INDIAN INSTITUTE OF FOREIGN TRADE
Deemed to be University

MBA
(International Business)

PROSPECTUS
2019-21

www.iift.edu
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 boundary.

IIFT RANKING in Various Surveys

- Ranked ‘A Grade’ by National Assessment and Accreditation Council (NAAC) with CGPA score of 3.53
- Ranked 23 by survey of National Institutional Ranking Framework (NIRF), Ministry of HRD
- Ranked 6 under Best Government Universities in India by India Today in 2018
- Ranked 9 by Dalal Street Investment Journal in B-School Ranking 2018
- Ranked Super League 1 in Business Standard’s Best B-School Rankings 2017
- Ranked 1 under Top Govt. B-Schools of India by GHRDC-CSR B-School Survey 2017
- Ranked 9 in India’s Best B-Schools by Business Today-MDRA Survey 2017
Over the last 55 years, IIFT has nurtured excellence in international trade and investment. Indian Institute of Foreign Trade (IIFT) which exemplifies academic excellence marked its modest beginning as a facilitator for international trade in 1963. Since then, IIFT has emerged as one of the pioneering and leading B-Schools in Asia Pacific besides being a Think Tank Organization for foreign trade and policy matters and also a hub for research and knowledge dissemination.

Recognizing the immense contribution of IIFT for promoting skill and knowledge in International Business, it was accorded the status of “Deemed to be University” in 2002. The National Assessment and Accreditation Council (NAAC) has recognized IIFT as Grade ‘A’ institution in 2005 as well as in 2015. The National Institute Ranking Framework (NIRF) has also ranked it as 23rd under Management in 2018 as compared to 30th in 2017. Needless to mention that most surveys conducted year after year have ranked IIFT amongst the top 10 Business Schools in India.

IIFT offers an array of programmes starting from Ph.D. to Diploma and Certificate Courses in International Business. But the MBA in International Business offered by IIFT in Delhi and Kolkata still remains the flagship programme for the Institute. Over 62,000 candidates apply for the exclusive entrance exam conducted by IIFT every year across the country to compete for 410 places. It indicates the popularity of IIFT as a ‘B-School’. If placement is considered as an indicator, it is not surprising that IIFT has secured 100 per cent placement year after year. The Institute completed the final placement of MBA (IB) Batch of 2016-18 ahead of most premiere B-schools with an impressive highest compensation in excess of US$150,000 p.a. for four students.

With recent changes in the arena of international business, domestic markets have become intertwined with global value chain. 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.

Let me extend a warm invitation to you to become a part of IIFT knowledge process to enhance your skills and emerge as global managers and continue 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 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.

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:

- 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).
- 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 (through Talentedge).
INTERNATIONAL COLLABORATIONS

In order to retain its position as a top B-School and a highly rated research organization, IIFT has been successfully strengthening its relationship with regional as well as international institutes.

MEMBERSHIP

IIFT is a Member of the following organizations:

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

MEMORANDUM OF UNDERSTANDING (MoUs)

IIFT has also entered into MoUs with the following institutions:

- Aberystwyth University, Aberystwyth, UK
- Ajou University, Suwon, South Korea
- Allianza 4 Universidades, A4U, Spain
- Bradley University, Peoria, Illinois, USA
- Brock University, St. Catharines, Ontario, Canada
- EM-Strasbourg Graduate School of Management, France
- ESC Rennes School of Business, France
- Florida International University, Miami
- Foreign Trade Training Centre (FTCC), Cairo, Egypt
- Foreign Trade University Hanoi, Vietnam
- Grenoble School of Management, Grenoble Cedex, France
- HANKEN-Swedish School of Economics and Business Administration, Helsinki, Finland
- IESEG-School of Management, France
- Institute of Finance Management (IFM), Dar-es-Salaam, Tanzania
- International Business School Americas, Brazil
- International Institute for Trade and Development, Bangkok, Thailand
- International Institute of Business Networking, Russia
- International University in Geneva, Geneva, Switzerland
- Pforzheim University, Pforzheim, Germany
- SKEMA Business School Antipolis, Cedex, France
- The University of Newcastle, Newcastle, Australia
- Università Commerciale L. Bocconi, Milano, Italy
- Universität des Saarlandes, Germany
- University of Bradford, UK
- University of Insubria, Italy
- University of International Business and Economics, Beijing, China
- Vietnam Institute for Indian and Southwest Asian Studies
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. 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 plush 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
The campus is located in IIFT’s own premises in 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
IIFT will be functioning from its proposed premises in Kakinada subject to clearance from regulatory bodies/authorities.

