

INDIAN INSTITUTE OF FOREIGN TRADE

Deemed to be University



KOLKATA CAMPUS



PROSPECTUS

MBA (IB) 2020-2023

Vision

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

Mission

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

IMPORTANT INFORMATION

Important Dates	
Last date for Receipt of online Application	30th September 2020
Essay Writing, GD & Interview	Third Week of October 2020
Commencement of Course	November 2020

IIFT RANKING in Various Surveys

1. On the parameter of Top B-School Overall, IIFT has been **Ranked 7th** Best B-School in India.
2. Secured **A+++ Grade** as Top B-School in Delhi-NCR Region.
3. On the parameter of Social Responsibility, IIFT has been **Ranked 3rd**.
4. On the parameter of ROI, IIFT has been **Ranked 4th**.
5. On the parameter of International Collaborations, IIFT has been **Ranked 4th**.
6. On the parameter of Entrepreneurship Development, IIFT has been **Ranked 5th**.
7. On the parameter of Industry Interaction, IIFT has been **Ranked 8th**.



DIRECTOR'S MESSAGE

The institute has traversed a long distance since its inception in 1963. Indian Institute of Foreign Trade was set up by the Government of India for addressing the international trade related training and research requirements of the country. Since then, the Institute has evolved and undergone major transformations and is widely recognized for its strong knowledge and resource base and is consistently ranked amongst the leading business schools in the entire Asia Pacific Region. The Institute has in all these years expanded the scope and dimensions of its academic field that now encompasses the entire gamut of international business.

The Institute has closely aligned, over the years, the shifts and realignments in ideologies and beliefs that have shaped our world economy. Over the years, the Institute has been witness to major shifts and transformations in the political and economic landscape of the world and the ideologies that shape it. The isolated national economic are now more inter-woven and integrated into the global economic architecture. Our country also changed gears from an inward looking mindset to an external orientation in its economic policies. The once all-encompassing public sector has given way to a business climate that now encourages private sector participation in nation building. After having witnessed the dominance of services sector in the economy, there is now a serious and concerted attempt to set the house in order. Today, our country is on the threshold of a manufacturing revolution and our economy is poised to shift to a high-speed track of growth. Amidst all these shifts and transformations, the international trade and global business continue to remain a key facilitator of development and growth. There are changes in global scenario and the term 'global trade' itself is acquiring new meaning and definitions in the changing geo-political scenario. At home, immense opportunities and challenges are going to arise with 'Make in India' campaign. IIFT's MBA programme in International Business for the working executives is focused on skills a global manager needs today. The need to acquire competence in international business has now arrived. The programme is regularly updated keeping in mind the changing business context. The programme is rich in content, flexible for participants drawn from the public and private domain, and effective in its delivery involving a world class faculty.

I extend an open invitation to you to become a part of IIFT's dynamic learning process to hone your skills to engage and succeed in ever evolving world trade.

A handwritten signature in black ink, appearing to be 'Manoj Pant', written in a cursive style.

PROF. MANOJ PANT

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 in 2005 as well as in 2015.**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.

Location

Located in Madurdaha area behind Ruby General Hospital, overlooking green ridge, the IIFTCampus at Kolkata is considered to be one of the finest in the eastern part of the Country. The campus spread over 7 acres of land houses one academic block and admin block each and two residential blocks for students and visiting faculty. Be it the mystic beauty of the architectural design, or the splendour of the campus in full bloom in winter, it never fails to impress the visitors.

The campus itself is a very picturesque with artistically designed buildings and well-maintained plush gardens and water bodies. 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 600 seating capacity, MDP Centre, computer centre, indoor games,sports ground, besides excellent residential facilities for the students.

Objectives & Activities

IIFT was set up with the following objectives:

- Impart professional education in modern management techniques relevant to international business.
- Enable the participants to appreciate the inter-relationship between the diverse and complex tasks of international business.
- Develop capacities among business executives for improved understanding of various trade and economic issues.
- Conduct high quality research that addresses domestic as well as world trade and business issues.

