



**EXECUTIVE POST GRADUATE DIPLOMA
IN
INTERNATIONAL BUSINESS
(EPGDIB)**

ON-CAMPUS (KOLKATA CAMPUS)

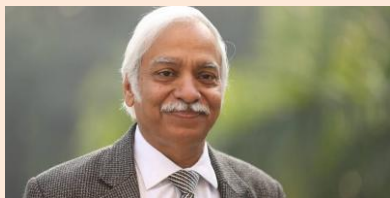
**PROSPECTUS
[2024-25]**



**INDIAN INSTITUTE OF FOREIGN TRADE, KOLKATA CAMPUS
DEEMED TO BE UNIVERSITY**

(An Autonomous Institution under Ministry of Commerce & Industry, Govt. of India)

From Vice Chancellor's Desk



Welcome to the Indian Institute of Foreign Trade, India's prime B-School at the forefront of research and advancing knowledge in International Business and Trade since its inception in 1963. The institute is consistently involved in contemporary research and training in the area of international trade and business for corporates, government officials and diplomats in India and overseas.

In view of the rapid globalization of businesses worldwide and emerging economic realities in a fragmented multi-polar world full of opportunities and uncertainties, IIFT is fast becoming an epicenter of learning, research and knowledge dissemination, the industry and governments are looking at.

IIFT is an AACSB with NAAC A+ accredited institute with its state of art campuses in Delhi, Kolkata, Kakinada and Gandhinagar offers a Ph.D., two years MBAs in international Business and Business Analytics. MA (Economics) with specialization in trade and finance, in addition to a host of Post Graduate Diplomas and Certificate programs across a wide range of areas related to international business and trade. The institute follows a dynamic mechanism to update its curriculum based on ever emerging business realities.

IIFT with its strong alumni base in India and abroad offers unique opportunities to its students to interact and forge mutually rewarding relationships. The institute's world class faculty and an edge in cutting edge research combined with comprehensive curricula and pedagogical rigor ensure learning and inculcating contemporary skills across our programs.

I look forward to your active and mutually rewarding engagement with the institute.

Prof. Rakesh Mohan Joshi

Message from The Centre Head



Today's business environment is characterized by intricacies and dynamism. Technology and consumer preferences are rapidly changing which is constantly challenging the business organizations to respond to these changes in the best possible and timely manner. Understanding and responding to dynamic and quickly changing business environment is a must for organizations to stay ahead of the curve. In present scenario, organizations are constantly looking for able consultants who can help them must remain on their feet to transform the challenge of change into new strategies for doing business. Agility and ability to learn to navigate through turbulent business environment have become an imperative. Organizations need consultants to guide them through the ever-emerging challenges linked to people, processes, and businesses. The Executive Post Graduate Diploma in International Business (EPGDIB) carefully curated by IIFT aims to deliver the learning essentials for participants to prepare themselves to become efficient consultants in international business domain, ready to take on new and challenging roles in the business world. The participants are educated and oriented through EPGDIB to understand and analyze organizational challenges and provide consultancy to them. EPGDIB offers an intensive curriculum built around contemporary courses and consultancy knowledge. Therefore, participating executives are exposed to a learning environment that is demanding and fulfilling at the same time. The courses and curriculum are carefully designed updated to integrate current business developments and practices. The Executive Post Graduate Diploma in International Business (EPGDIB) of IIFT commands high academic rigor and offers a splendid opportunity for personal as well as professional growth. Celebrating its diamond jubilee, IIFT has made its place as an Academic Centre of Excellence in International Business, and as a well-networked institution committed towards delivering globally competitive business education, training and research. IIFT is proud of its alumni who hold key positions in the arena of International Business. I extend an invitation to all corporate learners to join IIFT's Executive Post Graduate Diploma in International Business (EPGDIB) program for realizing their professional aspirations.

Warm regards,

Prof. K. Rangarajan

Message from The Divisional Head



Welcome to the Executive Management Programme Division!

