



**Masters in Business Administration  
(International Business) 2025-28  
Weekend Programme, New Delhi  
(Approved by UGC & AICTE)**



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

[www.iift.ac.in](http://www.iift.ac.in)

## **Vision**

To be an Academic Centre of Excellence in International Business research, training and education.

## **Mission**

To create and foster a learning environment that enable participants to be leaders in international business with sensitivity towards society

## **IMPORTANT INFORMATION**

<b>Important Dates</b>	
Last date of Receipt of Online Application	<b>11th June, 2025</b>
Selection Process	<b>Fourth Week of June, 2025 (tentatively)</b>
Commencement of the Programme	<b>July, 2025</b>



### **Message from the Vice Chancellor**

Indian Institute of Foreign Trade, set up by Government of India in 1963 under the aegis of Ministry of Commerce and Industry has evolved as a top ranking B-School with the prestigious AACSB Accreditation and A+ NAAC ranking. The institute was accorded Deemed University status in 2002. The institution is ranked 15th in the National Institutional Ranking Framework (NIRF) 2024, reflecting our consistent commitment to academic excellence.

The institute conducts highly prestigious academic programmes viz. Ph.D., MBA (International Business), MBA (Business Analytics), MA (Economics) with specialization in International Trade. Besides, the institute conducts a host of diploma and certificate programmes specializing in International Trade & International Business across its campuses located in Delhi, Kolkata, Kakinada, GIFT City, Gujarat and Dubai.

The Institute offers long term Executive Programmes such as MBA (International Business) weekend programme, Executive Post Graduate Diploma in International Business (EPGDIB), Executive Post Graduate Diploma in Global Human Resource Management (EPGD-GHRM) and MBA (International Business) online.

Our holistic pedagogy and updated curriculum ensures learning among our students, reinforcing the managerial skills in the area of contemporary significance such as Business Analytics, Personality Development and updated knowledge of skill sets.

Besides, the institute carries out a number of Management Development Programmes for Corporate and Government Officials in the areas of International Trade and International Business in India and at overseas locations. The institute alongwith its highly competent faculty involved in cutting edge research on contemporary issues with a track record of research publication in highly cohered international journals.

IIFT's extensive alumni network and industry recognition further enhance the opportunities available to our graduates, making us the preferred choice for professionals looking to elevate their careers in international business.

I heartily welcome all the students to IIFT for a transformative journey.

***Prof. Rakesh Mohan Joshi***

## 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 to be University” status in 2002. **The National Assessment and Accreditation Council (NAAC) has recognized IIFT as Grade “A+” Institution.** 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 fees.
- Conducts 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.(Management) Programme at Delhi and Kolkata
- Ph.D.(Economics) Programme at Delhi and Kolkata
- Two-year MBA (International Business) at New Delhi and Kolkata
- Two-year MBA (Business Analytics) at New Delhi
- Two-year MBA (International Business) in Online mode at New Delhi
- Two-Year MA (Economics – Specialization in Trade and Finance) at New Delhi and Kolkata
- Two years & six months MBA (International Business) Weekend at New Delhi
- 5 years Integrated Programme in Management (BBA in Business Analytics & MBA in International Business) at Kakinada, Andhra Pradesh
- Post Graduate Diploma in International Business (Weekend) at New Delhi and Kolkata
- Post Graduate Diploma in Human Resource Management (weekend) at New Delhi
- Post graduate Certificate Programme in Management (International Business) (weekend) at New Delhi

- Certificate Programme in Export Import Management (weekend) at New Delhi
- Certificate Programme in Export Import Management (online mode) at New Delhi

## **Division of Graduate Studies in Management**

The Graduate Studies in Management (GSM) Division of the Institute is the nodal division for full time/long duration programmes. The division processes the admission to the Institute's week-end MBA and certificate programmes, besides providing administrative and academic support to IIFT's flagship full-time MBA programme.. It is the responsibility of the division to ensure smooth conduct of the programmes in coordination with all stakeholders, viz. faculty, students and all others concerned.

The following programmes are being run by Graduate Studies in Management Division

1. Two-year Full-time MBA (International Business)
2. Two-year Full-time MBA (Business Analytics)
3. Two-year Six months Weekend MBA (International Business)

## **MBA (INTERNATIONAL BUSINESS) – WEEKEND PROGRAMME**

The MBA (International Business) is a unique Business Management Programme for developing a competent cadre of Business Executives to meet the country's growing requirements for trained personnel in the field of international business management.

Developments in the international market on the one hand and the consequential impact of the same on India's domestic market on the other, call for an increasingly professional approach and sensitivity to international business environments.

## **Objectives**

The MBA (IB) Weekend Programme aims at imparting professional education and training in modern management techniques for handling international business operations in a highly dynamic and competitive environment. The specific objectives of the Programme are:

- To prepare the participants to face challenges in the emerging competitive business environment in an increasingly globalized world.
- To relate the management concepts to business situations and help the participants to develop analytical and decision making skills so as to formulate effective national and international business strategy.
- To promote a scientific approach and capability to eventually undertake senior management responsibilities in International Business.

The Programme aims at providing a comprehensive coverage incorporating all the important subject areas and disciplines relevant to international business. Equal emphasis has been placed on the quantitative and analytical approach to the study of international business by covering methods of doing business as well as trade and business practices, procedures and documentation in other countries. Besides, effective use of computers and modern information technology is made in the training pedagogy.



