

Sponsored MDPs

IIFT has emerged as the nodal Institute for conducting need based training programmes on Trade Operations and the WTO related issues which are being attended by executives from various ministries, State Governments, Public Sector Units, Export Promotion Organizations and Private Sector Industries.

IIFT has conducted sponsored programmes for government officials belonging to all-India services like Indian Foreign Service, Indian Administrative Service, Indian Police Service, Indian Economic Service, Indian Trade Service, Directorate General of Foreign Trade, etc. The Institute also conducts Special Programmes/Seminars on the WTO and the New Trade Regime for IAS Officers/State Level Officials and the WTO & Allied Issues, etc.

Some of the Clients for Sponsored MDPs are as follows:

Mitsubishi Corporation, Sony India, TATA Power, Exxon Mobil, ABN Amro Bank, Rockefeller Foundation, Itochu Corporation, Ranbaxy, Chambal Fertilizers and Chemical Ltd., CIMMCO International, Indian Sugar and General Engineering Corporation, SIEL, Interocean, Indian Aluminium Company, Visakhapatnam Steel Plant, Dena Bank, NALCO, SAIL, ECGC, STC, MMTC, NIS/NITT, RICEM, NABARD, NSIC, KVIC, IITM, NHDC, SIPARD, ETA Ascon Limited, Power Grid Corporation, etc.

In addition, certain important Government Departments and trade promotion agencies have also sponsored programmes for their officials. Prominent among them are Spices Board, Tobacco Board, Tariff Commission, Sports Goods Export Promotion Council, Department of Personnel and Training, Office of the Development Commissioner (Handicrafts), Directorate-General of Resettlement, Ministry of Commerce & Industry, Ministry of Defence, Central Statistical Organization, etc.

Collaborative MDPs

The Institute conducts Collaborative Programmes with leading institutions. So far, MDPs have been conducted in collaboration with National Security Council Secretariat, Federation of Indian Export Organizations, Maharashtra Small Scale Industries Development Corporation, Institute of Rail Transport, Matrix Consulting Group - New Delhi, Business and Community Foundation, etc.



Continuing with the initiative of capacity building across the African continent, consequent to the India-Africa Forum Summit - 2008, a series of Capacity Building Programmes on International Business were held in Uganda, Senegal, and Rwanda.

The Institute has so far conducted about a dozen programmes in various African Countries that include Ethiopia, Egypt, Botswana, Namibia, Angola, South Africa and many others. A programme was also organized at Delhi that was attended by officials, diplomats and entrepreneurs from over 23 African countries. All the programmes received overwhelming response from the participants and the governments in the host countries.

The following Sponsoring International Organizations have sponsored some of the overseas programmes:

UNCTAD/WTO, International Trade Centre, UNDP, UN-ESCAP, UN Assistance Mission in Afghanistan (UNAMA), Colombo Plan Secretariat, Commonwealth Secretariat, India-Egypt Joint Working Group, etc.

Faculty Development Programmes

One of the objectives of IIFT is to promote education, training and research in International Trade and Business in universities and other academic institutions, both in India and abroad. It is in this context that IIFT is organizing Faculty Development Programme (FDPs) for the faculties of Business Schools in the field of International Business. In the past IIFT has organized a series of Faculty Development Programmes in collaboration with NASMEI (North American Society for Marketing Education in India) and Strategy Management Forum. In the current year, IIFT proposes to offer three FDPs.

INTERNATIONAL PROJECTS DIVISIONS

International Projects Division (IPD) of IIFT has been conceived to internationalize the reach of the Institute to the need of other countries and to work as a catalyst to the Indian Government and corporate sector to deepen its economic relationship with partner countries. This Division will help IIFT to achieve the position of a **Centre of Excellence** in imparting education, training and conducting research in other parts of the world in the area of International Business and Trade. One of the key objectives of the IPD is to train 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. IPD would work towards generating views, opinions, analysis on number of contemporary trade and economic issues which would be of interest to different nations in developing economic relationship with other countries including India.

As a part of decisions taken at India Africa Forum Summit (08-09 April 2008), the Institute has been entrusted with the responsibility:

- To conduct customized Capacity Building Programmes on International Business in various parts of Africa, and
- To establish the India Africa Institute of Foreign Trade (IAIFT) at Kampala, Uganda as entrusted by Department of Commerce, Government of India.

The Institute has conducted a series of Capacity Building Programmes in India and in various African countries. These programmes aim at developing required skills and professional competency among entrepreneurs, government officials, professionals and corporate executives in the host countries.

Each of the programme was customized to incorporate specific issues related to the host country and focused on enhancing participants' awareness on various issues related to international business environment and help them in improving overall skills and competency in the management of international trade and business. These programmes received overwhelming response and appreciation by various stakeholders in the host countries.