It gives me immense pleasure to introduce The Executive Post Graduate Diploma in International Business (EPGDIB), a flagship program tailored to meet the evolving needs of global business professionals.

In today's dynamic, volatile and uncertain world it is imperative to understand and update knowledge on different functional areas of international business for successful professional growth. Our 18-months, on-campus EPGDIB program is designed to provide a robust platform for executives seeking to broaden their understanding of different functional areas of international business.

As a division, we are committed to fostering a learning environment that not only enhances your professional acumen but also nurtures your analytical and Leadership capabilities. We look forward to welcome you to an enriching educational journey.

Warm regards,
Prof. P. K. Das

Vision

To be an Academic Center of Excellence in International Business Research, Training and Education.

Mission

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

IIFT at a Glance (Rankings)

5th Rank “A+++” Grade in Delhi-NCR Region Overall

In Business Chronicle B-School survey 2023, IIFT has been rated “A+++” Grade in Delhi-NCR region overall, 5th Best B-School in the country.

9th Best B-School in India by Business Today – MDRA 2023

IIFT has been ranked 9th Best B-School in India by Business Today–MDRA B-School category ranking survey 2023.

“Top 15” elite B-Schools in India 2024

In Careers 360 B-School survey ranking of 2024, with a rating of “AAAA+”, IIFT has been rated as “Top 15” elite B-Schools in the country.

15th position in Outlook-I Care B-School

IIFT secured 15th position in Outlook-I Care B-School survey 2020.

15th Rank NIRF Rankings 2024

IIFT has been ranked 15th under Management Category in NIRF rankings 2024.



ABOUT THE INSTITUTE

The Indian Institute of Foreign Trade (IIFT), Deemed to be University, is a 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 to be University” in the year 2002. The National Assessment and Accreditation Council (NAAC) has recognized IIFT as Grade “A+” institution in 2023. 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.

INTERNATIONAL COLLABORATIONS

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 institutes.

MEMBERSHIP

IIFT is a member of the following organizations:

- Academy of International Business (AIB).
- International Association of Trade Training Organizations (IATTO).
- The European Foundation for Management Development (EFMD).
- The Association to Advance Collegiate School of Business (AACSB International).
- Global Compact Network of India.

MEMORANDUM OF UNDERSTANDING (MoUs)

IIFT has also entered into MOUs with the following institutions:



AACSB Accreditation

The Indian Institute of Foreign Trade (IIFT) has achieved the AACSB business accreditation and was awarded the certificate on 17th November 2021. Founded in 1916, AACSB is the longest-serving global accrediting body for business schools, and the largest business education network connecting learners, educators, and businesses worldwide. AACSB accreditation recognizes institutions that have demonstrated a focus on excellence in all areas, including teaching, trainings research, curriculum development, and student learning.

Synonymous with the highest standards of quality, AACSB accreditation inspires new ways of thinking within business education globally. As a result, less than 6 percent of the world's schools offering business degree programs hold AACSB business accreditation. Through today's stratification, a total of 890 institutions across 58 countries and territories have earned AACSB accreditation in business out of which 17 are from India.

AACSB accreditation ensures continuous improvement and provides focus for schools to deliver on their mission, innovate, and drive impact. AACSB-accredited schools have successfully undergone a rigorous review process conducted by their peers in the business education community, ensuring that they have the resources, credentials, and commitment needed to provide students with a first-rate, future-focused business education.



About the Programme

The Executive Management Programmes Division (EMPD) of IIFT has been conceived to provide training to government officials, diplomats, entrepreneurs, exporters, corporate sector, defense personnel and civil society members to develop broader understanding of issues related to international business and its implications on trade policy. EMPD initializes programs designed to generate views, opinions, analysis on a number of contemporary trade and economic issues which are of interest to different countries particularly the developing countries.

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

ON-CAMPUS (KOLKATA)

All the sessions would be conducted on 2nd and 4th weekends (Saturdays and Sundays) and will be held at IIFT, Kolkata Campus in physical mode for a period of 18 months. There will be three semesters for the programme. There will be 6 days of 'on-campus' module in each semester that will include the weekdays and weekends (other than 2nd & 4th Weekends). Examinations for all the Semesters would be conducted on-campus.