## Course Structure

The Course Structure of MBA (IB) Weekend Programme (to be taught in nine trimesters)

S. No.	Course Title	S. No.	Course Title
1	Fundamentals of Management	15	International Economics
2	Psychology for Managers	16	International Trade Operations & Documentation
3	Managerial Communication	17	International Marketing Management
4	Management Information Systems	18	Human Resources Management
5	Business Statistics	19	IT Applications in Management
6	Accounting for Managers-I	20	Operations Research
7	Economic Theory - I	21	International Financial Management
8	Accounting for Managers-II	22	Economic Environment
9	Economic Theory - II	23	Strategic Management
10	Business Research Methods	24	International Trade Logistics & Sourcing
11	Marketing Management	25	Operations Management
12	Organisational Behaviour	26	International Business Strategy
13	Foreign Language	27	Supply Chain Management
14	Corporate Finance	28	Corporate Ethics and Governance

## Proposed Elective Courses

S. No	General Management and Strategy	S. No	
1	International Contract Management	6	Entrepreneurship
2	Digital Strategy and Transformation	7	Crisis Management
3	Strategy Execution & Tools (Simulation)	8	New Venture Creation & Startups
4	Management of Strategic Alliances (Workshop)	9	Cross Culture Management
5	Competitive Strategy	10	Management Consulting
<b>Quantitative Techniques and Operations Management</b>			
1	Modelling in Supply Chain Management: SCOR Approach	4	Advanced Supply Chain Management
2	Multi- Variate Data Analysis & Forecasting Techniques	5	Advanced Forecasting Techniques for Business Applications
3	Advanced Optimization Techniques		
<b>Information Technology</b>			
1	Online Business & E-Commerce	4	Data Modeling and Visualization
2	Enterprise Resource Planning (ERP) Systems	5	IT Project Consultancy

3	Software Product Management	6	Machine Learning & Artificial Intelligence
<b>Finance</b>			
1	Financing of International Trade	7	Alternative Investments
2	FinTech	8	Management of Financial Services
3	Fixed Income	9	Security Analysis and Portfolio Management
4	Trading Strategies and Evaluation	10	Project Appraisal and Finance
5	Financial Modeling	11	Mergers and Acquisitions
6	Financial Derivatives and Risk Management	12	Financial Risk Management
<b>Marketing</b>			
1	B2B Marketing	7	Brand Management
2	Digital Marketing	8	Customer Relationship Management
3	Retail Management	9	Marketing Research
4	Advertising and Promotion Management	10	Strategic Market Planning and Decision Making
5	Consumer Behavior	11	Marketing of Services
6	Sales and Distribution Management	12	Rural Marketing
<b>International Trade Operations &amp; Logistics</b>			
1	Management of Shipping Services	4	Custom Procedure in GST Regime
2	Agri-Commodity Trading	5	Sectoral Strategy for Exports
3	Managing Global Compliance in Exports	6	Risk Management in International Trade
<b>Human Resource</b>			
1	Competency Mapping	6	Organizational Transformation & Change Management
2	Impression Management in Organization	7	Global Leadership Strategies
3	HR Metrics & Organizational Performance	8	Leadership Lab
4	International Human Resource Management Practices	9	Strategic Human Resource Management
5	Labour Laws & Industrial Relations	10	Team Building and Leadership Development
<b>Economics of Strategy</b>			
1	Game Theory and Strategy	3	International Investment Treaties and Business Decisions

2	Applied Econometrics	4	Management of Pricing
<b>Other Components</b>			
1	Port Visit *	1	Port Visit
2	Research Project	2	Research Project
3	Comprehensive Viva at the end of Trimester III, VI & VIII	3	Comprehensive Viva at the end of Trimester III, VI & VIII

Notes: - Students are required to opt for 18 electives. They can major in two functional areas (6 each) and minor (3) in any others functional areas or major in 3 functional areas.

**Course Structure is subject to revision.**

\* Students will have to make their own travel & stay arrangements for the Port Visit.

### Programme Faculty

The Institute has a qualified and experience 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 corporates, research institutions, leading business schools and foreign universities.





## Methods of Instruction

The faculty members from all campuses of IIFT will be involved in the teaching of various courses of the Programme. The range of teaching methods used in the Programme includes formal lectures followed by discussions, case studies, group discussions, computer stimulations & 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.







**International Port Visit**

### **Campus and Facilities at IIFT**

Located in Qutub 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 campus itself is a very picturesque with artistically designed buildings and well- maintained plush garden. 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 400 seating capacity, MDP Centre, computer centres, indoor games, besides excellent residential facilities for the students.

## Library Facilities

The Foreign Trade Library is a knowledge bank in the field of Management, Foreign Trade and WTO related issues. It has an organized collection of Information resources on International Business & Economic Environment which are accessible in printed or e-form to its Readers for their reference or borrowing. It continued with its endeavour to add to its collection specialized publications, reports, Databases, e-Journals, Print Journals, Articles etc. and get itself updated regularly. Presently Library has an impressive collection of 1,21,312 resources that comprises 77,903 book/CDs-volumes, 17,581 bound periodicals, and 76 magazines/ Journals, 127 e-journals

The Foreign Trade Library has also installed 10 Bloomberg terminals in the Library and 2 Bloomberg anywhere terminals for classroom teaching by the faculties. The specific features of Bloomberg Database is that it provides a range of Global Economic data and live changes for stocks Markets, Company Reports, Sector analysis, and future trends. Bloomberg Database is very useful for Research Analysis.

