



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

OUR ACCREDITATIONS



**POST GRADUATE CERTIFICATE IN MANAGEMENT - (INTERNATIONAL BUSINESS) PROGRAM**  
**PGCM(IB) WEEKEND PROGRAMMES (2025-26) COURSE DURATION-12 MONTHS**  
**APPROVED BY AICTE**



## "WHY TO CHOOSE PGCM(IB) AT IIFT":

- ✔ **Over Six Decades of Excellence:** A pioneering institute with a rich history of over sixty years, established as a pre-eminent business school in the Indian subcontinent.
- ✔ **NAAC:** IIFT is accredited as an "A+" grade institute by NAAC in the year 2023.
- ✔ **NIRF Ranking:** IIFT Delhi ranked 15th in the category of management institutions in India in 2024.
- ✔ **AICTE approved program:** IIFT's PGCM(IB) is approved by the All India Council for Technical Education (AICTE), Govt. of India.
- ✔ **Specialized Expertise:** Gain cutting-edge knowledge in International Business, Marketing, Finance & Trade.
- ✔ **Professional-Centric Curriculum:** Designed to meet the dynamic needs of industry leaders.
- ✔ **Excellence Recognized:** Rated as an excellent institute by CBC and NABET.
- ✔ **Government Institution:** Functions under the Ministry of Commerce & Industry, Government of India.
- ✔ **Port Visits:** Gain experience in International Business and Trade through International/Domestic Port visits.
- ✔ **Prestigious Alumni Network:** Join a global community of successful professionals.



## "HIGHLIGHTS OF THE PGCM(IB) PROGRAM"

- ✔ **Accelerated 12-Month Journey:** Complete your advanced business education in a fast tracked timeframe.
- ✔ **Weekend Sunday Classroom Sessions:** Learn from IIFT's esteemed faculty and Industry experts during specialized weekend (Sunday) classes.
- ✔ **Industry-Aligned Curriculum:** Benefit from a updated curriculum tailored to meet the latest industry demands.

## MORE INFORMATION



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

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## OUR AFFILIATIONS/ MEMBERSHIPS





**PROF. RAKESH MOHAN JOSHI**  
**VICE-CHANCELLOR**  
**IIFT**

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 our prestigious Post Graduate Certificate in Management - International Business (PGCM (IB) program, 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.

Our PGCM (IB) program is 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 program lies 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.

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

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

### **Legacy of Excellence in International Business Education:**

Established in 1963, the Indian Institute of Foreign Trade (IIFT), is a deemed to be university, has evolved as the National Institute for International Business Education and Research. As an autonomous body under the Ministry of Commerce & Industry, Government of India, IIFT has been a cornerstone in developing skills for India's external trade sector. This esteemed institution has been granted the status of "Deemed to be University" in 2002 under the University Grants Commission (UGC) Act, 1956.

IIFT has now advanced to an A+ ranking, underscoring its unparalleled commitment to excellence.

**Research, Training, and Education** are the three main pillars of this institute, focusing on International Business Management and Strategy.

### **Global Partnerships for Boundless Opportunities:**

IIFT is forging transformative alliances with esteemed universities and institutions worldwide, expanding its network across continents. These collaborations serve as gateways to unparalleled academic exchange, research collaboration, and cross-cultural enrichment. As a global hub for international business education and research, IIFT is dedicated to fostering synergistic relationships that transcend borders, shaping the next generation of global leaders.

### **State-of-the-Art Infrastructure:**

Experience a campus located in south Delhi surrounded by greenery designed for success with: air conditioned class rooms, well equipped 24/7 library, and weekend canteen services. World-class facilities ensure that the students have everything they need for a overall valuable experience.

#### 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.

## THE POST GRADUATE CERTIFICATE IN MANAGEMENT -INTERNATIONAL BUSINESS PGCM(IB):

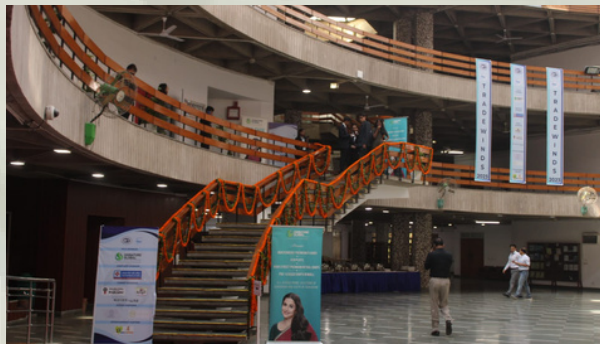
**Comprehensive Curriculum:** The Post Graduate Certificate in Management - International Business offers a twelve months program focusing on international business management. Designed to nurture a cadre of proficient business executives, the program addresses industry and governments increasing demand of skilled professionals in the realm of International Business Management. With a keen awareness of the impact of global developments on domestic markets, the curriculum provides extensive coverage of pertinent subject areas and disciplines.



