

## **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.

## Message from the Vice-Chancellor



Indian Institute of foreign Trade began its journey 58 years ago in 1963 and has been successfully fulfilling its mission of creating and fostering a learning environment that enables participants to be leaders in international business with sensitivity towards society. IIFT is a pioneer in the field of research related to foreign trade and a hub for knowledge dissemination. It has emerged as a leading B-school in Asia Pacific and an academic centre of excellence in International Business, Research, Training and Education.

In 2002, IIFT was granted the status of “Deemed to be a University”, thus recognizing its contribution to the knowledge dissemination and skill promotion, specifically in the domain of International Business. The National Assessment and Accreditation Council (NAAC) has recognized IIFT as ‘Grade A’ Institution in 2005 as well as in 2015. Needless to mention that most surveys conducted year after year have ranked IIFT amongst top B-schools in India. As a university, the institute has also signed MOUs with leading institutions of the world for mutual exchange of students and teachers in the area of International Trade and Business. From the academic year 2021-22, IIFT is also concluding agreements with top universities of Australia, Europe and the USA with elements of exchange of course credits and joint degree programmes. We expect some concrete programmes will be offered from the current academic year.

IIFT offers various programmes ranging from Ph.D., to Diploma, Certificate and Degree programmes in International Business. The MBA in International Business offered by IIFT in Delhi and Kolkata is its flagship programme. Each year the number of candidates apply for the programme. Last year too, 33,452 candidates applied to compete for 511 places through IIFT’s exclusive entrance exam, thus portraying IIFT’s growing popularity and reputation. As always, IIFT was the first premier B-Schools in India to complete 100 percent placements of MBA (IB) 2019-21 batch, with impressive highest compensation of ₹46.5 lakhs p.a. while the average package was ₹21.08 lakhs.

With recent changes in the arena of international business, domestic markets have become intertwined with global value chains. In order to develop the domestic markets and carve a niche in the global markets, great deal of knowledge and skill in international trade is required. IIFT consistently meets this challenge by updating its course content and pedagogy to equip its students with the skill-sets required to become effective and capable global managers. IIFT’s endeavour has been widely recognized with various awards over the last few years for its industry relevant course content and sectoral specialization. This can be attributed to the fact that the alumni of IIFT are now leading various national and international organizations across the globe.

In the quest to search for a B-school that will help one grow into the person one aims to become, IIFT is looking for the best candidates for the class of 2022-24. I, therefore, extend a warm invitation to you to become a part of IIFT’s knowledge process to enhance your skills and emerge as global leaders and managers who’d carry forward the legacy of IIFT.

**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 a 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.

### 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:

- Two-year MBA (International Business) at New Delhi and Kolkata.
- Ph.D. (Management) Programme at Delhi and Kolkata.
- Ph.D. (Economics) Programme at 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.
- Executive Post Graduate Diploma in International Business at New Delhi and Kolkata.
- Executive Post Graduate Diploma in International Business (Hybrid) at Delhi.
- Executive Post Graduate Diploma in International Business (On-campus) at Delhi.
- Two Years MBA in International Business in collaboration with the Institute of Finance Management, Dar-es-Salaam, Tanzania
- Post Graduate Certificate Programme in International Business and Finance (Hybrid).
- Certificate Programme in Export Import Management.

# MBA (INTERNATIONAL BUSINESS)

MBA (International Business) is a six-trimester general management programme with a focus on International Business 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 environment.

## Objectives

The MBA(IB) 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.

The Programme aims at providing a comprehensive coverage in 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 attempts to provide comparative perspectives in many facets 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 pedagogy.

## Course Structure

In addition to the Core Courses, the choice of Elective Courses offered to students has also been increased. This is inkeeping with the objective of aligning Elective Courses with changing dynamics of the business world, as well as to make the courses more industry relevant. Induction Courses based on soft Skills and Mathematics are also offered in Trimester-I. The course Structure of MBA(IB) is as follows:

### CORE COURSES (to be offered in Six Trimesters)

1. Managerial Communication	6. Marketing Management
2. Management Information Systems	7. International Trade Operations & Documentation
3. Business Statistics	8. Business Research Methods
4. Accounting for Managers	9. Corporate Finance
5. Economic Theory (Micro and Macro economics)	10. International Economics

11. International Marketing Management	18. Economic Environment
12. Organizational Behaviour	19. Operations Management
13. Human Resources Management	20. International Trade Logistics & Sourcing
14. Strategic Management	21. International Business Strategy
15. IT Applications in Management	22. Supply Chain Management
16. Operations Research	23. Corporate Ethics and Governance
17. International Financial Management	

### ELECTIVE COURSES

#### I. General Management and Strategy

1. Competitive Strategy	6. Strategy Execution & Tools
2. Entrepreneurship	7. Digital Strategy and Transformation
3. International Contract Management	8. Crisis Management
4. Management of Strategic Alliances	9. Cross Cultural Management
5. New Venture Creation & Start ups	10. Management Consulting

#### II. Quantitative Techniques & Operations Management

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

#### III. Information Technology

1. Software Product Management	4. Online Business & E-Commerce
2. Enterprise Resource Planning (ERP) Systems	5. Data Modelling and Visualization
3. IT Project Consultancy	6. Machine Learning and Artificial Intelligence

#### IV. Finance

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

#### V. Marketing

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

## I. International Trade Operations & Logistics

1. Agri-Commodity Trading (ACT)	4. Management of Shipping Services
2. Customs Procedure in GST Regime	5. Managing Global Compliance in Exports
3. Risk Management in International Trade	6. Sectoral Strategies for Exports

## II. Human Resource

1. Competency Mapping	6. Organizational Transformation & Change Management
2. Impression Management in Organization	7. Global Leadership Strategies
3. HR Matrices & Organizational Performance	8. Leadership Lab
4. International Human Resource Management Practices	9. Strategic Human Resource Management
5. Labour Laws & Industrial Relations	10. Team Building and Leadership Development

## III. Economics of Strategy

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

## Other Components

- Port Visit
- Summer Project
- ResearchProject
- Comprehensive Viva (in 5<sup>th</sup> Trimester)
- SAP (Social AwarenessProgramme)

**Notes:** 1. Students are required to opt for 18 Electives. They can major in two functional areas (6 each) and minors (3) in any other functional areas or major in 3 functional areas.  
2. Course Structure is subject to revision.

## Programme Faculty

The Institute has a qualified and experience Faculty with specialization in diverse areas such as International Marketing Management and Research, International Financial Management, Economics and Trade Policy, International Trade Procedures, Logistics & Documentation, Supply Chain Management, Management and Marketing of Services, International Brand Management, International Business Practices and Strategies, Cross Cultural Management and Business Negotiations, etc.