The Institute’s portfolio of long-term programmes is diverse, catering to the requirements of aspiring International Business executives and mid-career professionals alike. These are:

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| <ul style="list-style-type: none"> • Ph.D. Programme at Delhi and Kolkata. • Two-year MBA (International Business) at New Delhi and Kolkata. • 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 and Kolkata. • Two-year MBA(International Business) at Dar-es-Salaam (Tanzania). • Certificate Programme in Export-Import Management: On Campus and Hybrid. | <ul style="list-style-type: none"> • Executive Post Graduate Diploma in International Business at New Delhi. • Executive Post Graduate Diploma in International Marketing at New Delhi. • Executive Post Graduate Diploma in International Finance& Strategy at New Delhi. • Executive Post Graduate Diploma in International Business (Hybrid). • Post Graduate Certificate Programme in Business Management (thru Talentedge). • Two –year MA (Economics – Specialization in Trade and Finance) |
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GRADUATE STUDIES MANAGEMENT (GSM) DIVISION

The Graduate Studies Management (GSM) Division oversees the on-campus teaching programmes of IIFT. These include the flagship programme of IIFT - MBA in International Business and the Weekend MBA in International Business. The GSM coordinates facets associated with the administration and development of teaching programmes offered from IIFT Delhi Campus, as well as the Kolkata Centre of IIFT Delhi.

The objective of GSM is to contour and control the functioning of the IIFT's programmes, while ensuring their academic excellence and contemporariness. GSM spearheads programme management, course scheduling, session planning, faculty allocation and support, and conduct of examinations, research projects and student vivas. All students' matters, including student relations and discipline, are under the charge of GSM.



Student activities and industry interface are also accomplished under the aegis of GSM. This part outspreads into other GSM activities like conduct of curriculum review, port visits, industrial visits, summer trainings and live projects, guest lectures, panel discussions, symposia and related events that are a part of academics at IIFT.

GSM is headed by a Professor as the Head of the Division. Programmes under the GSM are led by Programme Directors, and supported in the back-end by Programme Associates.

EXECUTIVE MANAGEMENT PROGRAMMES DIVISION (EMPD)

The Executive Management Programmes Division (EMPD) has been conceived to provide training to government officials, diplomats, entrepreneurs, exporters, corporate sector and civil society members to develop broader understanding of issues related to international business and its implications on trade policy.



EMPD initializes programmes 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. The flagship programme of the Division is the Executive Post Graduate Diploma Programme in International Business (EPGDIB) in two formats run over approximately 13 months:

- On campus
- Hybrid (on campus + online)

The EPGDIB programme conducted in IIFT Kolkata imparts professional education in modern management techniques relevant to international business. It has enabled the participants to appreciate inter-relationship between the diverse and complex tasks of international business. They developed capacities among business executives for improved understanding of various trade and economic issues. The programme also helped the candidates to conduct high quality research that addresses domestic as well as world trade and business issues.

As part of decisions taken at India-Africa Forum Summit (IAFS-I) in 2008, the Institute had been selected by Government of India to conduct Capacity Development Programmes on International Business for African Countries. During 2009-2015, IIFT has conducted 40 EDPs in 36 African countries. Under IAFS-III, IIFT has organized EDPs in Madagascar, Tunisia, Angola & Egypt in 2018.

The division also conducts customised Certificate Programmes for clients. Currently it is conducting a Certificate Programme in Export Import Management that is designed exclusively for the Minority students of West Bengal sponsored by West Bengal Minority Development Finance Corporation.

INTERNATIONAL COLLABORATIONS & CAPACITY DEVELOPMENT DIVISION (ICCD)

The International Collaborations & Capacity Development (ICCD) Division of IIFT plays an important role in the Institute through following activities:

1. Establishing academic ties with domestic and international universities / institutions to enable student exchange, faculty exchange and/or joint training and research programmes.
2. Conducting customized programmes for international students and executives.