A plot of about 25 acres has been allotted to IIFT by Government of Andhra Pradesh in Kakinada. The campus at Kakinada with similar facilities as at Delhi & Kolkata Campus, including residential provisions is expected to be ready in three years.

HOSTEL FACILITIES
The MBA (International Business) is a fully residential programme.

LIBRARY FACILITIES
A fully automated Foreign Trade Library is a vast knowledge bank with an impressive collection of more than 1,03,840 resources that comprises nearly 76,805 books and CD volumes, 17,631 bound periodicals and 255 periodicals on the subjects Statistical theory, Banking, Industries, Management, Marketing, Economics, Logistics, Consumerism, Geopolitical Economic System etc. The library has access to Bloomberg Database as well.

The “WTO Resource Centre” provides information exclusively on WTO and related issues. The Centre is a depository of number of books, periodicals, reports,
documents, video cassettes & CD ROMs on WTO, published by WTO and government/non-government and international organizations. The subject areas included are Anti-dumping and Countervailing Duties; Bilateral Trade; Dispute/Dispute Settlement; Countries Seeking Accession to WTO; Trade Related Intellectual Property Rights; Trade in Services; Trade Related Investment Measures; World Trade Law; Government Procurement; Electronic Commerce and WTO; Social Clause and Labour Standards; Trade and Environment; Trade and Technology; Trade in Textiles; and General issues in WTO.

In order to facilitate online access to information, IIFT Library has also subscribed 27 trade related online and offline databases like EBSCO, Proquest, Emerald, Blackwell, CMIE, JSTOR, Indiastat, World Trade Online, IMF Databases, OECD online, World Trade Atlas and ‘Bloomberg Terminals’ with many more to its list.

COMPUTER FACILITIES
The state-of-the-art infrastructure facility at IIFT includes well equipped computer centre which caters to the students and faculty members’ specific requirements. Most of the activities which require IT support revolve around the training and research activities pursuits.

The computer lab for the students is open 24 hours with adequate number of desktop connections. This facility also houses the provision to conduct online assessment activities by the faculty.

In addition to the above, more than 300 desktop computers (Core 2 duo and i5), and colour monitors with Windows OS have been installed in the campus. These are fully supported with OS/Application software such as Novell Groupwise, Microsoft Live Communication, Oracle, VB, Microsoft project, Java, SPSS, E-Views, SAS, etc.

IIFT has its Data Centre equipped with unified storage, virtualised server environment, web servers, email servers, etc. for the use at the institute. For its internet requirements IIFT avails 125 mbps leased line with three backup ISP on load balancing. Apart from this, IIFT also uses video conferencing facility to connect to a global audience spread across Africa, Europe and South East Asia.

IIFT’s recent foray extensively in the online education platform has been possible with the state-of-the-art IT infrastructure support being provided for the conduct of these 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 WiFi 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 has developed several enterprise applications in-house using .NET, ASP, Oracle and SQL platforms. These applications cater to on-campus as well off-campus programmes of the Institute. This includes developing the indigenous Campus 360 solution, which is a fully integrated platform 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 and many more related activities.