The impressive collection of books, reports, journals, research reports, company reports, CD-ROMs, Videocassettes, International Trade Statistics and documents on world trade. This remarkable collection covers over different subject areas such as Economics, Foreign Trade, Finance, Economic Conditions and Development of different countries, Free Trade, Protectionism and Customs, Production Economics, Business Communications, Industry, Business Management and Technology, Personnel Management, Organizational Behaviour, International Law, Marketing, Information Technology, Computer Science and E-Commerce. It has also enriched itself with the publications procured from National and International Organizations such as United Nation agencies, ITC/UNCTAD/WTO, International Monetary Fund, World Bank, Ministries and Departments of Government of India, Export Promotion Councils, Commodity Boards and other Trade Promotion Organizations

The Foreign Trade Library is part of Government of India's **One Nation One Subscription (ONOS) Consortia**, through which it has access to more than 13,000 full-text journals from more than 27 subject categories.

Library facilities are open to participants. The participants are required to deposit ₹ 5,000/- for Library membership as security which is refundable at the end of the Programme.

The range of resources and services offered by The Foreign Trade Library can be viewed at:  
<https://cc.iift.ac.in/library/index.asp>

### **Library Timings**

Working Days	Weekends	Gazetted Holidays (Except N.H.)
24 hrs.	09.00 a.m. to 05.30 p.m.	09.00 a.m. to 05.30 p.m.

### **Facilities/Services**

- ☐ Book lending
- ☐ Reading Room facility
- ☐ Reference service
- ☐ Inter-library Loan service
- ☐ Current Awareness service

## Computer Facilities

Recognizing the importance of technology in education, IIFT's Computer Centre has implemented the latest state of the art IT infrastructure to provide a competitive advantage in its core areas of education and research. The Computer Centre aims at providing 99 per cent uptime including ensuring server uptime, data recovery and backup, facilitating storage management, hardware, network operations, streamlining operations and simplifying end-user support.

For its internet requirements, the IIFT avails 1Gbps leased line each from two different ISPs on load balancing. The computer lab for the students is open 24X7 with adequate number of desktop computers. These are fully supported with application software such as SPSS, E- Views, SAS, etc. India Trade & Prowess databases from CMIE are also available on the Institute's network. Comprehending the recent advances in functional data analysis and high- dimensional statistics, IIFT, besides the Computer Lab, has an exclusive Data Analytics Lab (DAL) with 40 computers with software such as SPSS, Hadoop, SAS, etc. for Data Analytics Courses.

Apart from this, IIFT also uses a video & web conferencing facility for training and research activities, as well as to connect IIFT Delhi and Kolkata for internal meetings, etc.

IIFT's recent foray in the online education platform has been possible with the state-of-the-art IT infrastructure support being provided for 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 the layer 3 switching level, which helps to interconnect all components together on one platform. The Institute's network is also supplemented with managed Wi-Fi supporting 802.11n and other standards. Over 1500 users have access to this network. Apart from this, classrooms are adequately equipped with LCD projectors and PCs.

IIFT also has a fully integrated in-house developed platform, named "Campus360" (<https://campus360.iift.ac.in>), which provides a convergence facility to the faculty with the students and the programme office. The Campus360 enables online attendance, sharing of courseware, result processing, online quiz, opinion polls, assignment submission, dissertation/research project submission, elective selection, port visit option, language selection and many more related activities.

## Fee & Other Charges

The total fee for MBA (IB) Weekend Programme 2025-28 batch is Rs. 9,95,000.00 which includes Rs. 9,45,000.00 as tuition fee (for General/OBC category) and Rs. 50,000.00 as other charges towards Alumni Membership (Rs.10,000.00), Computer (Rs.32,000.00), Library (Rs.8,000.00). Students of SC/ST and PWD category are given 50% concession in tuition fee only. The fee is payable in nine instalments.

For Foreign Nationals/NRIs/Children of NRIs, fee for the whole course is US \$ 25,000 (tuition fee) plus Rs.50, 000 as Other Charges towards Computer, Library and Alumni Membership, etc.

Refund of fee – (Applicable to all categories of candidates) if a student to withdraw from the program, the Institute shall follow the guideline issued by GoI/UGC from time to time for the refund of fee. Computer, Library and Alumni fees are the integral part of the fee component and are non-refundable.

## Examination and Award of Masters

Details of the system of evaluation and grading will be given to the students in the Handbook of Information to be provided at the time of Registration. Participants successfully completing the Programme will be awarded Masters Degree. The participants of MBA (IB) Weekends can complete the programme in five years from the date of his/her registration by taking a break-in trimester, after



successful completion of first three trimesters. Criteria of evaluation will be indicated in detail in the Course Outlines to be provided to the participants at the beginning of each trimester. The exit option in MBA (IB) weekend programme will be governed as per the IIFT Policy and Guidelines which will be communicated to students after due approval of Competent Authority.



## Programme Duration and Timings

The duration of the Programme is Two years and six months spread over nine trimesters.

