



EXECUTIVE POST GRADUATE DIPLOMA IN INTERNATIONAL BUSINESS

EPGDIB WINTER ON CAMPUS



Weekend Programmes (2024-25)
Course Duration-18 Months

**INDIAN INSTITUTE OF FOREIGN TRADE
(DEEMED TO BE UNIVERSITY)**

www.iift.ac.in

Message from the Vice-Chancellor

The Executive Post Graduate Diploma in International Business (EPGDIB) is the flagship programme of the Indian Institute of Foreign Trade (IIFT). With a proud history of over five decades, IIFT has established itself as a leading B-School in the Indian Subcontinent and a think tank organization for foreign trade and policy matters. Recognized as a "Deemed to be University" in 2002, IIFT has received accolades from the National Assessment and Accreditation Council (NAAC), further solidifying its reputation as a Grade 'A' institution.



The EPGDIB at IIFT is a customized program tailored for working executives, equipping them with the knowledge and skills necessary to achieve success in the dynamic world of international business. The experienced faculty at IIFT, with their expertise and industry insights, nurtures participants to become proficient strategic leaders in the corporate sector. The curriculum is vibrant and regularly updated to reflect the evolving business landscape, offering a conducive learning environment that challenges and fulfills participants' educational aspirations. For individuals seeking personal and professional growth in the domain of international business, the EPGDIB program at IIFT is an excellent choice that opens doors to exciting opportunities and promising careers.

The Executive Post Graduate Diploma in International Business (EPGDIB) at IIFT is a prestigious program that combines academic rigor with practical insights to shape the future leaders and learners of the business world. With its rich legacy, industry recognition, and emphasis on research and knowledge dissemination, IIFT provides a nurturing environment for individuals to develop their skills and expertise in international business. By joining the EPGDIB program, participants can gain a deep understanding of the dynamic global marketplace and enhance their potential to navigate through complex business environments. The institute's commitment to academic excellence and its extensive network of alumni holding key positions in the domestic and international market make it an ideal choice for professionals looking to take their careers to new heights.

I, therefore, extend a warm invitation to experienced and energetic industry professionals to become a part of IIFT. Your quest for fulfilling your professional goals would be achieved by joining the EPGDIB programme.

Dr. Satinder Bhatia
(Vice Chancellor-IIFT)

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.



About Programme



The 18 month On-Campus batch of EPGDIB Winter (at Delhi) will begin in February, 2024. EPGDIB aims at enhancing the managerial competence of senior and middle level executives by imparting systematic knowledge in all aspects relating to international business.

All sessions would be on weekends and will be held at IIFT, Delhi in physical mode. There will be one 'contact week' module in each semester. Examinations would be conducted on Campus. However, classes may be held online due administrative reasons or the pandemic COVID-19 situation and as per government directives and Institute's decision there to. In such situation examinations would also be held online through protored mode.

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 along with a work experience of minimum FIVE years.

OR

– A Degree in Engineering (B.E., B.Tech.) or its equivalent from a recognized university or institution, with a minimum of 3 years of work experience."

OR

– A Post Graduation Degree (in any discipline) along with a minimum of 3 years of work experience."

- A minimum of 50% marks (45% for SC/ST/PWD) or an equivalent CGPA in graduation.
- Work experience until 31st December 2023 will be considered.
- A 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 the Government of India rules.*
- The total number of seats offered in the program are 150. Seats are reserved as per prescribed category as per Government of India norms. the reservation are subject to candidate meeting the admission requirements of the institute under this category
- There is no age limit for applicants.

Category once filled by the candidate in his/her online application form, will not be changed under any circumstances.





How To Apply

- Application to EPGDIB (On-Campus) is through prescribed online Application Form.
- Application Fee is of INR 2,500/- for GEN/OBC (NCL)/EWS & INR 1,250/- for SC/ST/PWD category candidates.
- Applicants will have to register themselves at IIFT website: www.iift.ac.in under "New Admissions" and pay registration 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 **20th** December 2023.
- Applicants must mention the e-mail id clearly in the application form.
- Application fee will not be refunded.
- All disputes will be subject to the jurisdiction of Delhi Courts only.
- Incomplete applications in any manner will be rejected.

Admission Process

All applications received are reviewed and shortlisted candidate based on their qualifications & work experience will be informed. Interview may be conducted on-campus or online (virtually) for the shortlisted candidates considering the Pandemic or any administrative reasons for the admissions in EPGDIB (On-Campus), Winter Delhi.

Selection Parameters

S.No.	Selection Parameters	Weightage (%)
1	Personal Interview	50
2	Possess Minimum eligibility Criteria	25
3	Graduate with $\geq 70\%$ Marks	5
4	Post-Graduation with $\geq 65\%$ Marks	5
5	Quality work Experience	5
6	Engg Graduate with > 5 years of Experience Non Engg Graduate with > 8 years of Experience	8
7	Gender Diversity (M=0, f=2)	2
Total		100

Fee Structure

The cumulative fee for the programme is INR 4,85,000/- which includes one-time alumni fee & library charges of INR 10,000/- and INR 5,000/- respectively.