PUBLICATIONS
The research carried out by the Institute is widely disseminated in the form of study reports, monographs and occasional papers. The major beneficiaries of these research findings are academicians, policy-makers, trade & industry, multilateral organizations, researchers and NGOs. In addition, Foreign Trade Review, a quarterly journal of the Institute is published by SAGE Publications. The journal focuses on key relevant areas such as international trade, finance, econometrics, IT, WTO, trade blocs and marketing. Focus WTO, another quarterly journal published by the Institute focuses exclusively on international trade and business issues. In addition, it contains book reviews, case studies, abstracts of doctoral dissertations, seminar & conference abstracts, etc. Under the Working Paper Series, the main aim of IIFT is to help faculty members share their research findings with professional colleagues in the pre-publication stage. The papers are published on-line and uploaded on IIFT website. Another quarterly e-Newsletter Tech-n-Trade focuses on a particular theme or allied themes in each issue in the domain of technology, innovation and trade.
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 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 in keeping with the objective of aligning Elective Courses with changing dynamics of the business world, as well as to make the courses more industry relevant. 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. Business Economics
2. Business Research Methods
3. Business Statistics
4. Corporate Ethics & Governance
5. Data Analytics
6. Financial Accounting
7. Financial Management-I
8. Financial Management-II
10. India and WTO
11. International Business Strategy
12. International Economics
15. International Trade Logistics
16. International Trade Operations & Documentation
17. IT Application in Management-I
18. IT Application in Management-II
19. Legal Aspects of Business
20. Macro Economics
21. Management Accounting
22. Management of Global Sourcing
23. Managerial Communication
24. Marketing Management
25. Operations Management
26. Operations Research
27. Organizational Behaviour
28. Strategic Management
29. Supply Chain Management
30. Trade Analytics

**ELECTIVE COURSES**

I. General Management and Strategy
1. Competitive Strategy
2. Entrepreneurship
3. International Contract Management
4. Management of Strategic Alliances
5. New Venture Creation & Start-ups
6. Strategy Execution & Tools

II. 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

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

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

V. Marketing
1. Advertising & Promotion Management
2. B2B Marketing
3. Brand Management
4. Consumer Behaviour
5. Customer Relationship Management

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

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

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

**OTHER COMPONENTS**

- Port Visit
- Summer Project
- Research Project
- Comprehensive Viva (end of first & second year)
- SAP (Social Awareness Programme)

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.
The International Management Forum (IMF) is an elected body of the students which coordinates and provides administrative support to various students’ clubs and activities including symposia and contests.

**STUDENT ACTIVITIES AND ACHIEVEMENTS**

The students have various clubs, namely Brandwagon, Cashanova, Socrates, Systemix and Blash to interact and debate on contemporary issues of Marketing, Finance, Consulting, IT, Trading and organize national level symposia and conclave. In addition, there is an Entrepreneurship Cell to promote entrepreneur spirit among the student community. The Social Awareness Club—“Koshish” excels in cultivating social responsibility amongst the management students. The IIFTians have over the years developed a flair for quizzing and

**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 North America. 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 have also gone up over the years and currently it is around 45 for the 2017-18 session.

The selection process for the batch commences every year between August-September for the completion of the 3rd 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 are as follows:
- Aberystwyth University, UK
- Ajou University, Suwon, Korea
- Allianza Universidades, Spain
- Bradley University, Peoria, Illinois, USA
- Brock University, St. Catharines, Canada
- ESC Rennes School of Business, France
- Florida International University, USA
- Foreign Trade Training Centre (FTCC), Egypt
- Foreign Trade University, Vietnam
- French Riviera Chamber of Commerce and Industry, France
- Grenoble School of Management, France
- HANKEN-Swedish School of Economics & Business Administration, Finland
- IECS-Strasbourg Graduate School of Management, France
- IESEG–School of Management, Lille Catholic University, Lille, France
- Institute of Finance Management (IFM), Dar-es-Salaam, Tanzania
- International Business School Americas, Brazil
- International Institute for Trade & Development, Thailand
- International Institute of Business Networking, Russia
- Pforzheim University, Pforzheim, Germany
- SKEMA Business School, France
- The International University, Switzerland
- The University of Newcastle, Australia
- Università Commerciale L. Bocconi, Italy
- Universität des Saarlandes, Germany
- University of Bradford, UK
- University of Insurbia, Italy
- University of International Business and Economics, China
have made their presence felt in B-Schools quiz and corporate competitions across the country. IIFT students have won some of the prestigious academic and corporate competitions such as “Mahindra War Room” organized by Mahindra & Mahindra, “Invent a New Future Challenge” by 3M, “Carpe Diem” organized by Hindustan Unilever Ltd., “RBI Policy Challenge” organized by Reserve Bank of India, “CFA Research Challenge” organized by CFA, “Etal” organized by Economic Times, “Optimus” organized by IIM–Bangalore, “Bizworth” organized by IIM–Calcutta, “CITI Innovation Challenge” organized by Citibank and many more.