A Batch of EPGDIB during Dubai Port Visit

## ABOUT PROGRAM:

**Enhanced Managerial Competence:** The upcoming 12-month On-Campus batch of PGCM(IB) Summer in Delhi, set to commence from **January -2025** (tentatively) is tailored to elevate the managerial acumen of senior and middle-level executives. Through a systematic dissemination of knowledge spanning all facets of international business, the program equips participants with the skills necessary to navigate the complexities of the global market landscape. The expert faculty employ a variety of pedagogical techniques, exposing participants to a plethora of business problems and approaches to solutions.



Glimpse of the campus

**Flexible Weekend Format:** Step into your educational journey with the Post Graduate Certificate in Management (International Business) - Weekend (Sunday) Program at our Delhi Campus. Designed to accommodate working professionals, all sessions are conducted exclusively on Sundays at IIFT, Delhi, adhering to government directives and institute policies.

## **OBJECTIVES:**

- **Foundational Familiarity:** Introduce participants to the bedrock principles of management, laying the groundwork for their journey into the dynamic realm of business leadership.
- **Navigating Global Challenges:** Navigate participants through the intricate challenges presented by an evolving, fiercely competitive global business landscape, fostering adaptability and resilience.
- **Strategic Synthesis:** Seamlessly weave management theories into practical business scenarios, honing participants' analytical prowess and decision-making acumen to craft effective strategies on both national and international scales.
- **Cultivating Socially Conscious Leaders:** Cultivate a new generation of socially responsible managers for the global stage, nurturing not only their professional skills but also their ethical integrity and empathetic leadership qualities.
- **Empowering Career Advancement:** Empower participants with the specialized knowledge and skills essential for thriving in diverse career opportunities within the dynamic field of International Business.

## **COURSE STRUCTURE**

The PGCM(IB) (On-Campus) course curriculum at Delhi is divided into three trimester.

<b>TRIMESTER – I</b>	
<b>COURSE TITLE</b>	
1. INTERNATIONAL MARKETING MANAGEMENT	3. INTERNATIONAL TRADE OPERATION AND DOCUMENTATION
2. BUSINESS ECONOMICS	4. INTERNATIONAL FINANCIAL MANAGEMENT
5. PEOPLE MANAGEMENT SKILLS	

<b>TRIMESTER – II</b>	
<b>COURSE TITLE</b>	
1. CORPORATE ETHICS & GOVERNANCE	2. INTERNATIONAL LOGISTICS & SUPPLY CHAIN MANAGEMENT
3. GLOBAL BUSINESS ENVIRONMENT	4. TRADE ISSUES FOR DEVELOPING COUNTRIES
5. INTERNATIONAL ECONOMICS	6. PORT VISIT

<b>TRIMESTER – III</b>	
<b>COURSE TITLE</b>	
1. INTERNATIONAL BUSINESS STRATEGY	2. INTERNATIONAL BUSINESS NEGOTIATION
3. INDIA' FOREIGN TRADE POLICY	4. REGULATORY FRAMEWORK IN INTERNATIONAL BUSINESS
5. COMPREHENSIVE VIVA	

- **Note: A contact week of 3 days will be held in the beginning of each trimester.**

## PORT VISIT::

The Port Visit is a unique and highly cherished feature of the program. In Trimester 2, applicants are required to attend a national or international port visit. This experience helps students understand international business operations through ground-level interactions with port authorities. It provides deep insights and learning opportunities in areas such as port logistics, trade documentation, and export-import procedures. Participants will bear the cost of travel (ticket, visa, insurance, etc.) and accommodation for the port visit.

## Executive Alumni Speak



Hon'ble Minister of Commerce and Industry  
Shri. Piyush Goyal ji awarding Gold medal to  
Ms. Chandni Nanda,(Associate Director  
at United Health Group Participant of  
Batch 2021-22.

"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 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."

## MINIMUM ELIGIBILITY CRITERIA

Admission to the Post Graduate Certificate in Management – International Business (PGCM-IB) program is contingent upon the institute's evaluation of candidates' eligibility and the alignment of the program's goals with their career aspirations. This opportunity is available to working professionals and self-employed individuals who meet the specified criteria:

Candidates must have completed a Bachelor's Degree program of at least three years' duration. Additionally, they should have secured a minimum of 50% marks (45% for candidates from reserved categories) in their qualifying examination.