In each trimester classes would be held on every Saturdays and Sundays as per timings below. Contact classes on 3 weekdays, per trimester, will also be scheduled.

**Saturday: 3:00 p.m. to 6:15p.m. & Sunday: 9:00 a.m. to 6:00 p.m.**

## Admission Procedure

### Eligibility – for General/Reserved Category Candidates

- ☐ Bachelor's degree from any recognized University or Institution with minimum 50% marks. (45% in case students belonging to Reserved Category)
- ☐ A minimum managerial experience (including self-employed) of not less than THREE Years as on 30<sup>th</sup> June, 2025 (Only the work experience after eligibility qualifications will be considered).
- ☐ 'No Objection Certificate' from employer is required at the time of Admission
- ☐ No age limit.

### Mode of Admission

- ☐ On the basis of the qualification and experience shorted listed will be called for Essay Writing, GD and Interview tentatively in the Fourth week of June, 2025 at IIFT Delhi Campus. Weightage will also be provided based on the educational qualifications and work experience.
- ☐ Short listed candidate would be required to undergo the above detailed admission process at



IIFT Delhi campus. Candidates called for this will have to make their own travel arrangements.

### **Admit Card**

- A Call letter will be emailed to shortlisted candidates. With a print out of letter/email , the candidates should reach the IIFT Delhi Campus on the mentioned date with original, valid and non-expired PAN Card/Driving License/Voter ID Card/Passport/Aadhar Card(with photograph) (Any One).

### **How to Apply**

- Application for the Programme is through prescribed Online Application Form available at IIFT Website: [www.iift.ac.in](http://www.iift.ac.in)
- Application fee of Rs. 1500/- (Rs. 750/- for Reserved category) shall be paid which includes application screening and Entrance Test Fee. For NRI/Foreign Nationals candidates, application fee is US \$ 25 (or its Rupee equivalent).
- SC/ST/PWD/OBC-NCL/General-EWS/Kashmiri Migrants candidates have to upload the requisite category certificate, as applicable in central government Institute's with the Application Form.(Category once filled by the candidate in his/her online application form, will not be changed under any circumstances).

### **Eligibility – (for foreign Nationals/NRI candidates)**

- Recognized Bachelor's degree of minimum 3 years' duration with minimum 50% marks.
- 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 30<sup>th</sup> June, 2025 . 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 30<sup>th</sup> June 2025.
- 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.
- NRI-Sponsored candidates and Children of NRIs are not considered under this category.

### **Documents to be submitted**

- Complete filled in application Form.
- Copy of a detailed CV
- Attested copy of all academic mark-sheets/certificates (Class X, XII & Graduation).
- Copy of all Passport pages having official entries
- Apart from NoC from employer, 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.

- ☐ 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 30<sup>th</sup> June, 2025.
- ☐ Proof of Employment

### **Important Information**

- ☐ Complete details of the Programme are available at our website: [www.iift.ac.in](http://www.iift.ac.in)
- ☐ Filled-in application with enclosures and evidence of payment of Application Fee should be uploaded latest by June 11, 2025.
- ☐ MOST OF THE COMMUNICATIONS TO THE APPLICANTS WILL BE SENT THROUGH E-MAIL. THEREFORE, APPLICANTS MUST MENTION THEIR E- MAIL ID CLEARLY IN THE APPLICATION FORM.
- ☐ In case of any problem in registration process, the candidates can contact to Mr. Ashish Kaistha, Administrative Coordinator, GSM Division, IIFT on Tel. No. 011-39147319 (Direct), 39147200 (Extn: 133) and E- mail: [mbaptadmissions@iift.edu](mailto:mbaptadmissions@iift.edu) / [sa5\\_gsm@iift.ac.in](mailto:sa5_gsm@iift.ac.in)
- ☐ There are limited seats available in the Course. Seats are reserved as per prescribed categories as per Government of India's norms. The reservations are subject to candidates meeting the admission requirements of the Institute under this category. The Institute reserves the right to change the number of seats for the course.
- ☐ 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 June 11, 2025.
- ☐ Candidates are advised to communicate the application Number in all correspondence
- ☐ Results will be put up at the IIFT Website: [www.iift.ac.in](http://www.iift.ac.in) within a couple of days after the interviews
- ☐ All disputes will be subject to the jurisdiction of Delhi Courts only.

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

### **International Collaborations & Capacity Development Division (ICCD)**

The ICCD Division of IIFT works to develop & strengthen collaborations with Universities across the globe, Capacity Building for its faculty, Accreditation & Ranking, Student Exchange, Faculty Development Programs, Memberships with reputed organizations, Training Programs and Joint Research.

### **International Accreditations**

The Indian Institute of Foreign Trade (IIFT) is among the Top 5% B-Schools in the world to be accredited by the Association to Advance Collegiate Schools of Business (AACSB), upholding the highest standards of Excellence and providing quality assurance.

The Indian Institute of Foreign Trade was granted the prestigious AACSB Accreditation in November, 2021. With this the IIFT figures amongst the top 900+ Business Schools of the world which have earned this accreditation. The AACSB Accreditation is a quality assurance system comprising of 9 parameters (Standards) where the member institute has to demonstrate continuous improvement over 3-4 years as described in AACSB guidelines.