**PLACEMENT PROGRAMME**

The institute has a placement cell which provides guidance and assistance to two-year full-time MBA (IB) students in securing suitable career opportunities in organizations both within and outside the country. IIFT, being one of the country’s premier business schools, provides socially responsible global managers. IIFT Alumni are holding eminent positions in India and abroad.

In 2017-18, IIFT completed the final placements process of its largest ever batch of 2016-18 in record time with offers from domain leaders of the industry, making it the fastest premier B-School to place its ongoing batch.

A total of 31 students were placed in International Business roles in South America, Thailand, Africa and South-East countries with top notch recruiters—a splendid 55% jump from the preceding year. Four students receiving a package of US$150,000 per annum along with another layer of compensation of US$80,000 being offered to 7 students, carves a new position for itself in the global scenario.

The average compensation offered to the IIFT students this year went as high as ₹19.23 LPA per annum, with the domestic average standing at ₹18.27 LPA.

The highest domestic compensation offered witnessed a rise from ₹26 LPA last year to ₹29 LPA.

Of the total batch strength of 288, IIFT saw an increase of 29.10% in the number of Pre-Placement Offers. Total of 93 PPOs were made in comparison to 74 last year reaffirming the recruiters’ faith in the talent and hard work of the candidates at IIFT. 35 companies associated with IIFT for the first time including prominent brands like Arcesium, Avendus Capital, BMW, CP Group, Deloitte USI (S&O) EXL, PepsiCo, Tech Mahindra, YES Bank amongst others.

IIFT, globally recognized for its leadership in Trade, has shown spectacular skills across all domains and the campus visit by top recruiters being a testimony to the same. Airtel, AkzoNobel, Bajaj Auto, Britannia, Dell, Flipkart, Godrej, Google, GSK, Hewlett-Packard, ITC, LAVA, MSIL, Raymond, Sterlite Power, Tata Group, Tetrapak and Vodafone are some of the regular recruiters in the Sales & Marketing Domain.

Stalwarts in the Finance sector such as Axis Bank, Citi Bank, CRISIL, DBS, Edelweiss, Goldman Sachs, HSBC, ICICI Bank, JP Morgan Chase & Co., Nomura, YES Bank, etc. recruited IIFT students in large numbers.

IIFT continued to witness impressive international offers. Olam, TGI, AluZinc, ADM and Phoenix Commodities visited IIFT for their coveted Trade roles under their esteemed Management Trainee programs, placing students across various parts of Africa, Latin America and Southeast Asia.

CP Group based out of Thailand recruited for its Future Leaders Program (FLP) for their various business verticals across all domains. British Telecom, DBS, Godrej, Hero MotoCorp, Mother Dairy, Shapoorji Pallonji, TetraPak and TVS Motors recruited students for various domains in their International Business streams.

The placements of 2016-18 batch saw some of the top-notch recruiters regularly visiting IIFT such as Aditya Birla Group recruiting for their coveted LEAP program, Amazon, Bain Capability Centre, Cognizant Business Consulting, Darbur, GEP, GE, Infosys Management Consulting, L&T, Michael Page, RPG group, Shell, Tata group, Wipro IT Consulting etc. IIFT also associated for the first time with organisations such as Acquisory Consulting, Adani Group, i3 Consulting, Mother Dairy, Murugappa Group, OYO Rooms, Shapoorji Pallonji, Sterlite Power, VECV, VF Corporation, etc.

