



**भारतीय विदेश व्यापार संस्थान**  
**INDIAN INSTITUTE OF FOREIGN TRADE**  
**(Deemed to be University)**  
**Under Ministry of Commerce & Industry, Govt. of India**



## **PG DIPLOMA IN MANAGEMENT**

- INTERNATIONAL BUSINESS
- HUMAN RESOURCE DEVELOPMENT AND MANAGEMENT

## **PG CERTIFICATE IN MANAGEMENT**

- INTERNATIONAL BUSINESS

## **AFFILIATIONS/ MEMBERSHIPS**



## **ACCREDITATIONS**



**Contact Us**

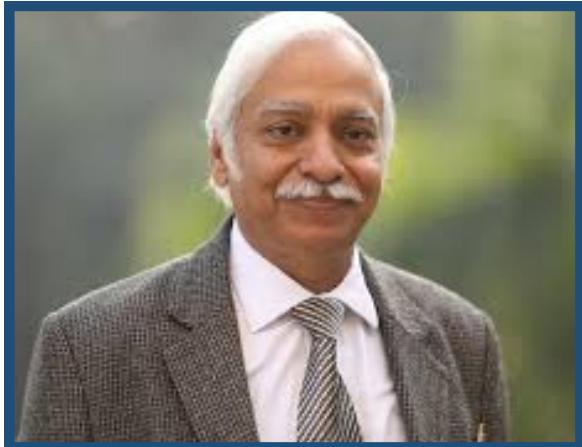
[empadmission@iift.edu](mailto:empadmission@iift.edu)

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

# MESSAGE FROM THE VICE-CHANCELLOR

Welcome to the Indian Institute of Foreign Trade (IIFT), a pioneering institution renowned for its excellence in international business education and research.

IIFT takes pride in its prestigious Post Graduate Diploma programmes, meticulously crafted for working executives seeking to excel in today's dynamic global marketplace. Rooted in over six decades of expertise and innovation, IIFT has established itself as a think-tank for foreign trade and policy matters, shaping leaders who drive international business forward.



**Prof. Rakesh Mohan Joshi**  
**Vice Chancellor, IIFT**

Our Diploma & Certificate Programmes are conceptualized with pedagogical tools to equip participants with essential skills to analyze data, interpret trends, and derive actionable insights to set contemporary business challenges.

The assurance of our programme lie in our dedicated faculty, who bring a wealth of industry experience and academic insights to the classroom. The institute is committed to nurturing strategic leaders capable of making informed decisions amidst global economic and political dynamics. Our vibrant learning environment fosters personal and professional growth, preparing our participants for rewarding careers in multinational corporations, international organizations, export-import firms, and global consulting.

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 including in the area of human resource development management.

I invite ambitious professionals to embark on their journey with us at IIFT, where you will find not just a programme, but a transformative experience that propels you towards achieving your professional aspirations.

Together, let us shape the future of global business leadership.

# Vision

To be an academic Centre 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.



## An Insight of IIFT:

- Established in 1963, the Indian Institute of Foreign Trade (IIFT), is a Deemed to be University, providing the world class education in International Business and related domains.
- It is an autonomous body under the Ministry of Commerce & Industry, Government of India contributing to the skill building for the external trade sector of India.
- IIFT has campuses in Delhi, Kolkata, Kakinada, GIFT City (Gujarat).
- The National Assessment and Accreditation Council (NAAC) accredited IIFT as a Grade “A+” institution in January 2024.
- Research, Training and Education are the three main pillars of this institute focusing on International Business Management and Strategy.

# RANKINGS

IIFT has participated in the following B-School rankings in 2024



## ACCREDITATIONS



IIFT has been accredited AACSB, highlighting its global academic excellence.

# Membership (International and Domestic)

- AACSB (Association of Advance Collegiate School of Business)
- AIB (Academy of International Business)
- EFMD (European Foundation for Management Development)
- AIU (Association of Indian Universities (AIU))
- AIMS (Association of Indian Management Schools) IFA (Indian Finance Association)

## International Collaborations

IIFT has collaborations with 45 Universities/ B-schools throughout the world. The key areas of collaboration with partner institutes include:

- Student Exchange
- Faculty Development Programme
- Training Programmes
- Joint Research /Study Tours



# Accreditations and Recognitions

The Indian Institute of Foreign Trade (IIFT) was awarded A+ Grade Accreditation by the National Assessment and Accreditation Council (NAAC) in 2024, in recognition of its high standards in teaching, research, and institutional infrastructure.

