

*Executive Post Graduate Diploma in International Business
(2011-13)*

PROSPECTUS

***INDIAN INSTITUTE OF FOREIGN TRADE
(Deemed University)***

DEPARTMENT OF COMMERCE, GOVERNMENT OF INDIA

Vision

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

Mission

Strengthen, sustain and professionalize business knowledge through creative research and teaching, highlighting the significance of learning and by collaborating with organizations, institutions and universities both within and beyond the national boundary.

Important Information

IMPORTANT DATES

Last date of receipt of application	29th September, 2011
Essay writing, GD & Interview	Third week of October 2011
Commencement of Programme	October 2011

Fill in the attached application form in all respects with

- (i) Bank draft for Rs.1200 (Rs. 600/- in case of SC/ST/ PH candidates) in case the Form is downloaded from the IIFT's website - in favour of Indian Institute of Foreign Trade payable at Kolkata.
- (ii) SC/ST/PH/OBC (non-creamy layer) candidates to attach respective certificate and send the same so as to be received in IIFT on or before **29th September, 2011** at the following address:

Shri Amit Ghoshal,
Administrative Officer
Indian Institute of Foreign Trade,
J/14, EP & GP Block, Sector-V
Salt Lake City, Kolkata-700091
Tel.: 033-23572853, 23572854, 23572859
Fax: 033-23572855

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

From the Director

IIFT set up by Government of India, nurtures its vision to be an internationally acknowledged and networked institution in delivering globally competitive business education and research for individuals, corporate, government and society. Over the last four decades, the Institute has been able to successfully blend theory and practice of International business in its curriculum to hone the requisite managerial competences and decision making capabilities in the IIFT students. It is a matter of pride for all of us that the IIFT is being constantly ranked as one of the TOP TEN BUSINESS SCHOOLS of the country by different B-School Surveys in the past few years. The Institute was awarded the status of Deemed University five years back as recognition of continuous accomplishment of its task of professionalizing international business education.

We live in a time of rapid global changes. Globalization is no longer a new concept to us and as a nation; we are very much active to keep abreast of this revolution called 'Globalization'. Keeping in view the requirements and needs of the industry, the Institute has for more than two decades been conducting executive educational programmes in International Business. Executive Post Graduate Diploma in International Business (EPGDIB) is a one-and-a-half year duration programme and the classes are held at IIFT Campus in Kolkata on alternate weekends. The major objective of EPGDIB course is to offer comprehensive education about global business. This 'course' helps participants to sail smooth in their job of managing global operations as they are trained to manage both operational and strategic issues of international business with equal acumen.

The EPGDIB course is a right blend of theory and application. IIFT has well qualified, experienced faculty and we supplement this by guest faculty drawn from corporate sectors and other top management institutions. We maintain the rigor of constant evaluation, quizzes and project work at a level similar to that of full-time programmes. Participants get exposed to advanced knowledge in the classroom courses and find a scope to use the same in project and seminar courses. I trust at the end of the course you will discover yourself as a 'complete' manager.

My best wishes to you.

K.T. Chacko

About the Institute

The Indian Institute of Foreign Trade (IIFT), Deemed University, is the national Institute in International Business Education and Research. Established in 1963, as an autonomous body under the Ministry of Commerce & Industry, Government of India, it has contributed in the skill building for the external trade sector of India. The contributions of the Institute have earned it the status of “Deemed University” in the year 2002. Over the years, IIFT has emerged as the national university with focus on International Business Management and Strategy, and such focus is reflected in all three major activities of the Institute: Research, Training and Education.

Locations

The Kolkata centre of IIFT started in July 2006 is actively involved in all the three spheres of activities, viz. Teaching, Research and Training of the Institute under the same administrative set-up. Currently the Centre is functioning from J-1/14, Sector-V, Salt Lake City, Kolkata, where state-of-the-art infrastructure is already in place. There are six well-equipped air-conditioned classrooms, library with required text-books and online access to more than 4000 journals and other databases, computer labs with internet connectivity, syndicate rooms for group discussions, etc. The Centre is likely to move to its own campus in an 11-acre land located near Ruby Hospital. The academic rigour, syllabi, examination schedule, etc. are the same for both IIFT in New Delhi and Kolkata centres.