**RECRUITERS OF 2018**

- ABC
- Aditya Birla Group
- Acquisory
- BMW
- ADM
- AgroCorp
- Airtel
- Akzonobel
- AluZinc
- Amazon
- Axis
- Axis Securities
- Babaji Shivram
- Bajaj
- Bain & Company
- Boston Scientific
- Britannia
- British Telecom
- Bridge2i
- Capgemini
- CBC
- Citib
- Click Labs
- Coromandel
- CRISIL
- Nomura
- Dabur
- DBS Bank
- Decathlon
- Dell
- Deloitte S&O USI
- Deugro
- Edelweiss
- EXL
- Flipkart
- Games
- GCPL
- GE
- GEP
- Google
- GPL
- Goldman Sachs
- GS-K-Ch
- Hero
- Hexaware
- HP
- Honeywell
- HSBC
- HT Media
- I3
- IBM
- ICSI
- IDFC
- IMC
- Indigene
- Intuieri
- IOCL
- ITC
- IVP
- Jain Irrigation
- JPMD
- JSW
- Jumbo Electronics
- L&T
- LAVA
- LT
- Madura
- Makro
- Manpasand Beverages
- Marico
- Mother Dairy
- MP
- MSIL
- Next Education
- Olam
- Oyo
- Pepsi
- Polestar
- Pwc
- Quest Global
- Raymond
- RPG
- Shapoorji
- Shell
- SMT
- Soulflower
- Star Cement
- Sterlite Power
- Synergy
- TCS
- Tata Metalliks
- Tata Motors
- Tata Sky
- Tata Steel
- Tetrapak
- TGI
- Titan
- Trident
- TVS
- ValueLabs
- VECV
- VF
- Vodafone
- Wipro
- Wipro IT
- Yes Bank
FEE STRUCTURE

FEE
The annual tuition fee payable by each participant for the MBA (IB) batch 2018-20 is ₹8,35,000 which can 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 on 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 2018-20 batch under this category is US$30,000 per year and other charges of ₹32,500 in the first year and ₹22,500 in the second year.


REFUND OF FEE
(Applicable to all categories of candidates)
1. If a student chooses to withdraw from the programme, the institute shall follow the following four-tier system for the refund of fees remitted by the student:

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Percentage of Refund of Aggregate fees*</th>
<th>Point of time when notice of withdrawal of admission is served</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>100%</td>
<td>15 days before the formally-notified last date of admission</td>
</tr>
<tr>
<td>2.</td>
<td>80%</td>
<td>Not more than 15 days after the formally-notified last date of admission</td>
</tr>
<tr>
<td>3.</td>
<td>50%</td>
<td>More than 15 days but less than 30 days after formally-notified last date of admission</td>
</tr>
<tr>
<td>4.</td>
<td>00%</td>
<td>More than 30 days after formally-notified last date of admission</td>
</tr>
</tbody>
</table>

* Inclusive of course fees and non-tuition fees but exclusive of caution money and security deposit.

2. In case of (1) in the table above, the Institute shall deduct an amount not more than 10% of the aggregate fees as processing charges from the refundable amount.

Formally-notified last date of admission will be mentioned in the final offer letter sent to selected candidates.

HOSTEL FEE
MBA (IB) is a residential programme and all the students are compulsorily 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 2018-20 batch is ₹47,000 per student per annum on triple occupancy basis and ₹57,000 on double occupancy basis for Delhi Campus.

In Kolkata, the students are allotted accommodation on single occupancy basis. The hostel rent is ₹57,000 p.a. for Kolkata Campus. The hostel rent is payable in advance on yearly basis.

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.

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 ₹4.50 lakh per year can apply under this scholarship. Depending upon the fee and other expenses the amount of educational loan is revised every year.