There is a 50% fee concession on tuition fee for SC/ST/PWD Candidates.

The library charges are refundable at the time of completion of the programme.

The participants are responsible for the payment of the programme fee whether it is paid by the individual or by the sponsoring organization.

In addition to the programme fees, participants will bear the cost of travel (ticket, visa, insurance, etc.) and accommodation for the port visit.

Programme registration and first installment would be INR 1,15,000/- for GEN/OBC/EWS candidates and 65000/- for SC/ST/PWD candidates which will be paid on or before 20th January, 2023 i.e., prior to the commencement of the programme. The remaining fee will be paid in 5 quarterly installments of INR 74,000/- each.

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, 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.

Details of The Programme

The Executive Post Graduate Diploma in International Business (EPGDIB) is a three-semester general management program with a focus on International Business (IB). It aims to develop 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 on India's domestic market, on the other, call for an increasingly professional approach and sensitivity to the international business environment

Objectives



"The program aims to provide comprehensive coverage by 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 management. It also seeks to provide comparative perspectives on various facets of international business, including methods of doing business, trade practices, and business procedures and documentation in different countries."

Besides, effective use of computers and modern information technology is made in pedagogy.

The EPGDIB 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 familiarize the participants on the fundamental concepts of management.
- To expose the participants to the 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 skills so as to evolve effective national and international business strategy.
- To develop socially responsive managers for International Business and help in shaping up their personality.
- To equip for career opportunities in International Business.

Course Structure

In addition to the Core Courses, the choice of Elective Courses offered to students has also been increased. This is in keeping with the objective of aligning Elective Courses with changing dynamics of the business world, as well as to make the courses more industry relevant.
The course Structure of EPGDIB is as follows:

Course Details

THE DURATION OF THE PROGRAMME IS 18 MONTHS (APPROX.).:

- Semester-I with total credits of 20.
- Semester-II with total credits of 22.
- Semester-III with total credits of 24.
- Participants are required to opt 7 Electives Course in Semester III.

They can specialize in any 1 out of 4 specialization streams which are mentioned below:

International Business

International Marketing

International Finance

International Trade

- The electives must be finalized for Semester-III within the date as prescribed by the Programme Director/s.
- Faculty will be decided after the choices of electives are made.
- Minimum 20 participants required to form an elective group.
- Course Structure is subject to revision.
- International port Visit of one week

*(subject to COVID-19 situation.)

Course Structure

The EPGDIB (On-Campus) at Delhi course-curriculum is 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):

Sem 1	<u>Semester 1</u>	<u>Semester 1</u>
	Core Course Title	Core Course Title
	Accounting for Managers	Managerial Behaviour in Organizations
	Business Economics	ITAM
	Business Statistics	Business Communication
	Marketing Management	Foreign Language

Sem 2	<u>Semester 2</u>	<u>Semester 2</u>
	Core Course Title	Core Course Title
	Financial Management	Supply Chain Management
	Data Analytics	Business Research Methods
	International Economics	International Marketing Management
	Strategic Management	Research Project
	Human Resource Management	Foreign Language

Sem 3	Semester 3
	Core Course Title
	Trade Logistics & Global Sourcing
	International Business Strategy
	Corporate Governance and Ethics
	Industry/Research Project
	Foreign Language (Optional)
	International Port Visit

Electives

Electives Course – Total 7 (14 Credits)

<u>International Business</u>	<u>International Business Electives</u>	<u>International Business Electives</u>
	Crisis Management	Global Leadership Strategies
	Management of Strategic Alliances	Management Consulting
	Machine Learning & AI	Legal Aspects of Business
	Cross Cultural Management	International Business Negotiations
	Organizational Change & Transformation	ERP using SAP
	Entrepreneurship	
<u>International Management</u>	<u>International Marketing Electives</u>	<u>International Marketing Electives</u>
	Channel & Distribution Management	Strategic Marketing
	Marketing Research	Consumer Behaviour
	International Marketing Communication	Online Business & E-Commerce
	Digital Marketing	International Brand Management

International Finance

International Finance Electives

Mergers and Acquisitions

International Finance

Equity Market Analysis

Bond Market Analysis

Financial Modeling

Business Taxation

International Finance Electives

Project Appraisal & Financing

Derivatives and Risk Management

Investment Banking

Financial Risk Management

Wealth Management

International Trade

International Trade Electives

Trade Analytics

International Law

International Trade Electives

International Trade Operations & Documentation

Sectoral Strategies for Export



INTERNATIONAL STUDY TOUR



DUBAI

EUROPE



Topppers Of the Batch-2021-22



Chandni Nanda
Roll No. 10
CGPA: 3.5
Rank First



Manik Singh
Roll No. 17
CGPA: 3.36
Rank Second



Prakhar Soni
Roll No. 22
CGPA: 3.26
Rank Third



Delving into the Institution: A Creative Insight

- Established in 1963, the Indian Institute of Foreign Trade (IIFT), Deemed to be University, is the National Institute in International Business Education and Research.
- It is an autonomous body under the Ministry of Commerce & Industry, Government of India.
- It is a temple of education that has contributed to 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) recognized IIFT as a Grade "A" institution in 2005, as well as in 2015.
- Research, Training and Education are the three main pillars of this institute that have been helpful in focusing on International Business Management and Strategy.