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 & Kolkata Two-year MBA (International Business) at New Delhi & Kolkata**
- **Three-year MBA (International Business) (Part-Time), New Delhi, Kolkata and Dar-es-Salaam**
- **Executive Post Graduate Diploma in International Business, New Delhi & Kolkata.**

- **Executive Post Graduate Diploma in International Business (through VSAT), in 91 cities across India.**
- **Executive Post Graduate Diploma in Industrial Marketing, New Delhi.**
- **Executive Post Graduate Diploma in Capital & Financial Markets, New Delhi**
- **Certificate Programme in Export Management, New Delhi and Kolkata.**
- **Certificate Programme in Capital and Financial Markets, New Delhi.**
- **Certificate Programme in International Business Language, New Delhi. (Languages taught are Spanish and French)**

In addition, the Institute also organizes customized training programme for different corporates.

Networking & Reach

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

Membership

The Institute is a member of the following international and regional organizations:

- International Association of Trade Training Organisations (IATTO), UK
- Academy of International Business (AIB), USA
- Association of Training Institutions for Foreign Trade in Asia and the Pacific (ATIFTAP), Manila, Philippines
- The Association of Indian Management Scholars (AIMS), USA.
- Association of Management Development Institutions in South Asia
- European Foundation for Management Development (EFMD), Brussels

Memorandum of Understanding (MoUs)

IIFT has also entered into MoUs with the following institutions:

Institution	Memorandum of Understanding
Centre for Globalisation and Sustainable Development, Columbia University	The MoU provides for undertaking joint research programmes in the areas of global competitiveness of Indian industry and FDI Policy and issues to provide inputs for formulating trade and investment policies for Government of India.
CERAM Sophia Antipolis, France	The MoU provides to pursue student and faculty exchange

	activities in order to promote understanding and goodwill and strengthen cultural ties and broaden student and faculty experience and horizons.
Institute for Trade Studies & Research (ITSR), Iran	The MoU provides for framework for a partnership arrangement between ITSR and IIFT ensuring close cooperation and coordination of efforts concerning research & training and sharing of information and data in areas to be agreed upon mutually.
Institute of Financial Management (IFM), Dar-es-Salaam, Tanzania	The MoU provides for IIFT to offer a two-year MBA (International Business) and one-and-a-half year Executive Masters in International Business at Dar-es-Salaam.
International Institute for Trade and Development, Bangkok, Thailand	The MoU provides the framework for a partnership arrangement between ITD and IIFT ensuring close cooperation and coordination of efforts concerning research and training.
United Nations Conference on Trade and Development (UNCTAD)	The MoU provides for setting up a Regional Centre for Training in Investment Related Issues for Asia.
Foreign Trade Training Centre (FTCC), Egypt	The MoU provides for framework for a partnership arrangement between IIFT and FTTC ensuring close cooperation and coordination of efforts concerning training, research and consultancy.
Oakland University, USA	The MoU provides for framework for a partnership between IIFT and Oakland University ensuring close cooperation and coordination of efforts concerning faculty exchange and research Programme.
Vietnam Institute for Trade, Hanoi	The MoU provides for joint research and training opportunities to IIFT at the Vietnam Institute for Trade campus at Hanoi.
Pforzheim University of Applied Sciences, Germany	The MoU provides for the Institute to sponsor 2-3 students every year for one trimester to Pforzheim University of Applied Sciences, Germany. The programme is tuition free and the sponsored students receive about 650-700 Euros per month.
HENKEN Swedish School of Economics and Business Administration, Helsinki, Finland	The MoU provides for the Institute to sponsor 2-3 students every year for one trimester to HENKEN Swedish School of Economics and Business Administration, Helsinki, Finland. The programme is tuition free.
Virginia Polytechnic Institute & State University, USA (Virginia Tech)	The MoU provides for exchange of faculty & students and academic information. It also provides for joint research and conferences.
Grenoble School of Management, France	The MoU provides to pursue student and faculty exchange activities in order to promote understanding and goodwill and strengthen cultural ties and broaden student and faculty experience and horizons.
IESEG – School of Management, France	The MoU provides for exchange of faculty & students and