Minimum Eligibility Criteria

Admission to the Executive Programme will be offered by the Institute based on candidates' fulfillment of eligibility conditions and ability to synchronize programme objectives with personal career goals. The Executive Programme is open to all working professionals and self-employed individuals who meet the following criteria:

- ☐ Graduation or its equivalent degree from any recognized University or Institution and managerial work experience of minimum FIVE years. OR
- ☐ Post-Graduate Degree / Engineering Degree or its equivalent from any recognized University or Institution and managerial work experience of minimum THREE years.
- ☐ Minimum 55% (50% for SC/ST/PWD) marks or equivalent CGPA in Graduation.
- ☐ Work experience till 17 November, 2024, or the last date of submission of application, whichever is later will be considered.
- ☐ No Objection Certificate (NOC) from the employer is required at the time of admission (only for sponsored candidates).
- ☐ Seats are reserved for SC/ST/OBC(non- creamy layer)/PWD/EWS candidates as per Government of India rules.
- ☐ No age limit for applicants.

How to Apply

- ☐ Application to EPGDIB (On-Campus) is through prescribed on-line Application Form.
- ☐ **Application Fee (non-refundable) is INR 400/- + 18% GST = Rs. 472/- for GEN/OBC/EWS candidates and INR 200/- + 18% GST = Rs.236/- for SC/ST/PWD category candidates.**
- ☐ Applicants will have to register themselves at IIFT website: www.iift.edu under 'New Admissions' and pay Application Fees using the link that would appear after registration.
- ☐ Scanned copy of the relevant certificates needs to be uploaded while submitting online application.
- ☐ Filled-in applications with enclosures and evidence of payment of application fee should be uploaded **latest by 17th November, 2024.**
- ☐ Applicants must mention their permanent e-mail id clearly in the application form.
- ☐ All disputes will be subject to the jurisdiction of Kolkata Court only.
- ☐ Incomplete applications in any manner will be rejected. Hence, students are advised to fill and complete the entire details in the application form.

Payment Details

All the required payments needs to be made in the following account:

Beneficiary Name: Indian Institute of Foreign Trade

Bank Account No.: 50200072701962

Name of the Bank: HDFC Bank

Branch: A P C Road

Type of Account: Current Account

IFSC Code: HDFC0002665

Admission Process

All the applications received would be reviewed and screened. Only shortlisted candidates based on their qualifications & work experience will be informed. Extempore/Interview will be conducted for the shortlisted candidates for admission to EPGDIB (On-Campus), Kolkata. The admission to EPGDIB course is based purely on shortlisting of the candidate by the Selection Committee.

Fee Structure

- The cumulative fee for the programme is **(INR 3,55,000/- + 18% GST) + INR 5,000/-** which includes one-time **Alumni fee**.
- The Library Security Deposit is ₹ 5000 which is refundable only to students after completion of the programme.
- The participants are only responsible for payment of the programme fee (whether it is paid by the individual or by their sponsoring organization).
- The fee payment schedule will be as follows:

Fee Installment	Amount (₹)*	Payable
1st	1,38,000 /-	At the time of course registration
2nd	1,07,000 /-	Before commencement of semester II
3rd	1,10,000 /-	Before commencement of semester III
* Applicable GST will be included		

- SC/ST/PWD Candidates: 50% fee concession on the tuition fee component.
- Late Fee fine for all students is **INR 2,500/-** per week beyond the stated deadline.
- In case the fee remains unpaid for Three Weeks, from the last payable date, the student will be de-registered from the programme.
- Re-registration charges are **INR 15,000/-**.
- Re-registration will have to be done within one week of de-registration.