IIFT received the AACSB Accreditation on 17th November 2021, placing it among the top 900+ business schools globally and one of only 22 institutions in India to hold this distinction. AACSB, established in 1916, is the world's oldest and most prestigious global accrediting body for business schools.



## Objectives

- 01** To equip participants with core management principles and global business perspectives.
- 02** To develop analytical, strategic, and decision-making skills through case-based and experiential learning.
- 03** To integrate modern information technology into business education for real-world relevance.
- 04** To nurture socially responsible professionals with a global outlook and ethical mindset.
- 05** To prepare participants for leadership roles in dynamic and competitive environments.

# Programmes Offered

## PGDM – IB

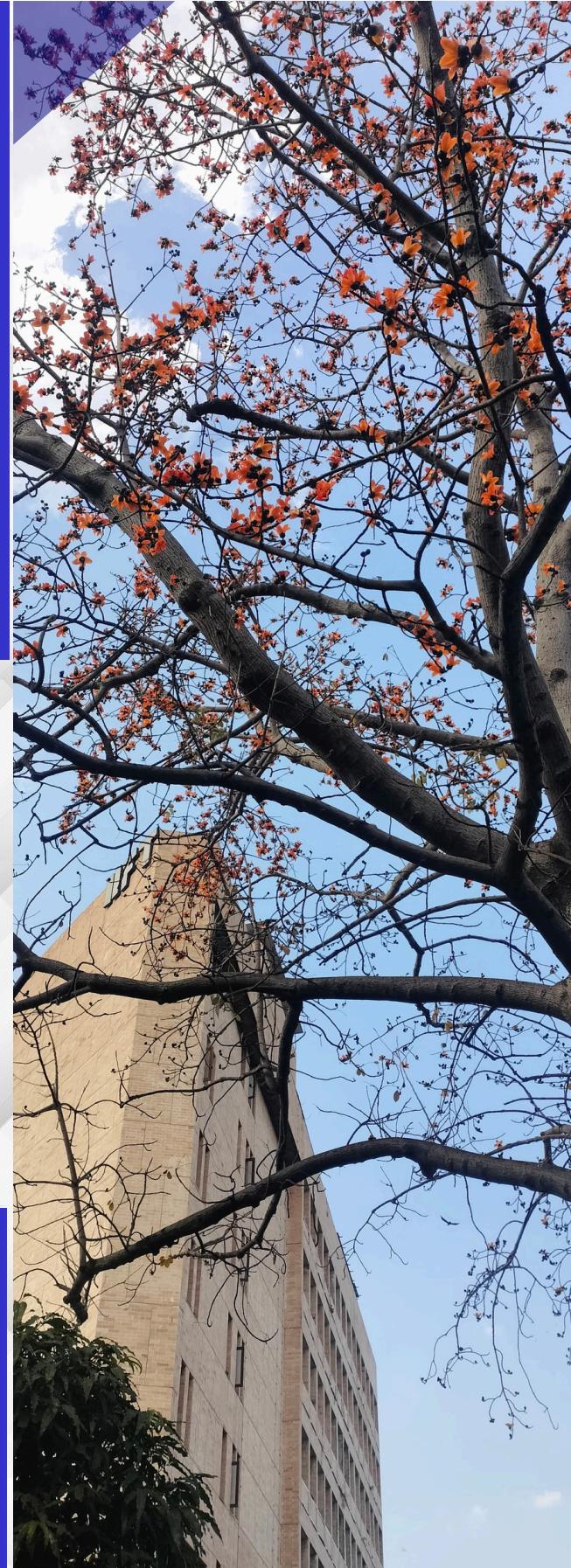
- Provide comprehensive knowledge of international trade, cross-border operations, and global market dynamics.
- Train participants in trade policy, global supply chains, and export-import procedures.
- Develop strategic capabilities for managing multinational business operations.