	academic information. It also provides for joint research and conferences.
Export Edge Business College (EEBC), Dublin, Ireland	The MoU provides for framework for a partnership between IIFT and EEBC ensuring close cooperation and coordination of efforts concerning student & faculty exchange and research Programme.
Aberystwyth University, Aberystwyth, UK http://www.aber.ac.uk	The MOU provides for exchange of students, exchange of faculty members, joint research projects, joint cultural programs and organization of joint conferences.
Brock University, St. Catharines, Ontario, Canada http://www.brocku.ca	The MOU provides for exchange of students, exchange of general staff (administrative and technical) and of faculty members. The cooperation agreement also provides to promote collaborative research, other educational developments, and to further mutual understanding.
NewCastle University, Newcastle, UK http://newcastle.ac.uk	The MOU involves active cooperation between the two institutions in the fields of joint research, joint teaching and development of new degree programmes, interchange of staff and graduate students and exchange of information.
Foreign Trade University Hanoi, Vietnam http://www.ftu.edu.vn	The MOU involves cooperation among the two institutions in terms of student and faculty exchange and participation in joint conferences, cultural programs and joint research projects.
4 New MoUs to be added	

Research

Research is at the core of IIFT and provides a major interface with the wider academic and business world. It provides new theoretical frameworks that enable reassessment and refinement of current practices and thinking. A high degree of attention is paid to the relevance, breadth, and depth of research. It was intensified with the setting up of specialized centres on specific core areas such as Centre for WTO Studies, Centre for International Trade in Technology, and Centre for SMEs. World Bank, ITC, UNCTAD, ESCAP, multilateral agencies like USAID, UNDP, Commonwealth Secretariat and important PSUs are some of the clients.

Current portfolio of research includes: trade policy research, functional research, supply and demand studies and database development.

Research Studies

- Possibilities of Synergizing Textiles and Clothing (T&C) Value Chain among SAARC Countries in Global Trade.
- India-Thailand FTA: Opportunities, Threats and Implementation Issues.

- Indo-Canada Free Trade Agreement: Challenges and Opportunities.
- Gauging Potential of India-SACU Free Trade Agreement.
- India-Mexico Free Trade Agreement: Possible Issues for Negotiation.
- Indo-Malaysia CECA: Inputs for Negotiation
- Monitoring India Singapore Comprehensive Economic Cooperation Agreement.
- Conducting Survey on NTBs, Services and Investment
- Gauging Potential of India-GCC Free Trade Agreement
- Need and Feasibility of India's bilateral Free Trade Agreement with Israel
- Implementation of India Sri Lanka Trade Agreement: Issues and Concerns.
- Indo-ASEAN CECA: Inputs for Negotiation
- Compendium on Import Policy

Research Activities at IIFT Kolkata

IIFT Kolkata has set up the WTO Cell in its premises, partially supported by the Government of West Bengal. The basic infrastructure and the intellectual capital are being provided by IIFT Kolkata. Its preliminary objective is to create awareness and to disseminate information among the policymakers and government officials on issues related to external trade in general and WTO in particular and creating suitable database in the identified areas of interest for domestic producers as well as the exporters. The Cell also conducts awareness cum orientation workshops for the benefit of officers of State Government at different levels so also for industry. Providing research support to the State Government is also an important function of the Cell. It is important for the Cell to capture all the recent developments on WTO.

The WTO Cell has undertaken research and training workshops specifically in those areas, which have a direct implication on West Bengal economy.