Scholarships by Government of India
- Merit cum means scholarship for students belonging to Minority Communities
- Central sector scholarship scheme for Top Class education for SC students
- Scholarship for Higher education to ST students

For further details about government scholarship schemes, please visit the national scholarship portal at http://www.scholarships.gov.in

The Institute retains the right to add or delete any scholarship scheme or change the existing clause(s) as and when required.
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 7th October 2019.
- 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 7th October 2019. No request for extension of time for re-evaluation, etc. will be entertained.

PATTERN OF ADMISSION TEST

The admission test is a multiple choice objective type written test (in English) of 120 minutes. It generally consists of questions covering English Grammar, Vocabulary and Comprehension, General Knowledge & Current Affairs, Logical Reasoning, Data Interpretation and Quantitative Analysis.

MODE OF ADMISSION

The process indicated below will be applicable equally for admission to Delhi, Kolkata and Kakinada Campuses.

- On the basis of Written Test, Group Discussion, Writing Skills Assessment and Interview.
- Written Test on Sunday, 2nd December 2018 between 10.00 a.m. and 12.00 noon at Ahmedabad, Allahabad, Bengaluru, Bhubaneswar, Chandigarh, Chennai, Coimbatore, Dehradun, Delhi, Guwahati, Hyderabad, Indore, Jaipur, Jamshedpur, Kochi, Kolkata, Lucknow, Mumbai, Nagpur and Visakhapatnam.
- Shortlisted candidates will be called for Writing Skills Assessment, Group Discussion and Interview to be held in January / February 2019 at Ahmedabad, Bengaluru, Chennai, Delhi, Hyderabad, Kolkata, Lucknow and Mumbai. Students who opt for Allahabad, Bhubaneswar, Chandigarh, Coimbatore, Dehradun, Guwahati, Indore, Jaipur, Jamshedpur, Kochi, Nagpur and Visakhapatnam as centres for written test need to select one of the above specified centres for Writing Skills Assessment, GD and Interview.
- The Institute reserves the right to add/delete any centre, if required.

CHANGE OF CENTRE

Candidates should be careful while opting for the Admission Test Centre. A fee of ₹1000 will be charged for changing the opted centre. No request for change of centre will be entertained after 5th November 2018.

ADMIT CARDS

The Admit Cards can be downloaded from IIFT’s website from 16th November 2018. With a print out of the Admit Card, the candidate should reach the venue of the Exam Centre on 2nd December 2018 latest by 9.00 a.m. with one of the following documents: (a) Passport, (b) Election I-Card, (c) Aadhar Card, (d) PAN Card or (e) Driving License for appearing in the Exam.

HOW TO APPLY

Please visit IIFT website, i.e. www.iift.edu Click on the ADMISSIONS 2019 icon and fill in the Online Application Form as per details given in the website.

The cost of Prospectus and Application Form is one-time payment of ₹1,650 (₹825 for SC/ST/PWD candidates) which includes application screening and Entrance Test Fee and the candidates are not required to pay any other fee.

SC/ST/PWD/OBC (Non-creamy layer) candidates need to upload the requisite certificate with the Application Form. (Category once filled by the candidate in his / her online application, will not be changed under any circumstances).
**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 7th October 2019.
- 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 31st December 2018 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 31st December 2018.
- 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 15th February 2019. GMAT taken before 1st January 2017 is not valid.
- If the candidate has appeared for any MBA entrance examination for that year in India (2018) such as CAT /XAT /IIFT, etc., he/she is not eligible to apply.
- 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 interview.
- Shortlisted 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 Skype.

**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 (2018) 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, stating that the candidate has been resident in that country continuously for a period of not less than 18 months as on 31st December 2018.
In case of any problem, the candidates can contact the Section Officer (Admissions Cell) on Tel. Nos. 011-39147213 (Direct), 39147200 - 205—PBX) and E-mail: admissions2019@iift.edu. They must indicate their Application No. in their communications to IIFT.

- There are 220 seats in Delhi Campus and 200 seats in Kolkata Campus. Seats are reserved 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 15th February 2019. They must send a copy of their valid GMAT score with the application.
- Complete details of the programme are available at IIFT’s website: www.iift.edu and the students can submit applications online by visiting the website and clicking the “ADMISSIONS 2019” icon available on the homepage.