### **National Accreditations & Ranking**

The Indian Institute of Foreign Trade has been accredited by NAAC (National Assessment and Accreditation Council) with Grade A+ by NAAC - an autonomous body established by the University Grants Commission (UGC) to assess and accredit institutions of higher education in the country

Indian Institute of Foreign Trade is one of the top ranked B-Schools in India with specialization in International Business. IIFT has participated in following Rankings/Surveys and standings of IIFT at different platforms are as follows:-

S. No.	Name of Ranking	Rank
1	National Institute Ranking Framework (NIRF) 2024	15 <sup>th</sup>
2	Times B-School Ranking 2024	7 <sup>th</sup>
3	Business Today – MDRA B-School Survey 2024	7 <sup>th</sup>
4	Fortune India Best B School 2024	9 <sup>th</sup>
5	MBA Universe B-School Ranking 2025	10 <sup>th</sup>

### **Memberships**

ICCD has been the nodal contact for International and National Memberships for IIFT. All activities pertaining membership from the organization of repute from across the world are taken care by ICCD. IIFT has undertaken various memberships and these memberships have a strong global reputation. These are Association of Advance Collegiate Schools of Business (AACSB), The European Foundation for Management Development (EFMD), The Association of Indian Universities (AIU), The Academy of

International Business (AIB), Association of Indian Management Schools (AIMS), The Global Compact Network, India (GCN) and Indian Finance Association (IFA), All India Management Association (AIMA), Academy of Indian Marketing (AIM).

### **Collaborations**

IIFT has signed MoUs with 45 Global Universities/ B-schools across the world. These B-schools are ranked in world's top universities in QS / Times Higher Education Rankings and are Internationally Accredited. These MoUs involve formal academic cooperation, exchange of students and faculty members in programs, collaboration in joint research projects, joint conferences, etc. The collaborations will provide opportunities for students at both institutions to complete part of their studies at a foreign location, and also explore and facilitate various possibilities for researchers and faculties.

### **Publications Division**

Publications Division manages three flagship **Journals—FOCUS WTO, IIFT International Business and Management Review (IBMR), and Foreign Trade Review (FTR)**—along with the **IIFT Newsletter**, which collectively serve as vital platforms for scholars, policymakers, and industry professionals to engage with emerging global trade issues.

*Foreign Trade Review* Journal: *Foreign Trade Review* (FTR) is a peer-reviewed quarterly journal having more than four and half decades of existence in the academic research fraternity. The journal is published by SAGE Publications India. This journal is included in the following abstracting and indexing

databases: SCOPUS, Chartered Association of Business Schools (ABS); ABDC-B, Clarivate Analytics: Emerging Sources Citation Index (ESCI). The Journal intends to serve as a comprehensive forum for theoretical and empirical research on International Trade and Business.

New Journal '*IIFT International Business and Management Review Journal*': IIFT with SAGE published a Journal titled "International Business and Management Review (IIFT-IBMR) Journal" a bi-annual peer-reviewed. The journal aims to bring together managerial issues, practices and innovations that are useful to scholars, educators, managers, consumers, other societal stakeholders and policy-makers around the world. It aims to play a significant role in shaping the content and boundaries of the management discipline while simultaneously covering the international scope of businesses, Eminent Professors from diverse fields in International Business and Management, spanning across Asia (Sri Lanka, Japan, and Thailand), Russia, USA, etc.

*FOCUS WTO* Journal: Publications Division publishes *FOCUS WTO* (Journal of WTO and International Business) (Print & Online) blind peer-reviewed quarterly journal. *FOCUS WTO* is an in-house publication of IIFT that publishes article, research paper, perspective article, case studies, monographs, and book reviews in international business and management research.

**Publishing IIFT Quarterly Newsletter:** Publications Division publishes the IIFT Quarterly Newsletter that contains the activities of the Institutes' various Divisions.

## **MA (Economics – Specialization in Trade and Finance)**

The MA (Economics) Programme has been launched in IIFT to impart advanced knowledge in Economics. The coursework of MA (Economics) is at par with standard Post Graduate Programmes in Economics with special focus on Trade and Finance. In order to encourage constructive original thought process, students are required to write a Dissertation on contemporary issue based on their theoretical and empirical knowledge gained from the Programme in the last semester.

### **Ph.D. Programme in Economics**

The Ph.D. (Economics) Programme of the institute provides opportunities to carry out doctoral research in a variety of areas of Economics discipline including international trade and business. The programme is targeted towards fresh graduates, members of teaching faculty in universities and institutes of higher learning and professionals from private, public and government sectors.

## **Executive Management Programme Division**

The Executive Management Programmes Division (EMPD) has been set-up to enhance the skills and competencies in the field of International Business and related areas of professionals across various sectors, viz. corporate sector, PSU's, Financial Institutions/ Banks and government sectors etc.

The Division currently offers the following major programmes:

i. **Post Graduate Diploma in Management (International Business)-Week-End On Campus:**

PGDM-IB is an 18-month programme designed for working executives seeking to broaden their understanding of international business. It covers a comprehensive course structure encompassing various aspects of international business, and related areas such as: International Trade, International Marketing Management, International finance, International Business etc.

ii. **Post Graduate Certificate in Management (International Business.). Week-End On Campus:**

The Post Graduate Certificate in Management (International Business) is a one-year programme focusing on key functional areas of international business. It is structured to enhance the managerial skills of professionals engaged in global trade operations.

iii. **Certificate Programme in Export-Import Management (Offline Mode) from IIFT New Delhi:**

This four-month classroom programme offers practical insights into export-import operations, procedures, and documentation. It is conducted at the IIFT Delhi Campus on weekends.

iv. **Certificate Programme in Export-Import Management (Hybrid Mode) from IIFT GIFT City, Gandhinagar, Gujrat:**

Offered in a hybrid mode with on-campus and online components, this programme equips participants with hands-on knowledge of foreign trade and related areas. The first batch for the programme is likely to be commenced from Gift City campus Gandhinagar Gujarat.