## Visiting Faculty

The Institute also draws on expert guest faculty comprising specialists from business enterprises, research institutions, leading business schools and foreign universities.

## STUDENT ACTIVITIES

### Corporate Competitions

To get the opportunity to participate in the corporate competition in terms of Corporate Awards, which are considered as a benchmark for comparative performance *vis-à-vis* other institutions, IIFT students participated and won prominent competitions organized by leading organizations and premier B-Schools. Notable awards where IIFTians have done well are: Mahindra War Room National winners, CFA Research Challenge Asia Pacific Finalist organized by CFA Institute, Stratos National Finalist organised by ABG, Duff & Phelps University Challenge Second Runners Up, RB Global Challenge Finalist organized by Reckitt Benckiser, Carpe Diem Second Runnersup organized by Hindustan Unilever, Steel-A-Thon National Finalist organized by Tata Steel, National Finalist Accuracy Business Cup, Transformation Series organized by Yes Bank, LOUD organized by Godrej, Gameplan organized by GEP, etc.

### Quo Vadis - The Annual Fest

Quo Vadis hosts the Annual cultural and management fest of IIFT Delhi, comprising of 10 management, 8 cultural events and performances by some of the biggest stars in the entertainment industry. Further, following 10 management events from different domains are conducted: Samahva, Markician, Vridhan, Eternity's Call, INFRASTRUCK!, Cognoscentia, EntreNiti, Arbitrage, Kratos, inPHinity.

The events usually see a foot fall of more than 7000 people and participation from students of B-schools from across India.

### Blood Donation Camp

Blood Donation camp and witnesses over 100 students of IIFT donating blood for the noble cause.

### Annual IIFT Marathon

Marathon is the first Pre-Quo Vadis conducted in October. The marathon route starts and ends at IIFT. It witnesses participation from seasoned professional runners, college students and children from NGO. The event is usually sponsored by the likes of Lion's Club Chaibasa, Revv, etc.

### Big Fight

Melange & Sports Committee at IIFT conduct Big Fight, an inter-section sports cum cultural event where different sections competed for the title. Big Fight is a 5-day long event when sports & cultural activities takes center stage at IIFT.

### Ultimate Warriors League

Ultimate Warriors League (UWL), the name in itself explains the twist of IPL given to this sport cum marketing intra-IIFT extravaganza. It is a 6-day long event, with potential owners bidding for 4 teams and then the actual team owners getting to bid for players, with the auctioneer at the helm of it.

Apart from the sporting angle, UWL also encompasses roles for students in various functions such as Marketing and Finance, with teams pulling in sponsors and planning unique marketing activities. It was a mega lesson in management and a perfect mix of sports, learning and fun.

### Adrenaline - Annual Sports Fest

Adrenaline is IIFT's Annual Sports Fest, wherein teams from various nationwide colleges participate. Marking the end of the academic calendar across colleges, the event witnesses participation from 15+ top B-Schools across India with over 500 participants competing for the ultimate glory in 10

sports. We also see participation from our esteemed alumni who participate in various sports reminiscing their days at IIFT.

The outdoor events are held at Jawahar Lal Nehru Stadium, the same place which hosted the Commonwealth Games in 2010, adding some grandeur to the event and same will be continued in future.

### **TEDxIIFT**

The Media Committee at IIFT Delhi hosts its marquee event i.e. TEDxIIFTDelh. Over the years, TEDxIIFT Delhi has been graced by eminent speakers like Javed Akhtar - Renowned Lyricist, General Bikram Singh - Former Chief of Army Staff, Manu Jain - Xiaomi India, Head, Somdev Devraman, Tennis Player, Ashwin Sanghi, Best Selling Author, Sonal Mansingh, Padma Vibhushan, Musician.

### **IIFT Speaks Series**

IIFT Speaks is a cross domain interview series conducted by IIFT students to interview domain experts to gain an on-ground understanding of various topics.

### **'IIFT Insider' - IIFT's Official Blog Launched**

The students from the Media Committee took it upon themselves to create a new age fresh blog on occasion of IIFT's 58<sup>th</sup> Foundation Day.

This blog is aimed to reflect the views of IIFTians on any and all topics under the sun - ranging from finance, marketing, trade, consulting to arts, music, prose and poetry!

Other features of IIFT Insider are Campus news, Student created content, Student achievements, Internship/SEP diaries.

### **Pre-Induction Program - Complete Onboarding Journey of Aspirants into IIFT**

Pre-Induction program started right from result declaration of the final shortlist for the MBA(IB) IIFT admission. This activity involved Branding IIFT for prospective shortlisted candidates, Ensuring maximum conversion ratio through constant, interaction through exclusive FB and Telegram groups, Constant support with queries, Loan and scholarship process guidance.

### **Personal Branding Workshop for the Junior Batch**

The student-driven Media Committee initiated the mentoring of the incoming batch into a new B-school life by conducting various useful sessions regarding Guidance about B-school life, Importance of networking, Certifications, Courses, Productive Action Points before course commencement.

### **CHAUSAR - National Consulting Conclave 2020**

The year 2020 saw CHAUSAR Edition 2 being launched in an online format on 5-6 September 2020. IIFT hosted the conclave centered around the field of consulting. CHAUSAR started with a national case study competition in which students from 20+ top institutes of the country participated, followed by 5 consulting workshops conducted by industry stalwarts related to Strategy, Operations, IT, Policy, Finance domains.

### **Trade Winds - The Annual Business Conclave**

Trade Winds is IIFT's Annual Business Conclave which provides a platform for IIFT's students to interact with eminent professionals from the industry as well as various esteemed international organizations.

Through the medium of Trade Winds, students and industry experts engage in panel discussions ranging from market trends to managing complex Industry problems. These sessions provide our students with a chance to broaden their view and be exposed to multi-faceted domains of international businesses and also, act as a doorway for Top leaders to engage with the upcoming youth and millennials of the country.



Trade Winds consists of National Digital Summit, National Operations Summit, National Finance Summit, National Trade Summit, National Marketing Summit and National Leadership Summit.

### Expert Guest Lectures for IIFT Delhi Campus

- On September 10, 2020, Shri Piyush Goyal, Honorable Minister of Commerce & Industry, Consumer Affairs and Food & Public Distribution and Textiles, GoI on “India’s Trade Policy”.
- On October 10, 2020, Shri. A.K. Bhalla, Home Secretary, Government of India and Former Director of IIFT on the topic “Organizational Management of Large Systems: The Case of India”.
- On November 25, 2020, Mr. Pawan Agarwal, by Spl. Secretary, Logistics Ministry of Commerce & Industry, Government of India.
- On December 7, 2020, Shri Anil Swaroop, IAS (Retd.) on the topic “Ethical Dilemmas in Professional Life”.
- On February 9, 2021, Prof. Bibek Debroy, Chairman and Economic Advisor Council to the PM on the topic “Law and Economics”.
- On February 18, 2021, Shri Anup Wadhawan, Commerce Secy., Ministry of Commerce on the topic “International Negotiations: Theory and Practice with Special Reference to Trade Negotiations”.
- On February 26, 2021, Mr. Ahmed Elsheikh, President, Pepsico delivered a motivational talk and shared his professional journey and learning from that.
- On March 12, 2021, Mr. Mohit Joshi, President, Global Infosys UK on the topic Infosys strategy and its linkage to key trends in enterprise technology

To mark the presence of commerce secretary with the purpose of saving the ecosystem, a tree plantation was organized.