- The research team at WTO Cell has developed a methodology through which they have identified the products of interest for West Bengal both from the perspective of imports and exports.
- In the paper released by the group G-33, it has specified certain criterion, based on which the developing country can identify the Special Agricultural Products of West Bengal.
- Applying the Swiss Formula in NAMA, the implications of tariff structure on the products of interest for West Bengal has been found out.
- The sensitive products have been identified for West Bengal in the perspective of India-EU Bilateral Trade Agreement.
- The Workshop has been organized on the "Basic Issues of WTO" for the West Bengal State Government Officials, Chamber of Commerce, Exporters and Practitioners.

The WTO Cell is carrying out research on the following areas:

- The Implication of Indo-ASEAN Trade Agreement on West Bengal.
- The Cell has taken the initiatives on Identification of Products of the State for Geographical Indications

- The Cell is also working on the draft released by the WTO Agriculture and NAMA Committee and its implications for West Bengal.

Besides this, IIFT Kolkata Centre is carrying out the research studies on various other areas. These are:

- Examination of FTAs, which India is signing with Malaysia, Singapore and Thailand.
- Value Chain Analysis of SAARC Textile Sector.
- Export Potential Strategies for Karnataka.
- Business Plan Proposal of CAPEXIL
- Business Plan Restructuring of EIC
- IFAD project on Livelihood Issues of Fishermen at Sunderban areas of West Bengal.

The SME Centre

In order to enhance the competitiveness of Indian SMEs in the global market, IIFT had established a separate Centre for SME studies which acts as a catalyst to the internationalisation of SME activities by providing continuous support to the SME sector by carrying out activities which can be broadly classified into conducting Training Programmes, provision of Business Intelligence services through a Databank and acting as a catalyst for Interfacing with other concerned and associated institutions. This is done through various Capacity building programs at national and international levels which mainly focus on developing market awareness, policy initiatives taken by Govt at Central and State level, documentation and trade facilitation measures, entry level strategies etc. While some of these issues are generic in nature across all SMEs, there are certain sector specific issues. These sector specific customised programs have been undertaken in collaboration with relevant stakeholders like Swiss Agency for development and Co-operation, SMEPDO, Vietnam Chambers of Commerce and Industry at international level and APEDA, Council for Leather Exports, Textiles Committee, Microsoft at National level. Centre has extended assistance to SMEs through online platform for emerging issues on cluster development such compatibility index, Economic & Financial compatibility, Product compatibility, Trade compatibility and Social compatibility deliberations on strategic and tactical methodologies. Centre for SME Studies offers such content available Information dissemination on small, medium and micro enterprise scenarios, trade and policy implications, self-assessment tool kits and software on Product Market Identification which will help SME exporter to identify the right market by the use of online databases and information in the focus sectors like Textile, Leather, Food Processing, Electronics and Hardware, etc.

Seminars/Workshops by SME centre:

- Training Programme for APEDA SMEs in Food Processing Sector
- International Technology Trade and Management, Pune
- “Capacity Building Programme of SMEs in Mekong sub-Region” With Special Focus on Cambodia, Lao PDR and Vietnam
- Management Teachers’ Programme on International Business Strategy.
- India’s Deepening Economic Engagement with Asia.
- Understanding Progress on Doha Development Agenda in Agriculture.

- The Workshop on Role of IPR to Enhance International Business of SMEs.

PUBLICATIONS

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

Management Development Programmes at IIFT

In the present era of globalization, physical boundaries are disappearing very fast and India is getting integrated into an increasingly competitive, networked and a global business environment. Effective management strategy helps drive individual performance, build a better business, gain skills, create networks and inspire others. In fact, the management development programmes offer an opportunity to hone up the skills of the practicing managers to enable them build an enduring foundation that will enhance their value to their respective company.

With over four decades of its inception as an autonomous body and a Capacity Building Organisation, IIFT has pioneered itself as a leading provider of high-impact blended learning with experiential interventions and consulting services to businesses and governmental agencies worldwide. It offers **Open enrollment programmes** of varying duration and structure, focused on the current areas of interest to executives at the senior, middle, or junior management levels. These programs are designed to be deliver practical exposure, trigger innovative thinking and create long term value for client organizations. Thus, these MDPs help the executives acquire necessary knowledge and skills and climb the career ladder faster. The teaching methodology used here is a judicious blend of lectures, seminars, case discussions, group presentations, management games, syndicate discussions and special lectures by professionals from industry.