## PGDM – HRDM

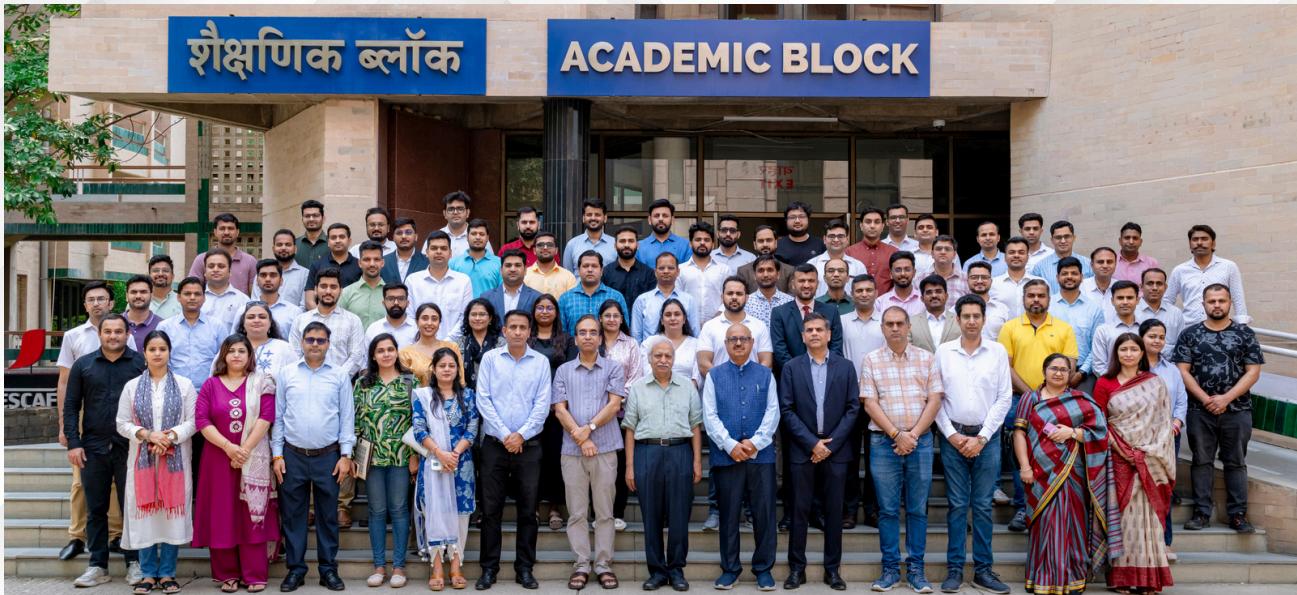
- Impart advanced knowledge in talent acquisition, organizational behaviour, and HR analytics.
- Emphasize HR strategy, workforce planning, and leadership development in global contexts.
- Prepare HR professionals to align human capital with organizational goals effectively.

## PGCM-IB

- Offer practical exposure to international trade, logistics, and trade facilitation.
- Build a foundation in business diplomacy, global marketing, and international finance.
- Suitable for professionals and entrepreneurs looking to enter or expand in global markets.



# About the Programme



## Programme Duration & Mode of Conduct

Programme	Duration	Mode of conduct
PGDM (IB)	18 Months	Weekend Classes
PGDM (HRDM)	18 Months	Weekend Classes
PGCM (IB)	12 Months	Weekend Classes

The Programmes aims at enhancing the managerial competence of senior and middle level executives by imparting systematic knowledge in all aspects relating to international business and human resource management. All sessions would be on weekends and will be held at IIFT, Delhi in physical mode. There will be one 'contact week' module (including 4-5 days classes at a row during week days) in each semester. Examinations would be conducted on Campus. Classes may be held online due to administrative reasons and as per government directives and Institute's decision. In such situation examinations would also be held online through proctored mode.