### TedX IIFT Kolkata 2019

The theme for the first TedX event at IIFT Kolkata was, “Ripples and Waves”. Eight eminent personalities from various industries gave the talk along the theme. Dr. Shahabuddin Yaqoob Quraishi, the 17<sup>th</sup> Chief Election Commissioner of India, delivered an illuminating session on some of the innovations that changed India’s elections forever. Mr. Sathyarth Priyedarshi, Head of Digital, Tata AIA Life Insurance, lamented the fall of ethical standards due to individuals and corporations misusing the provisions of the freedom of speech.

### Vivaan 5.0- IIFT Kolkata’s International Business Summit

Vivaan 5.0, the flagship International Business Summit of Indian Institute of Foreign Trade (IIFT), Kolkata, concluded on 11<sup>th</sup> August 2019. The three-day summit, which started on September 9, played host to distinguished personalities in the domain of Finance, Marketing, Trade & Operations, Strategy & Analytics, Public Policy and Entrepreneurship.

### Keynote Address

IIFT was honoured by the presence of Mr. Indriyajit Sethi, Vice President and Head Group Strategic Sourcing at TATA Group, as the Keynote Speaker at Vivaan 5.0 conducted at IIFT Kolkata Centre.

### IIFT Model United Nations (August 17-18)

IIFT, along with IDC, successfully conducted the Model United Nations which lasted for two days, 17<sup>th</sup> and 18<sup>th</sup> August, 2019. IIFT IDC MUN was organized by the Public Policy Club of IIFT and the event witnessed some intense debates, carefully planned resolutions and a few innovative solutions for the various challenges faced by the world at present. The MUN consisted of five UN councils and a Lok Sabha which picked up various agendas pertaining to maritime policy, role of women in peacekeeping, weapons, warfare, climate change and sustainable development. In the opening ceremony, the Chief Guest, Ms. Trina Chakrabarti, Director of Eastern Regionat CRY spoke a few words of inspiration for the delegates, urging them to take the mantle of their representation

with dedication and be open to new experiences and learnings.

### **Titanomachy**

The annual sports fest of IIFT Kolkata, where 4 teams compete against each other in multiple sporting events like badminton, chess, football, cricket, volleyball and many more.

### **Arthashastra**

With a recently released budget and the entire country scrambling to understand its implications, IIFT Kolkata held Arthashastra, the budget discussion and economic analysis event, on the 15th of February with an esteemed panel containing

1. Mr. Bikash Kumar Jain, Director, PWC India,
2. Mr. Bhaskar Thakkar, Founder BT Associates and GST Idea.com,
3. Dr. Vivekananda Mukherjee, Professor, Jadavpur University, and
4. Mr. Sandeep Ghosh, Head-Corporate Strategy & Planning at Srei Equipment Finance Limited.

### **Advait**

IIFT Kolkata held its annual cultural fest, Advait on 23<sup>rd</sup> February 2020. Competitions, games and several events were organized throughout the day. It was an early start to the day with several teams putting on their thinking caps and running shoes to participate in the Treasure Hunt event on campus. This was followed by Paint ball and Zorb Fight events.

## **Social Awareness Programme**

The students at the institute are being provided a platform to sensitize the social causes of the society under Social Awareness Programme (SAP). The Social Awareness Programme is a 3-credit compulsory programme at the Institute. Students are required to complete a project, towards social causes, under the able guidance of the partner NGOs, serving for the underprivileged sections of society, of the Institute.

The programme has been initiated to sensitize our students to the social cause and become a Socially Responsible Global Manager.

More than 3500 students have since been benefited from the programme. The students work on all important parameters of social work and do a project on the work as signed by the NGO. Some of the key parameters wherein our students have put in efforts for the social cause are:

- Disability.
- Women Empowerment & Preventing Female Foeticide.
- Environment & Community Development.
- HIV/AIDS Awareness.
- Education for Children - Street to School.
- Welfare of Disadvantaged Elderly People.
- Water Management, Waste Management & Recycling.
- Literacy, Sanitation & Livelihood.
- Child Education, Welfare & Health.
- Shelter for Homeless, Community Development.
- Child Adoption etc.

This year the students have been deputed to approximately 49 NGOs/Corporate houses at Delhi and Kolkata centres with different focus areas for their NGO attachment. IIFT endorses the social commitment of the students towards the welfare of underprivileged members of the society.

# PLACEMENT ACTIVITIES

## Final Placements

Indian Institute of Foreign Trade (IIFT) successfully concluded the final placements for the 2019-21 batch of its MBA (IB) Programme. The placements witnessed an average CTC of ₹21.08 Lakhs per annum and the median CTC stood at ₹20 Lakhs per annum. The highest CTC offered stood at ₹46.5 Lakhs per annum, while the top 25% students of the batch received an average CTC of ₹25.22 Lakhs per annum. 117 companies participated in the placements process.