It also fosters alliances with industry and individual experts to offer **Customised programmes** that are tailored to address the diverse and specific needs of the client organisation.

Executive Development Programme on International Business in African Countries

The Institute has been consistently endeavoring to build capacity across borders ever since it has been designated as the nodal agency by the Indian Government for undertaking capacity building in various parts of Africa. Over a span of five years, under the India Africa Forum

Summit held on 08-09 April 2008, in New Delhi IIFT has to conduct Capacity Building Programmes both in Africa and India. The Institute has conducted a series of capacity building programmes on International Business in various African countries like **Ethiopia, Egypt, Botswana, Namibia and Angola**. These programmes were customised to incorporate specific issues related to the host country and focused on enhancing participants awareness on various issues related to international business environment and help them in improving overall skills and competency in the management of international trade and business. These programmes received overwhelming response and appreciation in the media.

Broad Areas under which IIFT offers Open and sponsored Programmes

The programme areas of core competence which form the part of the yearly calendar include programmes on:

International Marketing & Financial Management

- Success Strategies for International Business
- Letter of Credit and UCP 600- Issues and Implications
- Impact of International Financial Reporting Standards
- International Commodity Trading and Risk Management
- Foreign Currency Loans and Currency Risk Management- a cost reduction approach

International Trade Operations & Logistics

- Export-Import Procedure and Documentation
- Logistics Management for International Business Development

Soft Skills for International Business

- Cross Cultural Communication and Business Etiquettes
- Corporate Social Responsibility
- Psychometric Testing and its Application in Business
- Work Life Balance

E-Business

- E- Tendering and E-Procurement
- New Generation E -Governance

Customised Training Programmes for Government Officers

- WTO and New Trade Regime for IAS officers.
- Advance Course on WTO for IAS officers.
- Trade Finance and Development-Global Impact for Indian Statistical Services (ISS)officers and Senior officers of State Government/ Union Territories
- International Economics and Business Management for Indian Foreign Service(IFS) Probationers
- International Trade for Indian Revenue Service(IRS) Probationers
- Training programme for Indian Trade Service (ITS)Probationers
- Training programme for Indian Economic Service(IES) Probationers

- Training programme for SEZ Developers/Officers/Units

Client Organisation/s

We have been partnering with some of the country's most influential organizations, intended to enable them drive revolutionary change, take advantage of opportunities, and master their toughest challenges through innovation. Some of the most successful corporate partnerships built on our shared dedication and aligned goals are listed below:

Private sector: Jindal Steel and Power Limited, Tata Motors, Corning India, India Medtronic Pvt. Ltd., ITC Limited, Sony India, TATA Power, Cairn Energy India Pvt. Ltd., Samsung Engineering India Pvt. Ltd, Albatross CFS Pvt. Ltd., Castrol India Ltd. , McKinsey Knowledge Center India Private Ltd, Lanco Infratech Limited, LG Chemical India Pvt. Ltd., Indian Immunological Ltd. ,Vedanta Aluminum Ltd., Apollo Tyres Ltd. ,Nestle India LTD, Reliance India Limited, Aditya Birla Group, Business and Community Foundation.

Public sector. National Aluminum Company Limited, RECL Ltd., PEC Ltd., Steel Authority of India Limited, Antrix Corporation Ltd., Export Credit Guarantee Corporation, State Trading Corporation, Hindustan Petroleum Corporation Ltd., National Agricultural Cooperative Marketing Federation of India Limited, National Highway Authority of India, Bharat Heavy Electricals Limited, Rites Limited, Oriental Bank of Commerce, Punjab National Bank, Corporation Bank, IFFCO, Oil and Natural Gas Commission, National Thermal Power Corporation, Indian Oil Corporation Limited, Metals and Minerals Trading Corporation, Tea Board, Tobacco Board, Central Statistical Organization, Metalware Corporation.