## Research Division

The activities of the Research Division aim at increasing the visibility for IIFT and to emerge as a think tank for trade policy analysis with strong research output. Research and other activities of the division also aim at supporting the long term and short term educational programmes in the area of International Business. The research activity holds great significance in the growth of the Institute as it provides a strong pervasive interface between research and training. Apart from studies sponsored by the Government and other national and international organizations, the Institute has also been successfully bidding for projects, nationally and internationally.

The Research Division also looks after the Ph.D. Programme in Management Disciplines. The Ph.D. Programme (Management) 2024 was inaugurated on 18th October 2024. Total 18 students (12 Full-Time and 06 Part-Time) joined the programme. The Institute has awarded 12 Ph.D. Degrees in Management Discipline in the Convocation held on 11th November 2024. The Admission Process of the Ph.D. (M) 2025 is under process.

The Division organized a National Seminar on “Role of MSME Exports in Building Viksit Bharat” on 10th January 2025. A total of about 75 participants including various Export Promotion Councils, MSME Associations, Corporates, Start-up owners and Research Scholars participated in the seminar. Shri. Devendra Kumar Singh, Chairperson, Cooperative Election Authority, Ministry of Cooperation, Govt. of India was the Chief Guest. Shri Mohit Bhasin, Global Co-lead & National Lead, Economic Growth and Public Services delivered Special Address during the event.

The Division also successfully conducted a three-day Global Business Research Conference (GBRC 2025) around the theme “*Beyond Boundaries: Reimagining Research in a Globalised World*” during 26-28 March 2025, with the following objectives:

- i) Foster interdisciplinary research
- ii) Drive innovation in business and economic thought
- iii) Encourage impactful collaborations among academia and industry

The event saw participation from over 200 delegates representing 11 countries, making it a truly global forum for academic and research exchange. The papers were presented in 22 technical sessions in 2 days.

## Division of Alumni Affairs

IIFT graduates have achieved success in diverse fields and hold positions of responsibility and influence as distinguished corporate leaders, pioneering entrepreneurs, eminent academicians, and inspirational leaders. The institute is proud of its strong and active network of alumni spread across the globe. The Division of Alumni Affairs (DAA) manages the IIFT Alumni Society and seeks to foster life-long bonding between the institute and its alumni, providing the current students at the institute an opportunity to connect with the alumni. The DAA works in close coordination with the student Alumni Relations Committee to curate events that facilitate professional networking among the alumni and the students, and provide for sustained learning opportunities for the students of IIFT. Activities and events are organised round the year, and at various locations within and outside India, for the alumni to connect with their alma mater and contribute to enhancing the legacy of IIFT.

## Division of Management Development Programmes

Management Development Programs (MDPs) has been one of the major activities of the Institute. Since its inception in 1963, it was envisaged that IIFT should become a centre of excellence for Executive Development Program in International Business, and today after its completion of Sixty Years, it has emerged as a knowledge resource division catering to the needs of officers, managers and executives at all levels drawn from the corporate, government and public sectors both in India and abroad.

The objective of our MDPs is to provide the participants an excellent opportunity to interact and exchange ideas with the experienced faculty and fellow participant's which helps crystallize the concepts for better decision making. It also facilitates business executives to explore new frontiers of knowledge, sharpen their skills and help their organizations to achieve newer heights.

The participants in our programs are officers/executives from ministries & departments of the Government, corporate sector, PSUs, trade facilitation agencies, export promotion organizations and entrepreneurs.



*ITS BATCH- Officers of the 'Indian Trade Services' Batch 2023*

## **CENTERS AT IIFT**

### **Centre for Research in International Trade (CRIT)**

Under the Foreign Trade Policy (FTP) Statement 2015-20 there was a need to create an institution at the global level which can provide a counter-narrative on key trade and investment issues from the perspective of developing countries like India. To fill this vacuum a new institute namely the Centre for Research in International Trade (CRIT) was set up in 2016. The Centre for WTO Studies which is a constituent centre of CRIT, pre-dates the CRIT since it was created in 1999. The vision and the objective of the CRIT was to significantly deepen existing research capabilities and widen them to encompass new and specialized areas amidst the growing complexity of the process of globalization and its spill-over effects in domestic policymaking.

The objectives of the Centre for Research on International Trade (CRIT) are as follows:

- Creating a dedicated pool of legal experts and economists who can advise the DOC/other Govt. agencies without a risk of conflict of interest
- Informing and shaping evidence-based public debate and policy making in India and other developing countries on trade policy and investment issues
- Reducing the dependence of India and other developing countries on think tanks and
-

donor agencies of developed countries for intellectual inputs into their trade policy making

- Enhancing the capacity of government officers and other stakeholders in India and other developing countries to deepen their understanding of trade and investment agreements
- Research on linkages between trade rules and emerging areas such as labour, climate change, technological changes, etc.
- Influencing international discourse on trade and investment issues in consonance with India's interests
- Developing networks with other centres of excellence in the field of International Trade and Investment Policy

Two Centres namely (1) Centre for WTO Studies, and (2) Centre for Trade and Investment Law are working under CRIT.