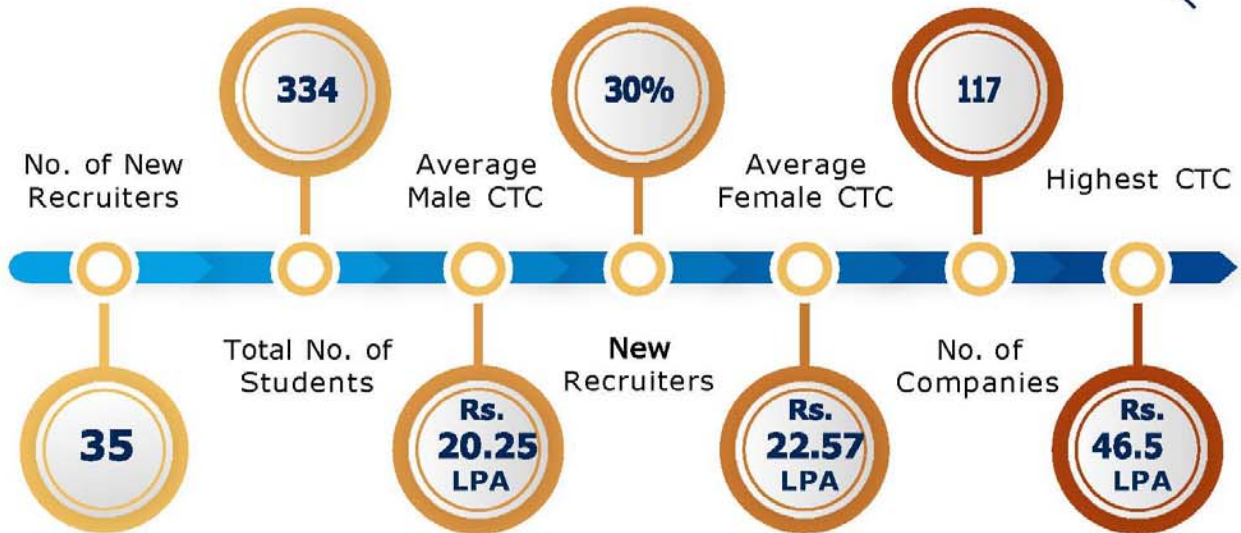
## Summer Placement

Indian Institute of Foreign Trade (IIFT) completed Summer Internship Placements for the MBA (IB) Programme, batch of 2020-22 on an optimistic note. The placements witnessed an average stipend of ₹1.61 Lakhs while the median stipend stood at ₹1.50 Lakhs. IIFT managed to retain the highest stipend of ₹3.2 lakhs for two months despite 20% increase in batch size compared to last year.

The final placements of the 2019-21 batch, along with the 100% placements for the Summer Internships of the 2020-22 batch, marked an exceptional achievement for the Institute in extremely challenging times.



# FINAL PLACEMENT HIGHLIGHTS 2019-21



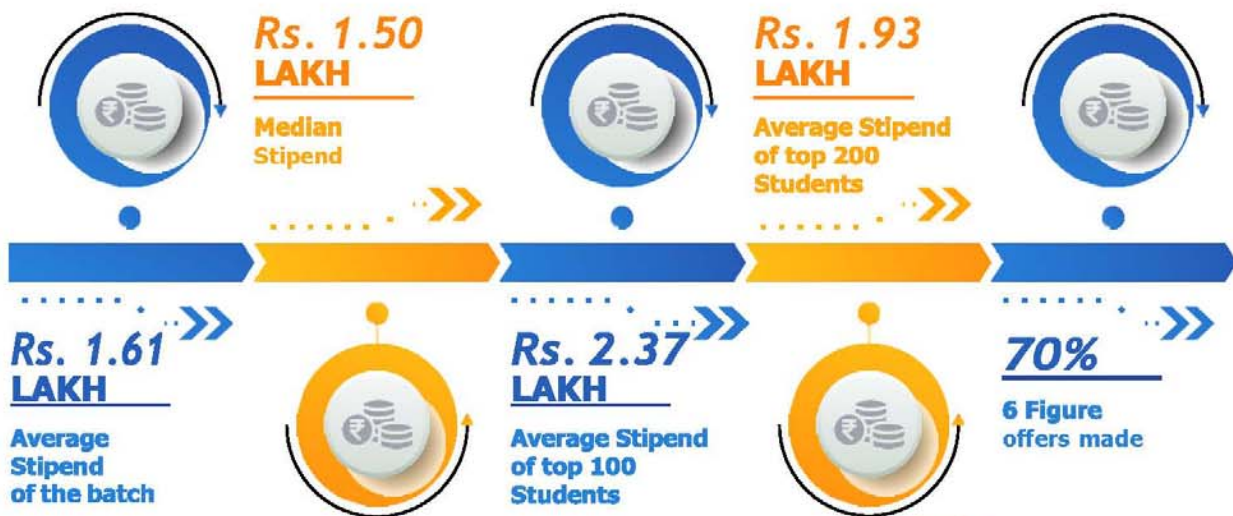
## Domain Wise Statistics



# SUMMER PLACEMENT HIGHLIGHTS 2020 - 22



## Domain Wise Statistics



# INTERNATIONAL COLLABORATIONS

## ICCD Division

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

1. Establishing academic ties with domestic and international universities / institutions to enable student exchange, faculty exchange and/or joint training and research programs.
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 programs and Conferences.

## International Collaborations

IIFT has collaborations with 32 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

### LIST OF INTERNATIONAL COLLABORATIONS

S. No	Location	Name of University
1.	Europe	IESEG - School of Management, Lille Catholic University, Lille and Paris, France.
2.	Europe	EM- Strasbourg Graduate School of Management, Université Robert Schuman, STRASBOURG CEDEX, France.
3.	Europe	Grenoble School of Management, Grenoble Cedex, France.
4.	Europe	HANKEN-Swedish School of Economics and Business Administration, Hanken University, Helsinki, Finland.
5.	Europe	Rennes School of Business, France.
6.	Europe	Università Bocconi, Milano, Italy.
7.	Europe	The International University in Geneva, Geneva, Switzerland.
8.	Europe	Allianza 4 Universidades, A4U, Spain.
9.	Europe	Universität des Saarlandes, Germany.
10.	Europe	University of Insubria, Italy.
11.	Europe	HS PF Pforzheim University, Pforzheim, Germany.
12.	Europe	Aberystwyth University, Aberystwyth, UK.
13.	Europe	International Institute of Business Networking , Russia.

S. No	Location	Name of University
14.	Europe	University of Leeds, United Kingdom.
15.	Europe	Universidad Autonoma De Madrid, Spain.
16.	Asia	University of International Business and Economics, Beijing, China.
17.	Asia	International Institute for Trade and Development, Bangkok, Thailand.
18.	Asia	Ajou University, Suwon, Korea.
19.	Asia	Foreign Trade University Hanoi, Vietnam.
20.	Asia	Vietnam Institute for Indian and Southwest Asian Studies (VIISAS).
21.	Asia	International School of Finance and Technology, Teshkent, Uzbekistan.
22.	Asia	Institute of Indian Studies, Hankuk University of Foreign Studies, South Korea.
23.	Asia	SolBridge International School of Business.
24.	Asia	Bangladesh Foreign Trade Institute, Dhaka.
25.	North America	Herbert H. Lehman College of the City University of New York, USA.
26.	North America	Bradley University, Peoria, Illinois, USA.
27.	North America	Kent State University, USA.
28.	North America	Brock University, St. Catharines, Ontario, Canada.
29.	South America	International Business School Americas, Brazil.
30.	Australia	Deakin University, Australia.
31.	Australia	The University of Newcastle, Newcastle, NSW, Australia.
32.	Africa	Foreign Trade Training Centre (FTCC), Nasr City, Cairo, Egypt.