## HOW TO APPLY:

- Application to PGCM(IB) (On-Campus) is through the prescribed online Application Form.
- The Application Fee is INR **1500/-** for GEN/OBC or INR **750/-** for SC/ST/PWD category candidates.
- Applicants must register themselves at the IIFT website: [www.iift.ac.in](http://www.iift.ac.in) under 'New Admissions' and pay the registration fees using the link provided after registration. Scanned copies of relevant certificates need to be uploaded while submitting the online application.
- Filled-in applications with enclosures and evidence of payment of the Application Fee should be uploaded no later than **20th December 2024**.
- Applicants must clearly mention their email ID in the application form.
- The Application fee is non-refundable.
- All disputes will be subject to the jurisdiction of Delhi Courts only.
- Incomplete applications, in any manner, will be rejected.

## FEE STRUCTURE

- The cumulative fee for the program is INR 3,35,000/-Three lakhs thirty five thousand, which includes a one-time alumni fee of INR. 10,000 and library deposit of INR5000.
- Library deposit of INR 5000 are refundable upon completion of program subject to no dues report from the library.
- Participants are responsible for paying the program fee whether it is paid individually or by the sponsoring organization.
- In addition to the program fees, participants will bear the cost of travel (ticket, visa, insurance, etc.) and accommodation for the port visit.
- Program registration and the first installment will be INR 95,000 , which must be paid on or before 06th January 2025, i.e. prior to the commencement of the program.



- SC/ST/PWD Candidates are eligible for a 50% fee concession on tuition fees.
- A Late Fee Fine of INR 2,500/- per week will be imposed beyond the stated deadline for all students. Failure to pay the fee for three consecutive weeks from the last payable date will result in the student being de-registered from the program. Re-registration charges are INR 15,000/-. Re-registration must be completed within one week of de-registration.

## DISCOUNT POLICY

### **Discount for Group Registrations**

- (i) A discount of 10% shall be extended for group registrations comprising 3 to 4 candidates from the same organization.
- (ii) For group registrations of 5 or more candidates from from the same organization, a discount of 15% shall be provided.

## OUR MEMBERSHIPS & INTERNATIONAL COLLABORATIONS :

### IIFT is a member of the following organizations:

- 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))
- AMBA (Association of MBAs)
- AIMS (Association of Indian Management Schools)
- GCN (Global Compact Network)
- IFA (Indian Finance Association)

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

- Student Exchange
- Training Programs/Study Tours
- Faculty Development Program
- Joint Research



## APPROVED BY AICTE:

**Approved by AICTE :** The Indian Institute of Foreign Trade (IIFT) is proudly approved with the All India Council for Technical Education (AICTE). This shows that IIFT meets high standards for technical education. It reflects the institute's commitment to providing quality education, supporting research, and maintaining strong infrastructure. This affiliation highlights IIFT's dedication to preparing skilled professionals ready to succeed in the global business world.



## PRESTIGIOUS ACCREDITATIONS:

### **NAAC Accreditation A+ Ranking:**

The Indian Institute of Foreign Trade (IIFT) has been awarded with the prestigious A+ ranking by the National Assessment and Accreditation Council (NAAC) in the year 2024 for meeting the high standards of quality in teaching, research, and infrastructure. This recognition is a testament to IIFT's unwavering commitment to excellence in education and its continuous efforts to improve and innovate.



**AACSB Accreditation:**

The Indian Institute of Foreign Trade was granted the prestigious AACSB Accreditation on 17th November, 2021. With this, IIFT is among the top 900+ business schools in the world and one of only 22 business schools in India to receive this accreditation. Established in 1916, AACSB is the longest-serving global accrediting body for business schools and the largest business education network. This accreditation signifies that IIFT meets rigorous standards of excellence in all areas, including teaching, research, curriculum development, and student learning.



**DYNAMIC EXTRACURRICULARS: CELEBRATING TALENT AND TEAM SPIRIT  
(MAY BE REMOVED AS PICS ARE FROM DIPLOMA TBD)**



**"Reliving College Life"**



**"Unveiling Your Secret Santa: Celebrating Christmas in Style!"**

**Celebrating Excellence: Awards and Recognition**



**The Farewell**

# IMPORTANT DATES

<b>LAST DATE OF RECEIPT OF APPLICATION</b>	<b>20TH DECEMBER 2024</b>
<b>COMMENCEMENT OF PGCM</b>	<b>18TH JANUARY 2025</b>

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