3. Hosting interactive information sessions for visiting delegations of students, academicians and policy-makers from different countries.
4. Obtaining and leveraging membership of renowned domestic and international organizations to strengthen academic standards and collaborations.
5. Facilitating participation of faculty in National and International training programmes and conferences.

International Collaborations

IIFT has collaborations with 27 Universities/ B-schools throughout the world. The key areas of collaboration with partner institutes include the following:

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

Some of Our Key Partners Include the Following Institutes/Universities:

Country	Name of University/Institution
USA	Florida International University
	Herbert H. Lehman College of the City University of New York, USA
CANADA	Brock University
FRANCE	SKEMA Business School
	IESEG-School of Management
	Rennes School of Business
	Grenoble School of Management
	EM-Strasbourg Graduate School of Management
ITALY	University of Insubria
	UniversitaCommerciale L. Bocconi
GERMANY	Universitat des Saarlandes
	Pforzheim University
FINLAND	HANKEN-Swedish School of Economics and Business Administration
SPAIN	University of Madrid
	University of Barcelona
RUSSIA	International Institute of Business Networking, Russia
BRAZIL	International Business School, Americas
SOUTH KOREA	Institute of Indian Studies, Hankuk University of Foreign Studies, South Korea
ASIA-PACIFIC	Vietnam Institute for Indian and Southwest Asian Studies (VIISAS)

Memberships

IIFT is a member of the following International / National organizations:

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

RESEARCH AT IIFT

Research occupies a critical place in the spectrum of IIFT's activities because of the institutional emphasis on a strong and pervasive interface between research and training. The Institute has so far brought out more than 700 research studies and surveys. In addition, it has developed substantial consulting capacity in analyzing international business situations and developing appropriate corporate strategies. The Institute also offers a vibrant Ph.D. Programme and the students who have been awarded doctoral degree at IIFT are placed highly in academic institutes, government departments and leading corporate houses. Focus on research has been growing with special emphasis on Ph.D. Programme, trade and other conferences hosted at IIFT and inter departmental research & consultancy projects conducted by faculty. Research activities are undertaken both as part of its own research programmes and at the instance of its clients, which include Central and State Governments, Public Sector Undertakings, and International organizations like the World Bank, the FAO, International Trade Centre, UNCTAD, WTO, UNIDO, ESCAP, German Development Institute, etc. Current portfolio of research includes: Trade Policy Research, Functional Research, Preferential & Foreign Trade Agreements, Survey Research and Database Development.

6th International Conference on Empirical Issues in International Trade and Finance(EIITF)

The Institute has organized its Sixth International Conference on Empirical Issues in International Trade and Finance (EIITF) during 13-14 December 2018 at its Delhi Campus. The Conference was inaugurated by Prof. Alan L. Winters, a distinguished Professor of Economics at University of Sussex, United Kingdom and a leading specialist from the Empirical and Policy Analysis of International Trade and Prof. Joshua Aizenman, a distinguished Professor of International Relations and Economics at University of Southern California, Research Associate for the National Bureau of Economic Research, and co-editor of the Journal of International Money and Finance. Besides them, Prof. Manoj Pant, Director IIFT and Prof. Rakesh Mohan Joshi, Chairperson (Research) were present at Inaugural Function. The Conference received wide response from the academia and the policy

research community, and a total of 198 papers were submitted from Universities and Research Institutes from India and abroad.



Research Projects Completed

1. Study on Export Promotion Strategy for the state of Nagaland.
2. Development of Marketing Strategy for Promotion of Handloom Exports.
3. Study on Effects of International Trade Scenarios of Indian Copper Industry.
4. Exploratory Study on Linkages between Technology and Trade.
5. Study on Trading Across Borders Indicator of World Bank's Doing Business Assessment.
6. Export Strategy Plan for Increasing Export of Spices and Value Added Products of Spices from India.
7. Developing a Detailed Project Report for Setting up a Centre of Excellence in International Business and Trade Analytics at FDDI, Bannur.