## Student Exchange Programme

Student Exchange Programme at Indian Institute of Foreign Trade is an important part of the course curriculum. In the last decade, IIFT has been able to develop and establish the student exchange programme with several premiere institutions across Europe and Asia. Today, IIFT boasts of collaborations across the globe with several leading universities and academic institutions. Annually, a large number of students in a batch travel to various universities across Europe for spending a trimester in the host university. The total number of exchange seats is around 49 for the 2021-2022 session.

The selection process for the batch commences every year between August-September for the completion of the 3<sup>rd</sup> trimester in the January-March session of the subsequent year. The process of selection is rigorous based on shortlisting of CV and personal interview.

The partnering institutions for Student Exchange Programme are as follows:

1. UAM- Universidad Autonoma de Madrid
2. UAB- Universitat Autonoma de Barcelona
3. Rennes School of Business, France
4. Grenoble School of Management, France
5. HANKEN- Swedish School of Economics & Business Administration, Finland
6. EM- Strasbourg Graduate School of Management, France
7. IESEG- School of Management, Lille Catholic University, Lille, France

8. HS PF Pforzheim University, Pforzheim, Germany
9. Università Commerciale L. Bocconi, Italy
10. Universität des Saarlandes, Germany
11. University of Insubria, Italy
12. The International University, Geneva, Switzerland
13. Institute of Indian Studies, Hankuk University of Foreign Studies, South Korea
14. Sol Bridge International School of Business, South Korea
15. International School of Finance and Technology, Teshkent, Uzbekistan

## Membership

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

### International Membership for Accreditation

- The Association to Advance Collegiate Schools of Business (AACSB).
- The European Foundation for Management Development (EFMD)
- Association of MBAs (AMBA)

### Other Membership

- Academy of International Business (AIB).
- The Association of Indian Universities (AIU).
- All India Management Association (AIMA).
- Association of Indian Management Schools (AIMS).
- The Global Compact NetworkIndia (GCN).



## CAMPUS AND FACILITIES AT IIFT

### Delhi Campus

Located in Qutub Institutional Area, overlooking green ridge and historical Qutub Minar, the IIFT Campus is considered to be one of the finest in the country. The campus spread over 6.5 acres of land houses two academic blocks and two residential blocks for students and visiting faculty. One more residential facility for the students has been created a few steps away from the main campus. Be it the imposing structure of the “atrium”, the mystic beauty of the architectural design called “eye of the universe”, or the splendor 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 lush gardens. 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 450 seating capacity, two computer labs, indoor games, sports ground, besides excellent residential facilities for the students. The campus is fully Wi-Fi enabled. Another campus of the Institute spread over 5.6 acres, located at Maidan Garhi, New Delhi is also under construction and will be operationalized very soon.

### Kolkata Campus

IIFT’s Kolkata Campus is located at the picturesque East Kolkata off EM Bypass in a sprawling area of around 7 acres. The campus is developed as a green and fully integrated campus with independent blocks for academic, administration and student living areas with all modern amenities. The campus also houses three water bodies to maintain ecological diversity with enough greenery. There are centrally air-conditioned modern lecture halls, syndicate rooms, common area, auditorium, open air theatre, common courtyard in its academic and administration blocks on exemplary designs to create a great learning environment. The campus is fully Wi-Fi enabled.

### Kakinada Campus

Starting of IIFT full time 5 year integrated MBA(IB) Programme in a temporary premises at Kakinada has been approved. Commencement of such a programme in 2022-24 will be subject to approval of UGC.

### Hostel Facilities

The MBA (International Business) is a fully residential programme. However, this will be subject to adherence of guidelines issued by to Govt/Statutory bodies of the Institute and other regulatory authorities in view of the ongoing Covid-19 pandemic. The Institute is case reserve the right to withdraw the facility, should it deem appropriate.

### Library Facilities

The Institute’s has a well-equipped Library with updated knowledge. It has a collection of latest books by eminent authors on Trade, Economy, Management and WTO related issues. It also has a collection of journals, research reports, company reports, CD-ROMs, video cassettes, International Trade Statistics and Databases. Apart from books on traditional Management and Economics related areas, the Library has huge collection of books on upcoming areas like WTO, Intellectual Property Rights, Services Management, Mergers & Acquisitions, Trade Finance, e-Business, Global Business Strategies, International Business Law, and Information Technology, etc. The Library also subscribes to over 235 Journals and Periodicals and has enriched itself with publications of prestigious national and international organizations such as UN, ITC, UNCTAD, WTO, IMF, World Bank, Ministries and Departments of Government of India.

In order to facilitate online access to information, Library has also subscribed to trade related online and offline databases like Blackwell Synergy (28 e-Journals), Balance of Payment, CMIE databases (Commodities, Prowess, India Trade, Industry Outlook and Economic Outlook), Commodity Price Bulletin, Direction of Trade Statistics, EIU Online, EBSCO, Emerald Management Extra, e-pharma, IFS, Indiastat.com, Inside Trade.com, JSTOR, OECD e-library, Proquest, Science Direct, Suns Magazine, Trade Map, World Bank Online Database, World Trade Atlas and WITS, etc.

IIFT subscribes to Bloomberg, which offers a dynamic network of information for decision-makers. Bloomberg is of great value to B-School students seeking fast access to accurate business and financial information, news and insight around the world. Students are also offered training to familiarize them with this powerful resource. Library facilities are open to participants. The participants are required to deposit of ₹5,000/- for Library membership which is refundable at the end of the Programme.

### Library Hours

Monday to Friday	Gazetted Holidays (Except N.H.)	Saturday	Sunday
9.00 a.m. to 11.00 p.m.	9.00 a.m. to 5.00 p.m.	9.00 a.m. to 7.00 p.m.	11.00 a.m. to 7.30 p.m.

### Facilities/Services

- Reading room facility.
- Reference services.
- Documentation/Indexing services.
- Photocopy facility-chargeable @50 paise per page, ₹15/-per page for restricted publications.

**WTO Resource Centre (Shifted to NAFED Building)** to facilitate research on World Trade organization.

Books for Reference only.

No borrowing allowed. (Photocopying allowed)

### Library Circulation's Rules

- Three Reader's tickets to be issued to each student.
- One book against one card for a maximum period of 7 days.
- A fine of ₹1/- per day to be levied after the due date.
- Restricted books may be issued for overnight and a fine of ₹10/-per day charged if not returned on time.
- If any Library materials is lost/damaged, the participant should either replace or pay the cost as specified in Rule 6.1 of Library Rules.
- Participants to obtain No Dues Certificate from Library before Comprehensive Viva of Trimester VI.

### USERS' ATTENTION

- Stealing, mutilating, marketing of books and tear in gof pages are considered serious offence and can even result in rustication of the concerned student.
- Repeated delay in return of books may result in suspension from the membership of the Library.