Course Details

- The duration of the programme (On-Campus) is 18 months (approx.).
- Semester-I (January 2025 to June 2025) with total credits of 18.*
- Semester-II (July 2025 to December 2025) with total credits of 22.*
- Semester-III (January 2026 to June 2026) with total credits of 26.*
- Participants are required to opt 7 Elective Courses in Semester-III. Specialization will be offered in International Business.
- The electives must be finalized for Semester-III within the listed elective courses in the Handbook of Information (HBI), which is to be distributed after joining the programme.
- Course Structure is subject to revision.
- Port Visit for one day as part of practical training would be arranged for the students.

*Subject to change, if required.

Course Structure

The EPGDIB (On-Campus) programme at Kolkata Campus has its course curriculum divided into three Semesters. The first two Semesters are common for all participants. Specialization streams are available in third Semester.

The detailed course structure is as follows (subject to revision, if necessary):

Semester-I (Jan 2025 to Jun 2025)

Sl. No.	Core Course Title
1.	Accounting for Managers
2.	Business Economics
3.	Business Statistics
4.	Marketing Management
5.	Managerial Behaviour in Organizations
6.	IT Applications in Management
7.	Business Communication
8.	Foreign Language*

1 Credit = 10 hours of study.

Semester-II (Jul 2025 to Dec 2025)

Sl. No.	Core Course Title
1.	Financial Management
2.	Data Analytics
3.	International Economics
4.	Strategic Management
5.	Human Resource Management
6.	Supply Chain Management
7.	Business Research Methods
8.	International Marketing Management
9.	Research Project
10.	Foreign Language*

Semester-III (Jan 2026 to Jun 2026)

Sl. No.	Core Course Title
1.	Trade Logistics & Global Sourcing
2.	International Business Strategy
3.	Corporate Governance and Ethics
4.	Research Project
5.	Foreign Language*
6.	Seven Elective Courses
7.	Port Visit

Tentative List of Electives (As per Functional Areas)

S. No.		
I.	General Management and Strategy	
1	International Contract Management	
2	Digital Strategy and Transformation	
3	Strategy Execution & Tools (Simulation)	
4	Management of Strategic Alliances (Workshop)	
5	Competitive Strategy	
6	Entrepreneurship	
7	Crisis Management	
8	New Venture Creation & Startups	
9	Cross Culture Management	
10	Management Consulting	
II.	Quantitative Techniques & Operations Management	
1	Modelling in Supply Chain Management: SCOR Approach	
2	Multivariate Data Analysis & Forecasting Techniques	
3	Advanced Optimization Techniques	
4	Advanced Supply Chain Management	
5	Advanced Forecasting Techniques for Business Applications	
III.	IT	
1	Online Business & E-Commerce	
2	Enterprise Resource Planning (ERP) Systems	
3	Software Product Management	
4	Data Modeling and Visualization	
5	IT Project Consultancy	
6	Machine Learning & Artificial Intelligence	
7	Data Analytics	

IV.	Finance	
1	Financing of International Trade	
2	FinTech	
3	Fixed Income	
4	Trading Strategies and Evaluation	
5	Financial Modeling	
6	Financial Derivatives and Risk Management	
7	Alternative Investments	
8	Management of Financial Services	
9	Security Analysis and Portfolio Management	
10	Project Appraisal and Finance	
11	Mergers and Acquisitions	
12	Financial Risk Management	
V.	Marketing	
1	B2B Marketing	
2	Digital Marketing	
3	Retail Management	
4	Advertising and Promotion Management	
5	Consumer Behavior	
6	Sales and Distribution Management	
7	Brand Management	
8	Customer Relationship Management	
9	Marketing Research	
10	Strategic Marketing (Simulation)	
11	Marketing of Services	
12	Rural Marketing	
VI.	International Trade Operations & Logistics	
1	Management of Shipping Services	
2	Agri-Commodity Trading	
3	Managing Global Compliance in Exports	