Departments & Ministries: Ministry of Commerce, Directorate General of Foreign Trade, Ministry of Defence, Ministry of Finance, Ministry of External Affairs, Department of Personnel & Training, Department of AYUSH, National Agricultural Cooperative Marketing Federation of India, RCVPN Academy of Administration and Management(Madhya Pradesh), Government of Assam, Government of Manipur, Noida Special Economic Zone, National Security Council Secretariat.

Export Promotion Organizations: Council for Leather Exports, Federation of Indian Exports Organization, India Trade Promotion Organization, Marine Products Export Development Authority, All India Association of Industries, Federation of Andhra Pradesh Chamber of Commerce and Industry, PHD Chamber of Commerce and Industry (Lucknow), Bombay Chamber of Commerce.

Small Scale Sector: Khadi & Village Industries Commission, Centre for Entrepreneurship Development, Madhya Pradesh, Indian Institute of Entrepreneurship, Federation of Indian Micro and Small & Medium Enterprises, Maharashtra Small Scale Industries Development Corporation Limited.

Educational Institutions: Graduate School of Business and Administration, Eastern Institute for Integrated Learning in Management (EILM), IILM Institute for Higher Education, Siva Sivani Institute of Management(Secunderabad), International School of Management (Dakar), School of Finance and Banking (Kigali), National Academy of Customs, Excise & Narcotics (NACEN), Foreign Services Institute.

International Organizations: UNDP, ITC Geneva, WTO, FTTC (Egypt), UN Assistance Mission in Afghanistan (UNAMA), Colombo Plan Secretariat, ETA Ascon Ltd., India-Egypt Joint Working Group, UN-ESCAP, Botswana High Commission, Fiji High Commission, Embassy of Burkina Faso, Aluminum Bahrain (ALBA), Ministry of Trade and Industry(Uganda).

EXECUTIVE POST GRADUATE DIPLOMA IN INTERNATIONAL BUSINESS (OCTOBER 2011-MARCH 2013)

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.

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 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.

TUITION FEE

The fee for the Programme is Rs 2,55,000 which is subject to periodic revisions. 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 time of admission	:Rs.1,05,000
Second installment at the start of Second Semester	:Rs.75000
Third installment at the start of Third Semester	:Rs.75000
SC/ST/PH Candidates:	50% fee concession

Fee, once paid, will not be refunded.

Placement Facilitation: Placement facilitation on selective basis for non-sponsored candidate will be extended by the Institute.

COURSE STRUCTURE FOR EPGDIB PROGRAMME

Course Title (Semester-I)
Global Business Environment
Accounting for Managers
Marketing Management
Management Information System
Business Research Method
Managerial Economics
Human Resource Management
Introduction to IT
Business Statistics
Course Title (Semester – II)
WTO & Trade Issues
India's Foreign Trade Policy
International Marketing & Research
Financial Management
Business Strategy
International Trade Logistics & Documentation
Marketing of Services
Commodity Price Risk Management
Course Title (Semester – III)
International Financial Management

International Business Strategy
SCM & E-Business Applications
Business French
Mergers & Acquisition
Project Appraisal Management
Competitive Strategy
Submission of Interim/Final Reports & Presentation)

- Note: IIFT will look into participants' preferences' pick up **Five most preferred electives** which will be finally offered to students.

Electives

Marketing of Services
Mergers & Acquisitions
International Negotiations
International Brand Management
Entrepreneurship
Cross Cultural Management
Commodity Trading & Price Risk Management
Industrial Marketing
Competitive Strategy
Project Appraisal & Finance
Advanced issues in Accounting
Security Analysis & Portfolio Management

EXAMINATION AND AWARD OF POST GRADUATE DIPLOMA

Details of the system of evaluation and grading will be given to the students 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 in International Business**. The students, who successfully complete first two semesters of EPGDIB, 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 EPGDIB in four years' period from the date of initial registration. A student, who successfully completes first two semesters of EPGDIB and is unable to continue, can be awarded **Executive Post Graduate Certificate in International Business**.