- Personal belongings including books, notes, eatables, etc. are not allowed inside the Library.
- Participants to consult the Library Rules and Regulations from the Library Counter for details.
- Use of mobile phones inside the Library is strictly prohibited.

### Computer Facilities

Recognizing the importance of technology in education, IIFT's Computer Centre has implemented the latest state of the art IT infrastructure to provide a competitive advantage in its core areas of education and research. The Computer Centre aims at providing 99 per cent uptime including ensuring server uptime, data recovery and backup, facilitating storage management, hardware, network operations, streamlining operations and simplifying end-user support.

### Delhi Campus

For its internet requirements, the IIFT avails 150 mbps leased line from two different ISPs on load balancing. The computer lab for the students is open 24X7 with adequate number of desktop computers. These are fully supported with application software such as SPSS, EViews, SAS, etc. India Trade & Prowess databases from CMIE are also available on the Institute's network. Comprehending the recent advances in functional data analysis and high-dimensional statistics, IIFT, besides the Computer Lab, has an exclusive Data Analytics & Simulation Lab (DASL) with 40 computers with software such as SPSS, Hadoop, SAS, etc. for Data Analytics and Simulation Courses.

Apart from this, IIFT also uses video conferencing facility for training, research activities besides connecting IIFT Delhi & Kolkata for internal meetings, etc.

IIFT's recent foray in the online education platform has been possible with the state-of-the-art IT infrastructure support being provided for the conduct of online programmes, which has enabled IIFT to conduct online sessions on a real time basis using broadband facility. The Institute has a multi-tiered network infrastructure in place. Buildings inside the campus are well connected with fiber network. The network infrastructure is at layer 3 switching level that helps to interconnect all components together on one platform. Institute's network is also supplemented with managed Wi-Fi supporting 802.11n and standards. Over 1000 users have access to this network. Apart from this, classrooms are adequately equipped with LCD projectors and PCs. IIFT also has a fully integrated in-house developed platform, named "Campus360" (<http://campus360.iift.ac.in>) that provides convergence facility to the faculty with the students and the programme office. The Campus 360 enables online attendance, sharing of courseware, result processing, online quiz, opinion polls, assignment submission, dissertation/research project submission, elective selection, port visit option, language selection and many more related activities.

### Kolkata Campus

Kolkata Campus is having 100 mbps for its Internet requirements besides 20 mbps NLD between Delhi & Kolkata campuses. Wi-Fi services are also made available to the students in the campus. Libsys, Prowess, India Trades services have been facilitated locally from IIFT Kolkata Digital lab at IIFT Kolkata is well equipped with 30 latest model computers for student access. Kolkata campus also has an online classroom studio to conduct online certificate and executive programmes.

### Publications

Publication Division brings out IIFT Journals, Newsletter, Working Papers and Seminar Series. *Foreign Trade Review* (FTR) peer-reviewed quarterly journal published by SAGE Publications India.

The Journal intends to serve as a comprehensive forum for theoretical and empirical research on International Trade and Business. ***FTR is now Scopus indexed.***

*FOCUS<sub>WTO</sub>.IB*, another peer-reviewed quarterly Journal published by the Institute. Objective of this interdisciplinary *FOCUS<sub>WTO</sub>.IB* is to encourage applications of conceptual ideas, research methods in international business and management. The papers are published on-line and uploaded on IIFT website (<http://focuswtoib.iift.ac.in>). ***FOCUS<sub>WTO</sub>.IB is now ICI (Indian Citation Index) indexed.***

In addition, Publication Division also publishes in-house quarterly Newsletter and hosts Working Papers and conducts Seminar/Webinar Series.

## Scholarship Schemes

The Institute operates Need Based Scholarship Scheme under which it pays interest subsidy on Educational Loan for 27 months from the time the loan is taken from a Bank. Any student who has taken the loan and whose family income is less than ₹6.50 lakh per year can apply under this scholarship. Depending upon the fee and other expenses the amount of educational loan is revised every year.

Ministry of Social Justice & Empowerment and Ministry of Tribal Affairs have introduced a liberal scholarship scheme called "Central Sector Scholarship Scheme of Top Class Education for SC/ST Students". Four SC students and four ST students, who secure admission in the Institute's two-year full time MBA (International Business) are awarded scholarship by the Ministry of Social Justice & Empowerment and Ministry of Tribal Affairs, respectively. The scholarship provides for (i) full tuition fee and non-refundable charges; (ii) living expenses @ ₹2,220/- per month subject to actuals; and (iii) books and stationery @ ₹3,000/- per annum subject to actuals

The eligibility conditions are as follows:

- The total family income of the student from all sources should not exceed @ ₹6.50 lakh per annum.
- The scholarship will be terminated if the student fails to pass the final examination of each year or any terminal examination.

Exim Bank had instituted a scholarship for reserved category (SC/ST) students at IIFT in 1985. The amount of scholarship that is given to the topper among the reserved category (SC/ST) students in IIFT, is equivalent to the tuition fees paid by the reserved category student in the first year of the two-year Full-Time MBA Programme in International Business, subject to a ceiling of ₹3.5 Lakh.

**The Institute retains the right to add or delete any scholarship scheme or change the existing clause(s) as and when required.**

## FEE STRUCTURE

### Fee

The annual tuition fee payable by each participant for the MBA (IB) batch 2021-23 was ₹8,85,000/- which has to be paid in three installments. There are other charges of ₹32,500/- for first year and ₹22,500 in the second year for computer facility, internet, library, alumni charges and IMF (student body). **The students of SC, ST and PWD category are given 50% concession in tuition fee only.**

**Foreign Nationals and NRI Students** will pay the annual tuition fee along with other charges in a single installment at the time of admission in the first year and by the start of second year. The fee for the 2021-23 batch under this category is US\$30,000 per year and other charges of ₹32,500/- for first year and ₹22,500/- in the second year.

**THE EXACT AMOUNT OF TUITION FEE AND OTHER CHARGES, APPLICABLE FOR MBA(IB) 2022-24 BATCH WILL BE INFORMED TO THE STUDENTS AT THE TIME OF SENDING THE OFFER LETTERS.**

### Refund of Fee

(Applicable to all categories of candidates)

1. **If a student opts to withdraw from the programme, the institute shall follow the guidelines issued by Gol /UGC from time to time for refund of fee.**

### Hostel Fee

MBA (IB) is a residential programme and all the students are required to stay in the hostel. In Delhi, the students are allotted accommodation on double/triple occupancy basis at the sole discretion of the Institute. The hostel rent for the 2021-23 batch is ₹53,400/- per student per annum on triple occupancy basis and ₹57,000/- on double occupancy basis.