International Collaborations

Retaining the position of the top B-school and research organisation, IIFT has been successfully strengthening its relationship with regional as well as international institutes.

TOP SPOTS (RANKINGS) 2022-23

The IIFT have participated in the following B-School rankings in AY 2022-23 and ranked as:



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 of 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:



IIFT Received AACSB Accreditation

"The Indian Institute of Foreign Trade (IIFT) achieved the AACSB business accreditation certificate on 21st December 2021. Founded in 1916, AACSB is the longest-serving global accrediting body for business schools and the largest business education network that recognizes institutions demonstrating a focus on excellence in all areas, including teaching, 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 ratification, 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 a 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 first-rate, future-focused business education.

"Campus Talents"





Students' Expressions:



CHANDNI

NANDA

(Senior Manager)
Optum Global Solution
Pvt Ltd (United Health
Group)

My experience with an the program is exceptional and rewarding, and it provided me with the knowledge, skills, and connections needed to succeed in today's competitive business environment. The program provides opportunity to learn from knowledgeable and well-qualified professors, a comprehensive and demanding curriculum with plenty of opportunities to network, and a strong emphasis on preparing students for successful career pathing.

EPGDIB with IIFT turned out to be a journey that gave above and beyond. Institute's name command respect, with highly experienced faculties with great industry insights.

IIFT built the batch with diverse industry background that ultimately made class interaction a lot more fun and interesting.

IIFT Staff being the backbone right from day one did fine execution and planned our weekend visits and campus week perfectly. This journey with IIFT is the one that will always stay in the happy department of the brain. They gave us great amount of industry exposure and a platform to make lifelong friends.



SOURABH YADAV

(Co-founder, COO)
Zlaif Sports Management
Private Limited

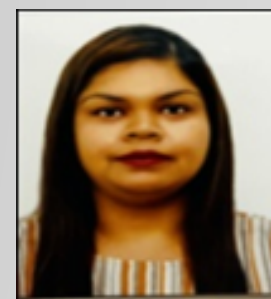


AKRITI BHATIA

Marketing Manager
Quality Over Seas Business,
Honda Motorcycle and Scooter
India Private Limited

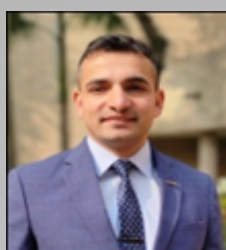
"Getting to become an iift alumni definitely adds a feather in the cap. The course has in every way widened the horizons and opened the gates to a plethora of opportunities. The prestigious and ever supportive faculties have always extended their support not only with the curriculum but also helped us gain a perspective for real world scenarios. Needless to say, in this demanding course the presence of a great support system becomes irreplaceable. My classmates had kept us going in the most difficult of the times when the course became demanding. Another silent support pillar has been IIFT 's staff who have heard our voices and made this completion of course become smoother and comfortable."

Institute was too good in terms of global exposure learnings, the faculties were really good in learning and helpful to many extent, the internal staff was helpful in providing things timely and last but not the least batch was too good and the course was a great learning and provided a lot of good experiences.



ANKITA
SINGH

*Adviser and wealth manager ,
senior associate
Ameriprise financial limited*



ZEESHAN KHAN

*Lt Cdr Zeeshan Khan (Retd.)
Indian Navy*

EPGDIB was a great opportunity to learn International Business Management in a Dynamic Global Environment from India's Tier-I Business School. The course is a golden feather that must be earned by aspiring executives aiming to move higher up the corporate ladder.

Immensely grateful for the experience provided at the institute starting from the hospitality of admin staff to the support provided in settling at the institute. The teachings at the institute really contributed to increasing my learning curve and widening industry perspective. Many teachers went beyond their calling to build foundational knowledge of core subjects and their pedagogy was very impact oriented. The cohort of EPGDIB 21-23 had one of the best classmates; always helpful in supporting throughout the coursework and enjoying every moment!



PRAKHAR
SONI

*Lead
"Strategy & Development"
W1 Sports Consulting Pvt. Ltd.*



RAVISH KUMAR
SINGH

*Joint General Manager
(IT & Telecom)
Telecommunications
Consultants India Limited
(A Govt. Of India Enterprise) ,*

The value, legacy, the acceptability that IIFT has among International Business Management learners, has been thoroughly experienced and assimilated during my 18-month EPGDIB program at IIFT. The faculties have enriched my learning curve in almost all dimensions by comprehensively covering the course component of the program. My classmates are the largest asset that I have earned and along with them, the academic journey has become smooth, explorative, and insightful. The staff has managed all supporting activities effectively and efficiently. In the true sense, I admit and owe to IIFT, Faculties, Classmates & Staff that they all have contributed so well that I am a better human being now and ready to contribute for the betterment of myself and for society as a whole.

IMPORTANT DATES

LAST DATE OF RECEIPT OF APPLICATIONS

20th of December 2023

COMMENCEMENT OF EPGDIB (ON-CAMPUS): FEBRUARY, 2024

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