# Eligibility Criteria

Admission to the Executive Programmes will be offered by the Institute based on candidates' fulfillment of eligibility conditions. The Executive Programme is open to all working professionals and self-employed individuals who meet the following criteria:

Programme	Duration	Eligibility Criteria
PGDM (IB)	18 Months	<ul style="list-style-type: none"> <li>· Passed any Bachelors Degree of minimum 3 years duration and a minimum of 3 years relevant managerial/ supervisory experience.</li> </ul>
PGDM (HRDM)	18 Months	<ul style="list-style-type: none"> <li>· Obtained at least 50% marks</li> <li>· (45% marks in case of SC/ST/PWD candidates in the qualifying examination. There is no upper age limit.</li> </ul>
PGCM (IB)	12 Months	<ul style="list-style-type: none"> <li>· Passed Bachelor's Degree of minimum 3 years duration.</li> <li>· Obtained at least 50% marks</li> <li>· (45% marks in case of SC/ST/PWD candidates in the qualifying examination. There is no upper age limit.</li> </ul>

## Admission Process

Admission process:

- Candidates may submit their CAT / XAT / CMAT / MAT / ATMA / GMAT score, if they have appeared in any of these examinations during 2024 and/ or 2025  
OR
- They may appear in the IIFT Entrance Examination to be conducted at the IIFT Campuses, followed by the Group Discussion/Extempore/ Interview. The candidates fulfilling the eligibility criteria will be called for the written test.
- Only successful candidates clearing admission process will be offered admission.
- Admission to the PGCM (IB) Programme will be done only through a Personal Interview.

## How to Apply

### Application Fee

Programme	For GEN/OBC/(NCL)/EWS Category	For SC/ST/PWD / Transgender category
PGDM (IB)	Rs. 2500/-	Rs. 1250/-
PGDM (HRDM)	Rs. 2500/-	Rs. 1250/-
PGCM (IB)	Rs. 1,500/-	Rs. 750/-

- Last date to apply 31st March, 2026.
- Required uploads/entry: Educational Qualification Certificates and entry of fee proof.
- Application fee is Non-refundable.
- Incomplete applications including incorrect email id will lead to rejection.
- Jurisdiction for disputes settlement: Delhi (district courts).



# 31st March 2026

# Course Structure (PGDM)- (IB)

The Post Graduate Diploma in Management (International Business) is structured across three semesters, each designed to progressively build expertise in International Business(IB). Below is a curated selection of key subjects areas from each semester:

Semester -I		Semester-II		Semester-III	
S.No.	Course Name & hours	S.No.	Course Name & hours	S.No.	Course Name & hours
1	Business Economics (Micro+Macro)(40)	1	International Economics (20)	<b>Core Courses</b>	
2	Principles of Marketing & International Marketing Management (40)	2	Global Business and Geo-politics (20)	1	Business Communication (20)
3	Basics of Accounting and Financial Management (30)	3	India's Foreign Trade and Policy (20)	2	Data Analytics including Machine Learning and Artificial Intelligence (20)
4	Human Resource Management for International Business (30)	4	Regulatory Framework for International Business (20)	3	International Business Strategy (20)
5	International Logistics and Supply Chain Management (30)	5	International Financial Management (20)	4	Trade Analytics (20)
6	International Trade Operations and Documentations (20)	6	International Brand Management (20)	5	Capstone Project / Dissertation (30)
7	Financing International Trade (20)	7	Business Statistics & Research Methods (30)	<b>List of Possible Elective Subjects (Choose any Four)</b>	
8	Foreign Language (20)	8	IT Applications in Management (30)	1	International Trade law (20)
		9	Port Visit (Non-Credit) Compulsory(Pass/ Fail)	2	Commodity Trading (20)
		10	Foreign Language (20)	3	Cross Cultural Management (20)
				4	E-Commerce and Digital Marketing (20)
				5	Conflict Management (20)
				6	Entrepreneurship (20)
				7	Project Appraisal & Financing (20)
				8	Management Consulting (20)
				9	Service Marketing (20)

# Course Structure (PGDM)- (HRDM)

The Post Graduate Diploma in Management (Human Resource Development Management) is thoughtfully designed to equip students with a robust understanding of HR principles and their strategic application in a global business context. Below is a curated selection of key subjects areas from each semester:

Semester -I		Semester-II		Semester-III	
S.No.	Course Name & hours	S.No.	Course Name & hours	S.No.	Course Name & hours
1	Business Economics (Micro+Macro) (40)	1	Global Business and Geo-politics (20)	<b>Core Courses</b>	
2	Principles of Marketing & International Marketing Management (40)	2	Business Statistics & Research Methods (30)	1	Business Communication (20)
3	Basics of Accounting and Financial Management (30)	3	IT Applications in Management (30)	2	Data Analytics including Machine Learning and Artificial Intelligence (20)
4	Human Resource Management for International Business (30)	4	Corporate Ethics and Governance (20)	3	International Business Strategy (20)
5	Organisational Behavior (20)	5	Competency Mapping and Workforce planning (20)	4	Organisational Transformation and Change (20)
6	Industrial Relations and Labour Code (20)	6	Performance Management (20)	5	Capstone Project / Dissertation (30)
7	Global Leadership Strategies (20)	7	Retention, Compensation & Reward (20)	<b>List of Possible Elective Subjects (Choose any Four)</b>	
8	Foreign Language (20)	8	Employee Welfare & Benefits (20)	1	International Trade law (20)
		9	Study Tour (Non-Credit) Compulsory	2	Commodity Trading (20)
		10	Foreign Language (20)	3	HR Analytics and Information System (20)
				4	Talent Acquisition and Management (20)
				5	Psychometric Techniques and Related Tools (20)
				6	Cross Cultural Management (20)
				7	E-Commerce and Digital Marketing (20)
				8	Conflict Management (20)
				9	Entrepreneurship (20)
				10	Project Appraisal & Financing (20)
				11	Management Consulting (20)

# Course Structure (PGCM -IB)

The Post Graduate Certificate in Management, International Business (PGCM-IB) is structured across two semesters, each designed to progressively build expertise in International Business(IB). Below is a curated selection of key subjects areas from each semester:

Semester -I		Semester-II	
S.No.	Course Name & hours	S.No.	Course Name & hours
1	Business Economics ( Micro+Macro) (40)	1	International Economics (20)
2	Principles of Marketing & International Marketing Management (40)	2	Global Business and Geo-politics (20)
3	Basics of Accounting and Financial Management (30)	3	India's Foreign Trade and Policy (20)
4	Human Resource Management for International Business (30)	4	Regulatory Framework for International Business (20)
5	International Logistics and Supply Chain Management (30)	5	International Financial Management (20)
6	International Trade Operations and Documentations (20)	6	Business Statistics & Research Methods (30)
7	Financing International Trade (20)	7	IT Applications in Management (30)
		8	Port Visit (Non-Credit) Compulsory

# Fee Structure

## PGDM (IB) 2025-26 & PGDM-HRDM 2025-26

Installment	Category		Date of Submission (Tentative)
	General/OBC	SC/ST/PH.	
1st Installment	Tuition Fee: 1,35,000 Alumni Fee: 10,000 Student Activity fee : 10, 000 Library Fee: 5,000 (Library fee Refundable)	Tuition Fee: 67,500 Alumni Fee: 10,000 Student Activity fee : 10, 000 Library Fee: 5,000 (Library fee Refundable)	Apr. 2026
2nd Installment	100,000	50,000	Jul. 2026
3rd Installment	100,000	50,000	Oct. 2026
4th Installment	100,000	50,000	Jan. 2027
5th Installment	100,000	50,000	Apr. 2027
Total	5,60,000/-	2,92,500/-	

## PGCM (IB) 2025-26

Installment	Category		Date of Submission (Tentative)
	General/OBC	SC/ST/PH.	
First Installment	Tuition Fee: 1,20,000 Alumni Fee: 10,000 Student Activity fee : 10, 000 Library Fee: 5,000 (Library fee Refundable)	Tuition Fee: 60,000 Alumni Fee: 10,000 Student Activity fee : 10, 000 Library Fee: 5,000 (Library fee Refundable)	Apr. 2026
Second Installment	100000	50,000	Jul. 2026
Third Installment	100000	50,000	Oct. 2026
Total	345,000	185,000	

**Note: In case of withdrawal from programme, fee will be refunded as per guidelines of UGC. Refund process will take atleast two months.**

# ENCORE

## Executive Network and Collaboration for Research and Education



**ENCORE**

EXECUTIVE NETWORK AND COLLABORATION FOR RESEARCH AND EDUCATION

The EMP Division of the Indian Institute of Foreign Trade (IIFT) has instituted E N C O R E (Executive Network and Collaboration for Research and Education) as a structured initiative to promote sustained engagement, peer learning, and knowledge sharing among alumni, current participants, and academic mentors. The platform seeks to strengthen institutional linkages and foster a collaborative ecosystem of executive excellence.