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.

CLASS TIMINGS

Saturdays – 0900 – 1830 hrs }

(Alternate weekends)

Sundays – 0900 – 1830 hrs }

SCHEDULE OF SESSIONS

For the first week at the beginning of each Semester 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 alternate Saturdays and Sundays.

First Semester	October 2011 – March 2012
Second Semester	April 2012– September 2012
Third Semester	October 2012 – March 2013

ADMISSION PROCEDURE

Eligibility

Admission to EPGDIB Programme is 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 September 30, 2011 will be considered.
 - Company sponsorship or No Objection Certificate from the employer is required.
 - No age limit.

Mode of Admission

- On the basis of Essay writing, GD and interviews to be held during October 2011
- Seats are reserved for SC/ST/OBC (Non-creamy layer)/Physically Handicapped candidates as per Government of India rules.
- Interview results will be put up at the IIFT website www.iift.edu within a couple of days after the interviews.

How to Apply

- Application to EPGDIB Programme is through prescribed Application Form available at IIFT.
- The forms will be supplied against a demand draft of Rs 1200 (Rs.600 for SC/ST/PH candidates) favoring Indian Institute of Foreign Trade payable at Kolkata or cash payment.

- Application Form can also be downloaded from IIFT website www.iift.edu and should be accompanied by a Demand Draft/Pay Order for Rs.1200 (Rs.600 for SC/ST/PH candidates) favouring Indian Institute of Foreign Trade payable at Delhi at the time of submission. SC/ST/PH category candidates are required to produce photocopy of the respective Certificate.
- Complete Applications should reach by **September 29, 2011** at Indian Institute of Foreign Trade, at J1/14, EP & GP Block, Sector-V, Salt Lake City, Kolkata-700091.
- Application fee will not be refunded.
- 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.
- Complete details of the programme are also available at our website: www.iift.edu
- All disputes would 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	ASSISTANT PROFESSORS	SUPPORT SERVICES
K.T CHACKO	ANSHU SAXENA	PLACEMENT & CORPORATE ADVISOR
	ANUSHA LALL	MUNISH BHARGAVA
CHAIRPERSONS	ASHIM RAJ SINGLA	
D.SUNITHA RAJU	BASANTA K. SAHU	SYSTEMS MANAGER
RAKESH MOHAN JOSHI	BIBEK RAY CHAUDHURI	BIMAL KUMAR PANDA
RAVI SHANKER	BIPIN KUMAR	
SATINDER BHATIA	DEBASHIS CHAKRABORTY	ASSTT SYSTEMS MANAGER
VIJAYA KATTI	HIMANI GUPTA	S.BALASUBRAMANIAN
	JACQUELINE SYMSS	
HEAD,KOLKATA CENTRE	JAYDEEP MUKHERJEE	COMPUTER PROGRAMMERS
K.RANGARAJAN	MRIDULA SRVITRI MISHR	ARIJITA GUPTA
	PARUL SINGH	
PROFESSORS	PRATAP C. MOHANTY	
ABHIJIT DAS	RADHA CHAWLA	EDITOR
ASHOK KAPOOR	RAM SINGH	ANIL KUMAR KANUNGO
DEEPAK BHATNAGAR	SACHIN KUMR SHARMA	
HARKIRAT SINGH	SONU VERMA	DEPUTY LIBRARIANS
MADHUKAR SINHA	SWETA SRIVASTAVA MALLA	AMITA ANAND
O.P.WALI	TAMANNA CHATURVEDI	NIRMALA
RADHIKA PROSAD DATTA	T.P.GHASH	R.S. MEENA
RAJIV MOHAN SRIVASTAVA		
RANAJOY BHATTACHARYA	CONSULTANTS/RESEARH ASSOCIATE/FELLOWS	ADMINISTRATION
ROHIT MEHTANI	ANIMESH KUMR	
SHASHANK PRIYA	ANINIDITA MUKHAERJEE	REGISTRAR
	BHASWATI DATTA	L.D MAGO

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