Research Projects under Progress

1. India's Imports from China: An Analysis of Impact on Indian Manufacturing Sector.
2. Prospects for India-UK Trade and Investment: An Assessment of the Opportunities and Challenges.
3. Rationalization of Export Promotion Councils (EPCs).
4. Employment Diagnostics of Labour-Intensive Manufacturing Sector and Implication for India's Exports.
5. Exploratory Study on Linkages between Technology and Trade.
6. Study on Impact of Special Package on Exports of Apparel and Made-up.
7. Study on Developing India's Service Trade Restrictiveness Index (STRI).

Ph.D Programme

The five-year Ph.D. Programme offered at IIFT is one of the most preferred research degree programmes available in Indian and overseas Universities/Institutes. The broad areas in which the Institute offers admission to Ph.D. Programme are: Economics and Management (General Management & Strategy, Marketing, Finance, Operations and Supply Chain Management, IT Innovation & Technology Management). Till date, IIFT has awarded 33 doctoral degrees to its successful research scholars and some of them are occupying high positions in academic and research institutes, government departments and leading corporate groups.

Centre for Trade and Investment Law

The Centre for Trade and Investment Law (CTIL) was established by the Ministry of Commerce and Industry, Government of India in 2016. It is currently functioning at the Indian Institute of Foreign Trade, New Delhi. The primary aim of the Centre is to be a thought leader in the various domains of international economic law and policy-making. Our core objectives *inter alia* include:

- (i) To provide sound and rigorous analysis of legal issues pertaining to international trade and investment law.
- (ii) To provide technical and capacity-building support to the Government of India and to other developing countries without a risk of conflict of interest.
- (iii) To identify, analyse and provide innovative perspectives and ideas on current and emerging issues of global economic law and policy-making, with a view to influence the international discourse.

To inculcate an enhanced awareness of international economic law, the Centre conducts intensive training and capacity-building programmes, workshops and colloquia for central and state government officials. The Centre also engages with different stakeholders including central and state governments, think tanks, research centres, independent legal professionals, etc. The Centre is conceived as a ready repository of trade and investment related information, including updates on ongoing trade negotiations and disputes.

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:

- (i) To assist India's trade negotiators and policy-makers in participating effectively in the WTO and at the related multilateral trade negotiations.
- (ii) To enhance the understanding of key trade issues among stakeholders through outreach and dissemination activities.
- (iii) 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 Regional Trade

The Centre for Regional Trade (CRT), an autonomous think-tank, has been established recently by the Department of Commerce, Ministry of Commerce and Industry, Government of India. CRT is mandated to focus on policy-oriented research while viewing India's economic engagements with the global economy through a regional lens. Broad areas of research, capacity building and outreach programmes cover Trade in Goods, Trade in Services, Investment, Technology and developmental issues.

DIVISION OF ALUMNI AFFAIRS

The division of Alumni Affairs seeks to reach, serve and engage over 50,000 IIFT alumni across 30 countries; to foster a life-long intellectual and emotional bond between the organization and its alma mater; and to provide the students the opportunity to connect with alumni across the globe. IIFT graduates have been making a positive difference to the lives of others for over 50 years from internationally recognized business people to inspirational leaders and researchers. This division also facilitates a common platform of business, career development, and life-long learning opportunities through strengthening the professional network among the alumni. This division is a medium to facilitate input from the distinguished alumni to further the cause and success of IIFT.

MANAGEMENT DEVELOPMENT PROGRAMMES

Management Development Programmes Division is one of the major divisions of the institute which conducts various long duration & short duration training programmes for industry, govt. offices and export promotion bodies. Today, it has emerged as a knowledge resource division catering to the needs of managers and executives at all levels drawn from the government, public sectors and corporate both in India and abroad.