### **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.
- To develop capacities within India and in other developing countries for analysing 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.

### **Centre for WTO's Online Databases on SPS and TBT Measures**

The CWS has been in the process of conceptualising two web-based databases in 2003 on non-tariff measures (NTMs) like the Sanitary and Phytosanitary Measures (SPS) and Technical Barriers to Trade (TBT) measures notified since 1995 to the WTO. The web portals hosting the two databases came into existence in December 2009. The databases provide a detailed account of trade linkages in HS 4-digit terms for all SPS and TBT notifications made under the WTO by all the Members. The creation of the database web portal aims to help exporters better assess their market potential in the global scenario - increasingly, non-tariff measures like (SPS and TBT) have been replacing the role of tariffs in trade policy. The links to access the databases are as follows:

- ❖ **SPS Online Database** < <http://cc.iift.ac.in/DB/sps/index.asp>>
- ❖ **TBT Online Database** < <http://cc.iift.ac.in/DB/tbt/index.asp>>

For more information, please visit <https://wtocentre.iift.ac.in>



## **CENTRE FOR TRADE AND INVESTMENT LAW**

The Centre for Trade and Investment Law (CTIL) was established by the Ministry of Commerce and Industry in 2016, currently functioning under the IIFT with the following core objectives:

- To provide sound and rigorous analysis of legal issues pertaining to international trade and investment law;
- To provide technical and capacity-building support to the Government of India and to other developing countries without conflict of interest.
- To identify, analyze and provide innovative perspectives and ideas on current and emerging issues of global economic law and policy-making;
- To conduct intensive training and capacity-building programmes, workshops and colloquia for central and state government officials; and
- To create legal capacity within law schools and educational institutions on WTO and international trade and investment law related matters.

CTIL is a ready repository of trade and investment related information and actively advises Ministry of Commerce and Industry, Government of India, on ongoing trade negotiations, disputes and other matters of trade law and policy.

Dr. James J. Nedumpara is Professor and the Head of the Centre for Trade and Investment Law (CTIL), established by the Ministry of Commerce and Industry, Government of India, at the Indian Institute of Foreign Trade. In this capacity, he advises the government on international trade, investment and dispute settlement matters. Dr. Neumpara has taught at Jindal Global Law School, where he joined as a founding faculty member and has worked as Trade Officer (Legal) with the United Nations Conference on Trade and Development (UNCTAD) India programme. Dr. Neumpara was appointed as the India Chair of the WTO Chairs Programme in 2022.

## **Centre for Distance and Online Education (CDOE)**

The Centre for Distance and Online Education was established in May 2021 with the objective of offering need-based online learning opportunities aimed at continuous professional development and skill enhancement for working professionals.

The Centre is committed to providing flexible learning options for individuals seeking to broaden their knowledge base, explore new areas of interest, and upgrade their skills—all while continuing in their current jobs. It strives to make quality education accessible to all sections of society, fostering inclusivity and lifelong learning.

The Centre is currently offering the following programmes:

1. **MBA (IB) Online Programme** : This Post Graduate Programme by IIFT is designed to extend high-quality management education to working professionals at various levels. The programme empowers experienced managers with in-depth knowledge, practical tools, and strategic insights to address complex business challenges, particularly in the domains of International Business, Finance, Marketing, Trade, and Strategy.
2. **4-Month Online Certificate Programmes**: The Centre also offers a range of Online Certificate Programmes in key focus areas such as Export-Import Management, Global Trade Logistics & Port Operations, International Trade Law & Business Analytics.

## IIFT FACULTY AND ADMINISTRATION

**Vice Chancellor: Dr. Rakesh Mohan Joshi**

IIFT DELHI CAMPUS FACULTY		
S. no.	Name	Designation
1	Dr. Rakesh Mohan Joshi	PROFESSOR
2	Dr. (Mrs.) D Sunitha Raju	PROFESSOR
3	Dr. Biswajit Nag	PROFESSOR
4	Dr. Sheeba Kapil	PROFESSOR
5	Dr. Nitin Seth	PROFESSOR
6	Dr. Sanjay Rastogi	PROFESSOR
7	Dr. Ram Singh	PROFESSOR
8	Dr. M. Venkatesan	PROFESSOR
9	Dr. Pooja Lakhanpal	PROFESSOR
10	Dr. Niti Nandini Chatnani	PROFESSOR
11	Dr. O.P. Wali	PROFESSOR
12	Dr. Asheesh Pandey	PROFESSOR
13	Dr. Vijaya Katti	PROFESSOR (re-employed)
14	Dr. Ravi Shanker	PROFESSOR (re-employed)
15	Dr. Rohit Mehtani	Consultant the the level of PROFESSOR
16	Dr. Basanta K. Sahu	PROFESSOR
17	Dr. Sweta Srivastava Malla	PROFESSOR
18	Dr. Ashim Raj Singla	PROFESSOR
19	Dr. Jacqueline Symss	ASSOCIATE PROFESSOR
20	Dr. Himani Gupta	ASSOCIATE PROFESSOR
21	Dr. Preeti Tak	ASSISTANT PROFESSOR
22	Dr. Ashish Gupta	ASSISTANT PROFESSOR
23	Dr. Ginni Chawla	ASSISTANT PROFESSOR
24	Dr. Divya Tuteja	ASSISTANT PROFESSOR
25	Dr Arunima Rana	ASSISTANT PROFESSOR
26	Dr. Papiya Ghosh	ASSISTANT PROFESSOR