MBA (INTERNATIONAL BUSINESS) PART TIME

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) 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.
- 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 are made in the training pedagogy. Recognizing the importance of communication in international business, special attention is given to developing proficiency in one of the three foreign languages, currently under offer, namely French, Mandarin and Spanish.

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 Structure

The annual tuition fee payable by each participant for the MBA (IB) Part-time 2011-14 batch is as follows:

Tuition Fee: General/OBC and SC/ST/PH participants.

Year	Category	Trimester-I	Trimester-II	Trimester-III
First	General/OBC	₹ 80,000	₹ 60,000	₹ 60,000
	SC/ST/PH	₹ 40,000	₹ 30,000	₹ 30,000
Second	General/OBC	₹ 80,000	₹ 60,000	₹ 60,000
	SC/ST/PH	₹ 40,000	₹ 30,000	₹ 30,000
Third	General/OBC	₹ 80,000	₹ 60,000	₹ 60,000
	SC/ST/PH	₹ 40,000	₹ 30,000	₹ 30,000
Other Charges	(Payable by all categories of students in Indian Rupees) Computer, Library, Alumni Membership, etc. Charges : ₹ 5,000 per Trimester			

For **Foreign Nationals/NRIs/Children of NRIs**, the fee is US\$7,000 per year plus ₹ 15,000 per annum as annual charges towards computer, library and alumni membership, etc.

Fee is payable at the beginning of each trimester. In case of **Foreign Nationals/NRIs/Children of NRIs** full tuition fee along with other charges is payable annually.



(The exact amount of Tuition Fee and Other Charges as applicable for MBA (IB) Part Time 2012-15 will be informed to the students at the time of sending the confirmed admission letters in May/June 2012).

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 Masters Degree. The participants of MBA(IB) part-time 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 for all the courses to be provided to the participants at the beginning of each trimester.

Class Timings

Saturdays – 15:00 - 19:15 hrs

Sundays – 09:00 - 18:15 hrs

COURSE STRUCTURE

COMPULSORY COURSES

1. Accounting for Managers
2. Business Communication
3. Business Economics + MBE
4. Business Ethics
5. Business Research Method
6. Business Statistics
7. Consumer Behaviour
8. Dissertation Project
9. Financial Management
10. Financial Management-II
11. Global Economic Environment & Policy
12. Global Sourcing and Business Development
13. Indian Economy and Trade Policy
14. International Business Law
15. International Business Strategy
16. International Economics
17. International Financial Management
18. International Marketing Management
19. International Trade Logistics
20. International Trade Operations
21. Introduction to IT
22. IT Applications to Management
23. Language
24. Macro Economics
25. Management Information Systems
26. Marketing Management
27. Operations Research
28. Organisational Behaviour
29. Port Visit
30. Principles of Management (H)
31. Production & Operations Management
32. Psychology for Managers
33. Strategic Management
34. Supply Chain Management
35. Viva

ELECTIVES*



*Each student to opt 8 Electives.

Note: Course Structure subject to revision by the Institute's Academic Council from time to time.

1. Commodity Price & Risk Management
2. Competitive Strategy
3. Corporate Treasury Management & Currency Risk Management
4. Cross Cultural Management
5. Customer Relationship Management
6. Derivatives & Risk management
7. Economics of Micro Finance
8. Enterprise Resource Planning
9. Global Climate Change & Business
10. International Brand management
11. International negotiations
12. Marketing of Services
13. Mergers & Acquisitions
14. Perspective of Entrepreneurship
15. Project Appraisal & Finance
16. Retail & Distribution Management
17. Security Analysis & portfolio Management
18. Strategic Marketing
19. WTO & Business policy

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 June 30, 2012. (Only the work experience after eligibility qualifications will be considered).
- No Objection Certificate from employer is required.
- No age limit.

Mode of Admission

- Essay Writing, GD and Interview in May 2012.
- 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 Application Form available at IIFT.
- The forms will be supplied against a demand draft of ₹1,200 (₹600 for SC/ST/PH candidates) favouring "Indian Institute of Foreign Trade" payable at New Delhi or cash payment of ₹1,200 (₹600 for SC/ST/PH candidates). SC/



ST/PH category candidates are required to produce photocopy of the Certificate for purchasing the Application Form.

- Complete details of the Programme are also available at our website: www.iift.edu. Application Form can also be downloaded from IIFT website and should be accompanied by a DD/Pay Order of the requisite amount at the time of submission.
- Filled-in applications with enclosures should reach IIFT at B-21, Qutab Institutional Area, New Delhi-110 016 on or before 13th April 2012.
- 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.
- IIFT will not be responsible for postal delays or non-receipt of applications due to postal loss.
- Application fee will not be refunded.
- All disputes will be subject to the jurisdiction of Delhi Courts **ONLY**.

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

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