MDP Division conducts programmes broadly in following categories:

- Open Programmes
- Sponsored Programmes
 - A. For Corporate/PSUs
 - B. For Government Officers of IAS, IPS, IFS, IRS, ITS, etc.
 - C. For private companies
- Collaborative Programmes
- Hybrid Programmes

The Division offers a wide spectrum of programmes in different areas of international business such as international marketing and trade operations, international financial management, Dollar/Rupee evaluation, international logistics and global supply chain, international business and negotiations, WTO and trade policies in India and abroad, for the executives of the industry, officers and policy-makers in the government. These programmes are structured keeping in mind the changing global business environment and international standards which help in developing the skills and competencies of the participants. In addition, MDP Division also conducts

the training programmes in the areas of soft skills like leadership, communication skills, customer relationship management, etc. for various organizations.

The Division also conducts need based training programmes for senior and middle level government officers belonging to the All-India Services and other Central Govt. Services like Indian Administrative Services, Indian Forest Services, Indian Foreign Services, Indian Police Services, Indian Revenue Services, Indian Economic Services, and Indian Statistical Services, etc.

IIFT Kolkata conducts both sponsored or customized MDPs as well as open programmes. It conducted open programmes for the officers of Bank of Baroda, Reserve Bank of India and Department of Planning, Statistics and Programme Monitoring. Among the customized training programmes, some were sponsored by organizations such as Confederation of Indian Industry, Federation of Indian Export Organisations, Reliance Industries Limited, All India Rubber Industries Association, IFB-Agro, etc. In addition to this some of the customized training solutions have been provided to government organizations/PSUs such as Directorate General of Commercial Intelligence and Statistics Kolkata, Department of Micro, Small & Medium Enterprises and Textiles and Personnel and Administrative Reforms Department and e-governance department of Government of West Bengal, Indian Port Associations, Ministry of Labour and Employment, etc.

IIFT Kolkata since its inception in 2006, has taken serious initiative to enhance export for the North Eastern States. IIFT has always maintained that when Act-East policy of Government of India is in vogue and given the cross border connectivity of the North Eastern states, there remains a huge potentiality for enhancing the regions trade based connectivity with South East Asia in particular and world as a whole. Recently, IIFT Kolkata Campus with the support of North Eastern Council (NEC) recently initiated CeNEST (Centre for North Eastern Studies) as a dedicated centre for the exclusive development of north-eastern regions of India. This centre would allow IIFT to provide handholding support to the entrepreneurs of the North Eastern states, undertake research and analysis on developmental issues related to International trade and business of various North Eastern states and conduction of training programmes for the North Eastern states. IIFT, with its Kolkata campus, will collaborate with NEC extensively and use its domain expertise to assist North Eastern (NE) states of India in their development planning particularly in emerging areas of livelihood, export oriented entrepreneurship, venture funds, start-ups and skill development that will help in generating jobs in the region.



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.

Methods of Instruction

Both Delhi and Kolkata Faculty 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 games & 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.

Fee & Other Charges

The total fee for **MBA (IB) Weekend Programme 2019-22** batch was Rs. 8,75,000.00 which includes Rs. 8,25,000.00 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.

(The exact amount of Tuition Fee and Other Charges as applicable for MBA (IB) Weekend Programme 2020-23 will be informed to the students at the time of sending the confirmed admission letters in October/ November 2020.)