4	Custom Procedure in GST Regime	
5	Sectoral Strategy for Exports	
6	Risk Management in International Trade	
VII.	HR	
1	Competency Mapping	
2	International Human Resource Management Practices	
3	Labour Laws and Industrial Relations	
4	Organizational Transformation and Change Management	
5	HR Metrics and Organizational Performance	
6	Impression Management in Organization	
7	Leadership Lab	
8	Global Leadership Strategies	
9	Strategic Human Resource Management	
10	Team Building and Leadership Development	
VIII.	Economics of Strategy	
1	Game Theory and Strategy	
2	Applied Econometrics	
3	International Investment Treaties and Business Decisions	
4	Management of Pricing	

* There is a two credits course named “Foreign Language”. There are two options of Foreign Language:- i) Spanish & ii) French. You have to choose one foreign language as per your preference which will be taught in all Semesters. IIFT, Kolkata Campus will offer only one foreign language (Spanish or French) opted by the majority of the students. In the event of a tie, the decision of the Programme Director (PD) will be final and all the students are required to abide by the decision of the PD irrespective of their preference.

Note I: - A student is required to opt for 7 elective courses in the III semester. Tentative list of elective courses are provided in this Brochure.

Note II: - Elective may be changed as per discretion of the Discipline Group. Students will make a choice of electives. The top preferred 7 electives will be offered to the entire class in Semester-III. Course Structure subject to revision by the Institute’s Academic Council from time to time.

Duration & Class Timings

The duration of the Programme is about 18 months (January 2025 to June 2026) spread over three semesters. **Regular classes from 09:30 AM to 06:30 PM will be held at IIFT Kolkata Campus on second and fourth weekends. The timing of class schedule may be changed, if required.**

Anything contained in this Brochure is without any prejudice to the interest of the Institute and subject to amendments.

GLIMPSES OF EPGDIB PROGRAMME AT IIFT KOLKATA



Students Speak....



I am thrilled to share my experience as a student at IIFT Kolkata Campus. From the moment I stepped into the campus, I knew I had achieved something which I will cherish my lifetime. The exceptional faculty goes above and beyond to ensure that students receive a top-notch education. Their passion for teaching and commitment to student success is truly inspiring. EPGDIB program is not only equipping me with the skills and knowledge needed for my future career but has also started instilling in me a sense of community, responsibility, and a thirst for continuous learning. Choosing to attend EPGDIB program at IIFT is undoubtedly one of the best decisions I've ever made."

Prabhat Shaw, EPGDIB 23-24
(Sr. Manager, Tata Steel Limited)



" I am a Service manager with extensive experience of 9+ years in assisting Relationship managers of Wealth management firms like Religare Wealth Management and Anand Rathi Wealth, with back-office work, financial strategy preparation and portfolio construction. Although I have a strong hold on business administration, communication, leadership and problem- solving skills, I am motivated to consistently exceed expectations, deliver exceptional quality assurance and boosting efficiency and contributing to revenue growth of my company. To enhance these qualities ,and to hone my technical knowledge and to be able to secure a managerial role myself, I enrolled to the EPGDIB course in IIFT (Kolkata) in the year 2023 and have been receiving excellent guidance holistically from the esteemed faculty who diligently teach and support us with excellent classroom teaching, challenging assignments and quizzes and are contributing enormously towards our growth in the field of Business management. The technical and practical knowledge I am gaining from this experience is already opening up brighter avenues and I am positive to graduate from here as a professional with acute knowledge and skills , prepared to take on bigger and more challenging opportunities coming my way in the near future."

Pramita Mukherjee
Customer Support Associate/Esbee Sharpe Investment Services.



I experienced and believe that this EPGDIB (on campus) programme will equip me with a **comprehensive analytical skill, strategic thinking, managerial abilities etc.** that can propel my career forward in the increasingly interconnected global business landscape, network building, adding credential and enhancing professional image. The framework of learning has been very effective so far and **transforming me from Tech Specialist to Business Strategist."**

--Amardeep Kumar (EPGDIB 23-24 batch)
M.Eng.- WAPCOS (A Govt.of India U/T), Ex. BHEL & Ex. L&T



“It is with great pleasure and appreciation that I reflect upon my transformative journey through the EPGDIB program at IIFT. The curriculum was thoughtfully designed to provide a holistic understanding of modern business practices, incorporating a blend of theoretical frameworks and real-world case studies. The exposure to various disciplines, from finance and marketing to strategy and leadership, equipped me with a well-rounded skill set that I apply in my professional endeavours today. Through this course I had the opportunity to bridge the gap between theory and practice, preparing me to tackle real-world business challenges with confidence.

