The highest B-School rating by Business & Management Chronicle 2015
- ▶ Ranked 1 under Top Govt. B-Schools of India by GHRDC-CSR B-School Survey 2015
- ▶ Ranked 7 in Outlook B-School Survey 2015
- ▶ Ranked 10 in Business World and Business Today Survey 2015
- ▶ Ranked 27 across Asia Pacific region in the QS Global 200 Business Schools Report 2014
- ▶ Ranked 6 amongst the Best Indian B-schools, as reported by the Wall Street Journal India, 18th May 2013



भारतीय विदेश व्यापार संस्थान
INDIAN INSTITUTE OF FOREIGN TRADE
(DEEMED UNIVERSITY)

B-21 Qutub Institutional Area, New Delhi-110016
Tel. 011-26857908 (Direct), 26966563, 26965124, 26965051 (PBX)
Fax : 011-26853965, 26867841, 26867851

KOLKATA CAMPUS:

1583 Madurdaha, Chowbagha Road, Ward No. 108,
Borough XII, Kolkata 700107
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