COURSE STRUCTURE

The Course Structure of MBA (IB) Weekend Programme is as follows:

Core Courses

(To be offered in Nine Trimesters):

Course Title

1.	Business Statistics	12.	International Marketing Management	23.	International Financial Management
2.	Business Economics	13.	Financial Management - 1	24.	India & WTO
3.	Financial Accounting	14.	Operations Research	25.	International Trade Logistics
4.	Managerial Communication	15.	Human Resource Management	26.	Supply Chain Management
5.	Psychology for Managerial Decision	16.	International Trade Operations & Documentations	27.	Corporate Ethics and Governance
6.	Marketing Management	17.	Entrepreneurship	28.	Data Analytics
7.	Management Accounting	18.	Financial Management -2	29.	Legal Aspects of Business
8.	Organizational Behaviour	19.	Operations Management	30.	Management of Global Sourcing
9.	Macro Economics	20.	Strategic Management	31.	International Business Strategy
10.	Business Research Methods	21.	International Economics		
11.	IT Applications in Management	22.	Trade Analytics		

Elective Courses

1. General Management and Strategy

1. Competitive Strategy
2. Entrepreneurship
3. International Contract Management
4. Management of Strategic Alliance
5. New Venture Creation & Start Ups
6. Strategy Execution & Tools

3. Information Technology

1. Artificial Intelligence
2. Enterprise Resource Planning (ERP) System
3. IT Project Consultancy & Management
4. Online Business & E-Commerce

5. Marketing

1. Advertising & Promotion Management
2. B2B Marketing
3. Brand Management
4. Consumer Behaviour
5. Customer Relationship Management
6. Digital Marketing
7. Marketing of Services
8. Marketing Research
9. Retail Management
10. Rural Marketing
11. Sales & Distribution Management
12. Strategic Marketing Planning & Decision

7. International Trade Operations & Logistics

1. Agri-Commodity Trading (ACT)
2. Customs Procedures in GST Regime
3. Green Strategy for Global Operations & Logistics
4. Management of Shipping Services
5. Managing Global Compliance in Exports
6. Sectoral Strategies for International Business (Seminar Course)

2. Quantitative Techniques & Operations Management

1. Advanced Forecasting Techniques for Business Applications
2. Advanced Supply Chain Management
3. Modeling in SCM : SCOR Approach
4. Multi-Variate Data Analysis & Forecasting Techniques
5. Procurement & Material Management

4. Finance

1. Finance Derivatives & Risk Management
2. Financial Modeling
3. Financial Risk Management
4. Financing of International Trade
5. Management of Financial Services
6. Mergers & Acquisitions
7. Project Appraisal & Finance
8. Security Analysis & Portfolio Management

6. International Trade Operations & Logistics

1. Agri-Commodity Trading (ACT)
2. Customs Procedures in GST Regime
3. Green Strategy for Global Operations & Logistics
4. Management of Shipping Services
5. Managing Global Compliance in Exports
6. Sectoral Strategies for International Business

8. Human Resource

1. Competence Mapping
2. Cross Cultural Management
3. HR Matrices & Organizational Performance
4. International Human Resource Management Practices
5. Labour Laws & Industrial Relations
6. Organizational Transformation & Change Management
7. Strategic HR

9. Economics of Strategy

1. Applied Econometric
2. Games Theory & Strategy
3. International Investment Treaties & Business Decisions
4. Management of Pricing

OTHER COMPONENTS

- Port Visit
- Research Project
- Comprehensive Viva

Notes:

1. Students are required to opt for 15 Electives. They can major in two functional areas (6 each) and minor (3 each) in any other functional area.
2. Course Structure is subject to revision



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 Master's 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.

Programme Duration and Timings

The duration of the Programme is **Two years and six months** spread over nine trimesters. For the first week at the beginning of each Trimester contact classes from 9.15 a.m. to 6.30 p.m. will be held at IIFT Campus in Kolkata and after that Classes will be held on every Saturdays and Sundays as per timings below:

Saturday: 3:00 p.m. to 7:15 p.m.

Sunday: 9:15 a.m. to 6:30 p.m.

ADMISSION PROCEDURE

Eligibility

- Bachelor's degree from any recognized University or Institution.
- A minimum managerial experience (including self-employed) of not less than THREE Years as on 30th September 2020. (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

- **Essay Writing, GD and Interview in October 2020.**
- Seats are reserved for SC/ST/OBC (Non-creamy layer) and Physically Handicapped candidates as per Government of India norms.
- Results will be put up at the IIFT Website: www.iift.edu within a couple of days after the interviews.