In Kolkata, the students are allotted accommodation on single or double occupancy basis according to availability. The present hostel rent is ₹57,000/- p.a. for single occupancy and ₹42,750/- p.a. for double occupancy which is subject to revision from time to time. The hostel rent is payable in advance on yearly basis. The Institute may review its existing policy of providing hostel on single occupancy basis to students in view of higher intake expected. **The Institute may review its existing policy of providing hostel on single occupancy basis to students in view of higher intake expected. Hostel fee, as determined by the Institute, will be payable.**

**Hostel fee, as per rooms has to be submitted at the time of joining the Institute. Details for deposit of fee will be shared at the time of joining of the Institute.**

A refundable security deposit of ₹5,000/- is also payable. **The hostel rent and the security deposit are subject to revision at the discretion of the Institute.** Boarding arrangements are available in the hostel. The charges are decided by the Students Mess Committee and the Caterer.

Even while, MBA 2022-24 is a designated residential programme, yet allotment of hostels to the students shall be subject to situation of Covid 19 pandemic prevailing at the time of offer of admission and further guidelines issued by Govt of India / State Govt. concerned/other competent authority during the period. The hostel fee may be reviewed by the Institute.

### Insurance Cover for Students

The Medical Insurance will be compulsory for all full time students of the programme. The requisite details viz. sum assured, premium, etc. will be intimated in offer letter of admission.

# ADMISSION PROCEDURE

## For General / Reserved Category Candidates

### Eligibility

- Recognized Bachelor's degree of minimum 3 years' duration in any disciplines with minimum 50% marks [45% in case of the candidates belonging to Scheduled Caste (SC), Scheduled Tribe (ST) and Persons with Disability (PWD) categories]
- Candidates appearing for a qualifying examination can also apply subject to submission of proof of requisite qualification by 7<sup>th</sup> October 2022.
- No age limit.

Admission of the candidate who joins the programme on provisional basis but fails to obtain minimum percentage in the Bachelor's degree examination will be automatically cancelled forthwith. Such candidate should immediately inform the Institute on declaration of his/her results. Admission of candidates who do not inform the Institute of such a situation will automatically stand cancelled on 7<sup>th</sup> October 2022. No request for extension of time for re-evaluation, etc. will be entertained.

### Pattern of Computer Based Test

The Computer Based Online Test is multiple choice objective type (in English) of 120 minutes. It generally consists of questions covering Quantitative Analysis, Reading Comprehension and Verbal Ability, Data Interpretation and Logical Reasoning, General Awareness.

### Mode of Admission

- The process indicated below will be applicable equally for admission to Delhi, Kolkata and Kakinada (subject to approval of UGC) Campuses.
- On the basis of Computer Based Test, Group Discussion/Extempore, Writing Skills Assessment and Interview.
- Those candidates shortlisted from the computer based test, will be called for Writing Skills Assessment, Group Discussion and Interview to be held in February/March 2022 at Ahmedabad, Bengaluru, Chennai, Delhi, Hyderabad, Kolkata, Lucknow and Mumbai. The Institute reserves the right to add/delete any centre, if required.
- Selection criteria for shortlisting of candidates for GD/PI and final selection to MBA(IB) Programme at IIFT is available on IIFT website i.e. [www.iift.edu](http://www.iift.edu)

### Admit Cards

The Admit Cards can be downloaded from NTA's website (<https://iift.nta.nic.in>). With a print out of the Admit Card, the candidate should reach the venue of the Exam Centre on **05.12.2021** with original, valid and non-expired - PAN card / Driving License / Voter ID/ Passport / Aadhar Card (With photograph) (Any one).

### How to Apply

Please visit NTA website (<https://iift.nta.nic.in>) and fill Online Application Form as per detail given in Information Bulletin of IIFT's MBA(IB) 2022-24 Programme.

Application fee is **₹2,500/- (₹1,000/- for SC/ST/PWD candidates) which includes application screening and Entrance Test Fee. For NRI/Foreign Nationals candidates, application fee is US\$200 or ₹15,000/-**. Application fee once paid will not be refunded.

**SC/ST/PWD/OBC-NCL/General-EWS/Kashmiri Migrants candidates have to upload the requisite category certificate, as applicable in central government Institute's with the Application Form.(Category once filled by the candidate in his/her online application form, will not be changed under any circumstances).**

## (For Foreign Nationals/NRI Candidates)

### Eligibility

- Recognized Bachelor's degree of minimum 3 years' duration with minimum 50% marks.
- Candidates appearing for a qualifying examination can also apply subject to submission of proof of requisite qualification by 7<sup>th</sup> October 2022.
- In order to qualify as an international candidate for the purpose of applying to IIFT entrance exam, a candidate should have been (expected to be) resident outside India for a period of not less than 18 months as on 31<sup>st</sup> December 2021 and be outside India during the IIFT examination window. The Indian nationals who are living, working, studying abroad should produce with application a certificate from the Indian Embassy/ High Commission /Consulate of the country where the candidate is currently based, stating that the candidate has been resident in that country continuously for a period of not less than 18 months as on 31<sup>st</sup> December 2021.
- Foreign Nationals need to have a valid passport/travel document from a country other than India. The Foreign Nationals who are present in India at the time of IIFT entrance test are required to take the same.
- The candidate should produce Graduate Management Aptitude Test (GMAT) score which should be received by the Institute latest by 15<sup>th</sup> March 2022. GMAT taken before 1<sup>st</sup> January 2020 is not valid.
- If the candidate has appeared for any MBA entrance examination for that year in India (2021) such as CAT /XAT /IIFT, etc., he /she is not eligible to apply. Candidates are required to give the undertaking for the same.
- **NRI-Sponsored candidates and Children of NRIs are not considered under this category.**

### Mode of Admission

- The admission of candidates under this category is on the basis of GMAT score and personal interview.
- Short listed candidate would be required to undergo a Personal Interview at IIFT campus. Candidates called for this will have to make their own travel arrangements. In case they are not able to be physically present, they would be interviewed through online mode.

### Documents to be submitted along with Application Form

1. Filled in CV Form.
2. Copy of latest GMAT score certificate.
3. Attested copy of all academic mark-sheets/certificates (Class X, XII & Graduation).
4. Copy of all Passport pages having official entries.
5. An undertaking that the candidate has not appeared for any MBA entrance examination for that year (2021) such as CAT/XAT/IIFT, etc.
6. Two letters of recommendation. Preferably, one of these should be written by a current supervisor or manager. The second one should be from someone who is in a position to evaluate the applicant's professional performance as well as his/her managerial and leadership potential. No letter of recommendation should be written by immediate family members, e.g. parents, grandparents, siblings and spouse.
7. The Indian nationals who are living, working, studying abroad should produce with application a certificate from the Indian Embassy / High Commission / Consulate of the country where the candidate is currently based, stated that the candidate has been resident in that country continuously for a period of not less than 18 months as on 31<sup>st</sup> December 2021.