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# International Study Tour

EPGDIB-2021-22 Port visit at Dubai, UAE



EPGD-GHRM 2022-24 during the Port visit at Dubai, UAE



EPGDIB 2022-24 during the Port visit at Dubai, UAE



EPGDIB 2023-24 during the Port visit Antwerp, Belgium



EPGDIB-2022-24 batch of IB during the Port visit at Antwerp, Belgium



# Toppers of the Batch 2022-23 and 2023-24



# Campus Talents

## Activities



# Bidding Adieu: A Glimpse into the Last Batch's Farewell



# Voices of Alumni



**Dr. Rajiv Gatne** CEO & Director  
Sunshine Healthcare Ltd Batch of 1983-84

PGDIT from IIFT in 1984 facilitated my visit to over 80 countries, multiple times, for diverse product-portfolio in approx 35 yrs. Started as an Executive Exports in 1984, I rose to top of the ladder & retired as an Executive Vice President Int'l Business in 2019. I attribute my success mainly to the Brand IIFT & my urge in establishing company's products as numero-UNO: the most sought after Brand in overseas's markets. Do join IIFT for a flamboyant career in International-Trade



**Mr. Arun K. Saxena**  
Executive Vice President International Business  
Genus Power Infrastructure Ltd  
Batch of 1983-84



As a Graduate Engineer with 2 years of factory experience, I took up PGDIT programme in 1985. The programme had all new subjects and the course opened up several dormant sides of my future outlook. Journey thereafter has been very exciting with lots of exposure to various products, markets and all aspects of operating business across geographies. Besides work, I have enjoyed travelling, working in different countries for building brand India. I am grateful to IIFT for giving shape to my career.

**Mr. Ashok Thakur**  
Advisor, International Business and Independent Director,  
Former Vice President  
Group Public Affairs at Mahindra Group

My IIFT journey was an invaluable experience that laid the foundation for my current success. The rigorous curriculum, coupled with the insightful guidance of esteemed faculty and industry experts, provided me with a comprehensive understanding of the global business landscape. The diverse and talented cohort of my batchmates fostered a highly stimulating and competitive learning environment. Moreover, the institute's strong industry connections facilitated valuable internships and networking opportunities, providing me with practical exposure and invaluable real-world experience. I am deeply grateful to IIFT for nurturing my skills and preparing me for the challenges of the corporate world. The seeds of success sown during my time at IIFT continue to flourish in my professional journey.



**Mr. Rahul Doomra**  
Sr. Industry Manager at Google  
Batch of 2014-16



The Executive program at IIFT Delhi excels in practical learning through immersive factory visits that bridge theory and practice, offering real-world insights into industrial practices. Networking is a key benefit, with opportunities to connect with professionals across various industries, enhancing peer learning and professional growth through events and seminars. The rigorous curriculum covers strategic management, finance, marketing, and international business, preparing students for global business challenges and leadership roles. My leadership journey has been profoundly impacted by the diverse learning experiences and focus on authenticity, enabling me to lead and inspire my team confidently.

**Ms. Chandni Nanda,**  
(Associate Director  
United Health Group)  
Batch 2021-22.



# 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,  
Chowbagha Road,  
Ward No. 108,Borough  
XII, Kolkata-700107  
Ph.: 033-24195700 /  
5900 (PBX)  
Fax: 91-033-24432454

### KAKINADA CAMPUS

IIFT JNTUK Campus  
Kakinada, Andhra  
Pradesh - 533003  
Tel: 0884- 2944655  
& 2944955

### GIFT CITY CAMPUS

IIFT GIFT Tower-2  
(Floor 16-17), Road 5  
C, Gift City,  
Gandhinagar,  
Gujarat-382355

**For Admission Related Inquiry:  
Contact Marketing Executive (EMPD)**



Indian Institute of Foreign Trade (IIFT)



Indian Institute of Foreign Trade



Rahul Pathak - 9873229212



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empdadmision@iift.edu



iift\_official



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