How to Apply

- Application for the Programme is through prescribed Online Application Form available at IIFT Website : www.iift.edu
- Application fee of Rs.1500 (Rs.750 for SC/ST/PH category) shall be paid. SC/ST/PH category candidates are required to upload the Certificate at the time of applying.
- Complete details of the Programme are available at our website: www.iift.edu
- Candidates are required to fill up the online application form and submit the application fee ONLY in ONLINE mode. No hard copies of the application form will be entertained.
- 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.
- Application fee will not be refunded.
- All disputes will be subject to the jurisdiction of **Kolkata Courts only**.

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

IIFT FACULTY AND ADMINISTRATION

DIRECTOR

Prof. Manoj Pant
(Director and Professor of
Economics)

FACULTY

Dean, Administration (Academics)
Vijaya Katti

Chairpersons

D. Sunitha Raju
Rakesh Mohan Joshi
Ravi Shanker
Satinder Bhatia

Head, Kolkata Centre

K. Rangarajan

Professors

Abhijit Das
Biswajit Nag
Chandni Raina
Deepankar Sinha
Gautam Kumar Datta
James J. Nedumpara
M. Venkatesan
Mukesh Bhatnagar
Murali Kallummal
Nitin Seth
Om Prakash Wali
Prabir K. Das
Radhika Prosad Datta
Ram Singh
Ram Upendra Das
Ranajoy Bhattacharyya
Rohit Mehtani
Saikat Banerjee
Sanjay Rastogi
Sheeba Kapil
V. Raveendra Saradhi

Associate Professors

Ashim Raj Singla
Basant Kumar Sahu
Bibek Ray Chaudhuri
Debashis Chakraborty
Himani Gupta
Jacqueline Symss

Jayanta Kumar Seal
Jaydeep Mukherjee
Niti Nandini Chatnani
Pooja Lakhanpal
Pralok Gupta
Rajendra Prasad Gupta
Sachin Kumar Sharma
Saswati Tripathi
Shailja Singh
Sweta Srivastava Malla

Assistant Professors

Ankit Kesharwani
Areej Aftab Siddiqui
Arya Kumar Srustidhar Chand
Arunima Rana
Ashish Gupta
Bharat Kr. Chillakuri
Divya Tuteja
Ginni Chawla
Kavita Wadhwa
Liteshwar Rao
Naman Sharma
Oindrila Dey
Papiya Ghosh
Parul Singh
Prakash Singh
Pratik Maheshwari
Preeti Tak
Priyanka Jaiswal
Reena Nayyar
Sanghita Mondal
Satwik Shekhar
Shiny Pradeep
Sonu Verma
Swati Shukla Singh
Triptendu Prakash Ghosh
Tamanna Chaturvedi
Tuheena Mukherjee

ADMINISTRATION

Registrar

P.K. Gupta

Deputy Registrars

Gaurav Gulati
Bhuwan Chandra
P. Saktivel

Deputy Finance Officer

Pitambar Behera

Asst. Finance Officer

Deepa P.G.

Accounts Officer

Shahid Anwar

Hindi Officer

Rajinder Prasad

Section Officer

Dwaipayan Ash

Section in Charge

Niloy Kumar Mukherjee

Senior Assistants

Anand Kumar Seth
Omshree Mazumder
Sumit Saha
Tanmay Roy
Zainab Imam

Library Information Assistant

Anuska Srimani

SUPPORTING STAFF

Placement & Corporate Advisor

Harkirat Singh

Systems Manager

Bimal Kumar Panda

Asstt. Systems Manager

S. Balsubramanian

Computer Programmer

Neha Vinayak

Institute Engineer

R.K. Gupta

Assistant Librarians

Amita Anand
Nirmala



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