27	Dr. Arya Kumar Srustidhar Chand	ASSISTANT PROFESSOR
28	Dr Priyanka Jaiswal	ASSISTANT PROFESSOR
29	Dr. Tuheena Mukherjee	ASSISTANT PROFESSOR
30	Dr. Anchal Arora	ASSISTANT PROFESSOR
31	Ms. Parul Singh	ASSISTANT PROFESSOR
32	Ms. Sonu Verma	ASSISTANT PROFESSOR
33	Dr. Anju Goswami	ASSISTANT PROFESSOR
34	Dr. Charu Grover	ASSISTANT PROFESSOR
35	Dr. Muhammed Rafi OPC	ASSISTANT PROFESSOR
36	Ms. Neha Jain	ASSISTANT PROFESSOR
37	Dr. Kanupriya	ASSISTANT PROFESSOR

#### IIFT GIFT City CAMPUS FACULTY

S. no.	Name	Designation
1	Dr. Kaushik Bhattacharjee	ASSOCIATE PROFESSOR
2	Dr. Prateek Maheshwari	ASSISTANT PROFESSOR
3	Dr. Tanweer Ahmad	ASSISTANT PROFESSOR

#### IIFT KOLKATA CAMPUS FACULTY

S. no.	Name	Designation
1	Dr. K.Rangarajan	Professor & Centre Head
2	Dr. Radhika Prosad Datta	Professor
3	Dr. Ranajoy Bhattacharyya	Professor
4	Dr. Prabir Kumar Das	Professor
5	Dr. Saikat Banerjee	Professor
6	Dr. Saswati Tripathi	Professor
7	Dr. Jayanta Kumar Seal	Professor
8	Dr. Deepankar Sinha	Professor
9	Dr. Rajendra Prasad Sharma	Professor
10	Dr. Bibek Ray Chaudhuri	Professor
11	Dr. Debashis Chakraborty	Professor

12	Dr. Triptendu Prakash Ghosh	Associate Professor
13	Dr. Kavita Wadhwa	Assistant Professor
14	Dr. Oindrila Dey	Assistant Professor
15	Dr. Naman Sharma	Assistant Professor
16	Dr. Taufeeq Ajaz	Assistant Professor
17	Dr. Anirban Biswas	Assistant Professor
18	Dr. Raghuveer Negi	Assistant Professor

IIFT KAKINADA CAMPUS FACULTY		
S. no.	Name	Designation
1	Dr. Vadlamudi Raveendra Saradhi	Professor & Centre Head
2	Dr. J. K. Verma	Assistant Professor
3	Dr Siddharth Shankar Rai	Assistant Professor
4	Dr. Oly Mishra	Assistant Professor
5	Dr. Miklesh Prasad Yadav	Assistant Professor
6	Dr. Saurav Dash	Assistant professor
7	Dr. Rashmi Rastogi	Assistant Professor

## Administration

S.No.	Name of Non-Teaching Employees	Designation
1	Sh. Gaurav Gulati	Registrar (Additional Charge)
2	Shri. Amit Kumar Chanpuria	Deputy Registrar
3	Sh. Pitambar Behera	Deputy Finance Officer
4	Sh. Bhuwan Chandra	<b>Assistant Registrar (on Deputation)</b>
5	Shri Desh Raj	Administrative Officer (CWS)
6	Shri Balam Singh Manral	Administrative Officer (CWS)
7	Mrs. Nalini Meshram	Assistant Registrar
8	Mrs. Meenakshi Saxena	Assistant Registrar
9	Shri Vinay Goel	Assistant Registrar
10	Shri. Parth Shah	Assistant Registrar (on deputation)
11	Mrs. Deepa P G	Assistant Finance Officer
12	Mrs. Kavita Sharma	Section Officer
13	Mrs. Sumita Marwaha	Section Officer
14	Sh. Anil Kumar Meena	Section Officer
15	Mrs. Lalita Gupta	Section Officer
16	Sh. Shahid Anwar	Accounts Officer
17	Sh. Dwaipayan Ash	Section Officer
18	Sh Karun Duggal	Section Officer
19	Mrs. Mohini Madaan	Section Officer
20	Sh. Gaurav Gupta	<b>Section Officer (on Deputation as Asstt. Registrar at Dr. B.R. Ambedkar University)</b>
21	Sh. Jitender Saxena	Section Officer
22	Sh. Rakesh Kumar Ojha	Section Officer
23	Mrs. Hoijahat Baite	Section Officer
24	Sh. Rahul Kapoor	Section Officer
25	Mr. M. Vadi Velu	Accounts Officer
26	Ms. Jaya Fulwani	Section Officer (on deputation)



Contact Details for any Query:

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2. Mr. Karun Duggal, Section Officer, GSM Division E-mail: sogsm@iift.ac.in

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