Candidates are advised to communicate the Application Number in all correspondence with the Institute.

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

FACULTY & ADMINISTRATION

DIRECTOR
Prof. Manoj Pant
(Director and Professor of Economics)

FACULTY
Chairpersons
D. Sunitha Raju
Rakesh Mohan Joshi
Ravi Shanker
Satinder Bhatia
Vijaya Katti

Head, Kolkata Centre
K. Rangarajan

Professors
Abhijit Das
Ashok Kapoor
Biswajit Nag
Chandni Raina
Gautam Kumar Dutta
James J. Nedumpara
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

Associate Professors
Ashim Raj Singla
Basanta K. Sahu
Bibek Ray Chaudhuri
Debashis Chakraborty
Deepankar Sinha
Jayanta Kumar Seal
Jaydeep Mukherjee
M. Venkatesan
Nitin Namdi Chatnani
Pooja Lakhani
Pralok Gupta
Rajendra Prasad Sharma
Sachin Kumar Sharma
Shailja Singh
Saswati Tripathi
Sweta Srivastava Malla
V. Raveendra Saradhi

Assistant Professors
Ankit Kesharwani
Areej Aftab Siddiqui
A.K. Srustishhar Chand
Arunima Rana
Ashish Gupta
Divya Tutela
Ginni Chawla
Himani Gupta
Jacqueline Symms
Kavita Wadhwa
Liteshwar Rao
Papiya Ghosh
Parul Singh
Prakash Singh
Pratik Maheshwari
Preeti Tak
Priyanka Jayaswal

Reena Nayyar
Satwik Shekhar
Shiny Pradeep
Sonu Verma
Swati Shukla Singh
Tamanna Chaturvedi
Triptendu Prakash Ghosh
Tuheena Mukherjee

SUPPORTING STAFF
Placement & Corporate Advisor
Harkirat Singh

Systems Manager
Bimal Kumar Panda

Asstt. Systems Manager
S. Balsubramanian

Computer Programmer
Neha Vinayak

Assistant Librarians
Amita Anand
Nirmala

ADMINISTRATION
Registrar
P.K. Gupta

Deputy Registrar
Gaurav Gulati

Sr. Administrative Officers
Bhuwan Chandra
Desh Raj

Sr. Finance Officer
Pitamber Behera

Finance Officer
Deepta P.G.

Administrative Officers
A.K. Lahiri (CWS)
B. Prasanna Kumar
Meenakshi Saxena
Nalini Meshram

Assistant Finance Officer
Shahid Anwar

Hindi Officer
Rajender Prasad

Section Officers
Anil Kumar Meena
Chiranjii Lal
Dwaipayan Ash
Gaurav Gupta
Jitender Saxena
Karan Duggal
Kavita Sharma
Lalita Gupta
Mohini Madaan
P.K. Khanna
Rakesh Kumar Ojha
Sumita Marwaha
### Important Dates

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
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<tbody>
<tr>
<td>Last date to apply online</td>
<td>Friday, 14&lt;sup&gt;th&lt;/sup&gt; September 2018</td>
</tr>
<tr>
<td>Last date to apply online and to submit GMAT score for Foreign Nationals/NRIs:</td>
<td>Friday, 15&lt;sup&gt;th&lt;/sup&gt; February 2019</td>
</tr>
<tr>
<td>Written Examination:</td>
<td>Sunday, 2&lt;sup&gt;nd&lt;/sup&gt; December 2018 (10.00 a.m. to 12.00 noon)</td>
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### Application Fee

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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<tbody>
<tr>
<td>For General/OBC:</td>
<td>₹ 1,650</td>
</tr>
<tr>
<td>For SC/ST/PWD candidates:</td>
<td>₹ 825</td>
</tr>
<tr>
<td>For Foreign Nationals/NRIs:</td>
<td>₹US$85/ ₹5,500</td>
</tr>
</tbody>
</table>