DHANANJOY ROY
EPGDIB-2023-24
CORPORATE ORGANISATION-CAPTIVA A GENERAC COMPANY
DESIGNATION-MANAGER-QUALITY



I'm currently enrolled in IIFT's EPGDIB course, and it's been a game-changer. The curriculum is a perfect blend of theory and practical insights, delivered by expert faculty who genuinely care about our growth. The diverse cohort of fellow students enriches the learning experience, and the support services are top-notch. This program has already enhanced my skills and boosted my career prospects. I wholeheartedly recommend IIFT's EPGDIB Programme to ambitious professionals looking to accelerate their career. It's a transformative journey that equips you with the knowledge and confidence to succeed. Thank you, IIFT, for this opportunity!

Saurav Gupta
Sr. Manager-East India & Cross Border- MGH GROUP

“I was just in a transition period from a safe career in a large PSU to step into our family business when I joined EPGDIB at IIFT Kolkata with an aim of preparing myself to be ready for the entrepreneur journey.



EPGDIB has not only helped me to learn strategies to go beyond the cross boundary but also nurtured me to handle various critical business areas with updated tools. Apart from becoming a growing exporter, today our manufacturing business has also diversified into several business models through international collaboration which continuously help us to be ready for the future. After EPGDIB, I also founded my own service & consulting company catering into core areas like International B2B, Disruptive technologies etc. which has partnered with International clients from Czech, USA, Poland etc. EPGDIB is

not a standard business management course, this has been designed to nourish the young entrepreneur to be ready for the rest of the world.”

~ Shri Biswajit Dutta (EPGDIB 2017-18 Kolkata Batch)
 Vice President - Eastman Crusher Co Pvt Ltd , Founder – Equiptech Services LLP

“The EPGDIB Program was a great experience for me and far beyond my expectations. The diversity of people from various industries and the impressive curriculum gave me tremendous inspiration. The program is precise in course structure and the modules with the best faculty. The case studies and assignments helps generate a more ubiquitous perspective of how the global market functions and helped me make the best decisions at work and in day-to-day life. I learned frameworks and got practical insights into various aspects of international business. This program has helped me fit better in today's global business scenario.”



~ Shri Amit Raj (EPGDIB 2017-18 Kolkata Batch)
 Regional Manager-East- Gigabyte Technology India Pvt. Ltd.

Important Dates

Last date of receipt of online applications	December 10, 2024
Tentative date of Extempore/Interview (online)	3rd week of December 2024
Shortlisting of candidates & issuance of offer letter	4th week of December 2024
Last date for payment of 1 st installment of fee	January 10, 2025
Commencement of EPGDIB (On-campus) Kolkata	January 25, 2025

For more information, please contact:

Section Officer, Academic Division

Tel No. 033- 35014500 / 4600 [Extn: 2252]

or write to acad_kol@iift.edu

**INDIAN INSTITUTE OF FOREIGN TRADE
KOLKATA CAMPUS**



INDIAN INSTITUTE OF FOREIGN TRADE

DEEMED TO BE UNIVERSITY

(Set up by Ministry of Commerce & Industry, Govt. of India)

DELHI CAMPUS

IIFT BHAWAN, B-21 Qutab Institutional
Area, New Delhi-110016
Ph.: 011-39147200 – 205 (PBX) •
Fax: 91-011-39147301

KOLKATA CAMPUS

1583, Madurdaha, Chowbaga Road, Ward No.108,
Borough-XII, Kolkata-700107
Ph.: 033- 35014500 & 35014600 (EPABX)

Website: www.iift.edu