## IMPORTANT INFORMATION

In case of any problem in registration process, the candidates can contact to National Testing Agency (NTA) on Tel. No. 011-40759000 and E-mail: [iiftmba-ib@nta.ac.in](mailto:iiftmba-ib@nta.ac.in). They must indicate their Application No. / Registration No. in their communications to NTA. However, after declaration of result of Computer Based Test, candidates have to contact to IIFT only on 011-39147213 (Direct) / 011-39147200 - 205 (PBX) or e-mail on [admission@iift.edu](mailto:admission@iift.edu)

- There are 258 seats in Delhi Campus and 253 seats in Kolkata Campus. Seats are reserved as per prescribed categories as per Government of India's norms. The reservations are subject to candidates meeting the admission requirements of the Institute under this category.
- Application fee, once paid, will not be refunded.
- Applications of Foreign Nationals under Self-financing Scheme should be routed through the Ministry of External Affairs/Ministry of Human Resource Development, Government of India and should be received by the Institute latest by **15<sup>th</sup> March 2022**. They must send a copy of their valid GMAT score with the application.
- Candidates are advised to communicate the application Number in all correspondence with NTA.
- All disputes would be subject to the jurisdiction of Delhi Courts only.

**INCOMPLETE APPLICATIONS IN ANY MANNER SHALL BE SUMMARILY REJECTED.**

### Ban on Ragging in IIFT

**"RAGGING IS PROHIBITED AS PER THE DECISION OF THE SUPREME COURT OF INDIA IN WRIT PETITION NO. (C)656/1998"**

As per the order of the Hon'ble Supreme Court dated 4.5.2001, ragging is banned in the Institute and anyone found indulging in ragging is likely to be punished appropriately which may include expulsion from the Institute. The students who may be selected and opt to join the programme will be required to submit two affidavits as per the format given by UGC in their website [www.ugc.nic.in](http://www.ugc.nic.in)



# FACULTY & ADMINISTRATION

## VICE-CHANCELLOR

Prof. Manoj Pant  
(Vice-Chancellor and Professor  
Economics)

## FACULTY

### Dean

Rakesh Mohan Joshi

### Head, Kolkata Centre

K. Rangarajan

### Distinguished Professor

Sugata Marjit

### Professors

Abhijit Das  
Biswajit Nag  
Gautam Kumar Dutta  
Jayanta Kumar Seal  
James J. Nedumpara  
Mukesh Bhatnagar  
Murali Kallummal  
Nitin Seth  
Niti Nandini Chatnani  
Om Prakash Wali  
Prabir K. Das  
Pooja Lakhanpal  
Radhika Prosad Datta  
Ram Singh  
Ravi Shanker (on re-employment)  
Ram Upendra Das  
Ranajoy Bhattacharyya  
Rajendra Prasad Sharma  
Rohit Mehtani  
Saikat Banerjee  
Satinder Bhatia  
Sanjay Rastogi  
SheebaKapil  
Saswati Tripathi  
D. Sunitha Raju  
M. Venkatesan  
V.R. Saradhi  
Deepankar Sinha  
Vijaya Katti (on re-employment)

### Associate Professors

Ashim Raj Singla  
Basanta K. Sahu  
Bibek Ray Chaudhuri  
Debashis Chakraborty  
Jaydeep Mukherjee  
Pralok Gupta  
Sachin Kumar Sharma  
Shailja Singh  
Sweta Srivastava Malla  
Jacqueline Symms  
Himani Gupta  
Triptendu Prakash Ghosh

### Assistant Professors

Ankit Kesharwani  
Areej Aftab Siddiqui  
A.K. Srustidhar Chand  
Arunima Rana  
Ashish Gupta  
Anchal Arora  
Anirban Biswas  
Divya Tuteja  
Ginni Chawla  
Kavita Wadhwa  
Neha Jain  
Oindrilla Dey  
Papiya Ghosh  
Parul Singh  
Pratik Maheshwari  
Preeti Tak  
Priyanka Jayaswal  
Satwik Shekhar  
Shiny Pradeep  
Sonu Verma  
Swati Shukla Singh  
Sugandha Huria  
Tamanna Chaturvedi  
Tuheena Mukherjee  
Taufiq Azaz  
Bharat Kumar Chillakuri  
Sanghita Mondal  
Naman Sharma

## ADMINISTRATION

### Registrar

P.K. Gupta

### Deputy Registrars

Gaurav Gulati  
Bhuwan Chandra

### Deputy Finance Officer

Pitambar Behera

### Sr. Administrative Officer

P. Sakthivel

### Assistant Finance Officer

Deepa P.G.

### Administrative Officer

A.K. Lahiri (CWS)

### Assistant Registrars

Meenakshi Saxena  
Nalini Meshram

### Section Officers

Anil Kumar Meena  
Dwaipayan Ash  
Gaurav Gupta  
Jitender Saxena  
Karun Duggal  
Kavita Sharma  
Lalita Gupta  
Mohini Madaan  
Rakesh Kumar Ojha  
Sumita Marwaha

### Accounts Officer

Shahid Anwar

### Hindi Officer

Rajender Prasad

## SUPPORTING STAFF

### Systems Manager

Bimal Kumar Panda

### Asstt. Systems Manager

S. Balasubramanian

### Computer Programmer

Neha Vinayak

### Institute Engineer

R.K. Gupta

### Assistant Librarians

Amita Anand  
Nirmala

## Important Dates

<b>Last date to apply online</b>	<b>: 15.10.2021</b>
<b>Last date to apply online and to submit GMAT score for Foreign Nationals/NRIs</b>	<b>: 15.03.2022</b>
<b>Computer Based Online Test</b>	<b>: 5.12.2021 (Sunday)</b>

## Application Fee

<b>CATEGORY</b>	<b>AMOUNT</b>
For General/OBC	₹2,500/-
For SC/ST/PWD candidates	₹1,000/-
For Foreign Nationals/NRIs	US\$200 / ₹15,000/-



**INDIAN INSTITUTE OF FOREIGN TRADE**  
**DEEMED TO BE UNIVERSITY**  
 (Department of Commerce, Govt. of India)

### DELHI CAMPUS

B-21 Qutab Institutional Area , New Delhi-10016  
 Ph.: 011-39147213 (Direct), 011-39147200 – 205 (PBX)  
 Fax: 91-011-39147301

### KOLKATA CAMPUS

1583 Madurdaha, Chowbagha Road,  
 Ward No. 108, Borough XII,  
 Kolkata-700107

**E-mail:** [admission@iift.edu](mailto:admission@iift.edu)

**Website:** [www.iift.edu](http://www.iift.edu)