

**EXECUTIVE POST GRADUATE DIPLOMA PROGRAMMES
PROSPECTUS
(2018-2019)**



**EXECUTIVE POST GRADUATE DIPLOMA IN INTERNATIONAL BUSINESS
(EPGDIB)**

**EXECUTIVE POST GRADUATE DIPLOMA IN INTERNATIONAL MARKETING
(EPGDIM)**

**EXECUTIVE POST GRADUATE DIPLOMA IN INTERNATIONAL FINANCIAL
STRATEGIES (EPGDIFS)**

INDIAN INSTITUTE OF FOREIGN TRADE
Deemed to be University



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

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

Important Information

Important Dates	
Last date of Receipt of Application	07 July, 2018
Commencement of Courses EPGDIB/EPGDIM/EPGDIFS	01 August, 2018 (Wednesday)

MODE OF ADMISSION & ELIGIBILITY

Admission to Executive Programmes will be offered by the Institute based on candidates' fulfilment of eligibility conditions and ability to synchronise programme objectives with personal career goals. The Executive Programmes are open to working managers and self-employed individuals who meet the following criteria:

- Post-Graduate Degree/Engineering Degree or equivalent from any recognised University or Institution and managerial work experience of THREE years.

OR

Graduation or equivalent degree from any recognised University or Institution and managerial work experience of FIVE years.

- Only the work experience after meeting the eligibility qualifications, as on 30th April 2018 will be considered.
- Company sponsorship or No Objection Certificate from the employer is required at the time of admission
- Seats are reserved for SC/ST/OBC (non-creamy layer)/PWD candidates as per Government of India rules.
- No age limit.

HOW TO APPLY

- Application to EPGDIB/EPGDIM/EPGDIFS Programme is through prescribed on-line Application Form.
- The Application Fee of Rs.1,500 (Rs.750 for SC/ST/PH candidates) will be paid as per instructions included in the brochure.
- 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
- Filled-in applications with enclosures and evidence of payment of Application Fee should be uploaded **latest by 7th July, 2018.**
- **APPLICANTS MUST MENTION THE E-MAIL ID CLEARLY IN THE APPLICATION FORM.**
- 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 last date will be rejected.

Director's Message



The corporate world of today is marked with constant change and dynamism. Technology and consumer tastes are evolving faster than ever, and are driving a fundamental transformation in the way organizations respond to their demands. Recognizing the importance and impact of this inevitable change is the key to staying ahead of the curve, not just for organizations, but equally for managers.

In the present day, corporate managers must remain on their feet to transform the challenge of change into new strategies for doing business. Agility and ability to learn to navigate through turbulent business environment have become an imperative. Managers need to make constant effort to stay relevant and effective within their organizations in particular and the corporate world in general. Such managers are corporate learners, who are always ready with new paradigms for guiding the people, processes, and businesses.

The Executive Post Graduate Diploma Programmes of IIFT are designed to deliver the learning essential for participants to prepare themselves for becoming dynamic leaders and learners ready to take on new and challenging roles in the business world. The participants are educated and oriented through the Executive Programmes to anticipate change and to adapt readily to new business environments.

All the Executive Post Graduate Diploma Programmes of IIFT- EPGDIB, EPGDIM and EPGDIFS offer an intensive curriculum built around contemporary courses. Therefore, participating executives are exposed to a learning environment that is demanding and fulfilling at the same time. The courses and curriculum are regularly updated to integrate current business developments and practices. The Executive Post Graduate Diploma Programmes of IIFT command high academic regard and offer a splendid opportunity for personal as well as professional growth.

The **Executive Post Graduate Diploma in International Business (EPGDIB)** is an esteemed programme in international business designed for working executives, and is based on a comprehensive structure intended to deliver education in international business and its related aspects. The **Executive Post Graduate Diploma in International Marketing (EPGDIM)** focuses on marketing of goods and services in the international context. The **Executive Post Graduate Diploma in International Financial Strategies (EPGDIFS)** is another specialized programme designed for participants with the analytical and intellectual aptitude to take up rewarding careers in the financial sector.

In its 54 years, IIFT has made its place as an academic centre of excellence in the area of International Business, and as a well-networked institution committed towards delivering globally competitive business education, training and research. IIFT is proud of its alumni who hold key positions in the arena of International Business. I extend an invitation to all corporate learners to join IIFT's executive programmes for realizing their professional aspirations.

(PROF MANOJ PANT)

ABOUT THE INSTITUTE

The Indian Institute of Foreign Trade (IIFT), Deemed to be University, is the national Institute in International Business Education and Research. Established in 1963, as an autonomous body under the Ministry of Commerce & Industry, Government of India, it has contributed in the skill building for the external trade sector of India. The contributions of the Institute have earned it the status of “Deemed to be University” in the year 2002. Over the years, IIFT has emerged as the national university with focus on International Business Management and Strategy, and such focus is reflected in all three major activities of the Institute: Research, Training and Education.

Location

Located in Qutab Institutional Area, overlooking green ridge and historical QutabMinar, 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 500 seating capacity, MDP Centre, incubation centre, computer centres, indoor games, sports ground, besides excellent residential facilities for the students.

Objectives & Activities

IIFT was set up with the following objectives:

- Impart professional education in modern management techniques relevant to international business.

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

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

- Ph.D. Programme at Delhi & Kolkata.
- MBA (International Business) at New Delhi & Kolkata.
- MBA (International Business) Weekend programme at New Delhi and Kolkata
- MBA (International Business) at Dar-es-Salaam (Tanzania).
- Executive Post Graduate Diploma in International Business at New Delhi and Kolkata
- Executive Post Graduate Diploma in International Marketing at New Delhi
- Executive Post Graduate Diploma in Finance at New Delhi
- Executive Post Graduate Diploma in International Business (through VSAT) in 91 cities across India

INTERNATIONAL COLLABORATIONS AND CAPACITY DEVELOPMENT

The International Collaborations & Capacity Development (ICCD) Division of IIFT plays an important role in the Institute through the following 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 programmes and conferences.

International Collaborations

IIFT has collaborations with 25 Universities/ B-Schools throughout the world. The key areas of collaboration with partner institutes include the following:

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

Some of our key partners include the following Institutes/Universities:

USA	FloridaInternationalUniversity
CANADA	Brock University
UK	School of Management, University of Bradford
FRANCE	SKEMABusinessSchool
	IESEG – School of Management
	RennesSchool of Business
	GrenobleSchool of Management
	EM-StrasbourgGraduate School of Management
ITALY	University of Insubria
	Università Commerciale L. Bocconi
GERMANY	Universität des Saarlandes
	Pforzheim University
FINLAND	HANKEN-SwedishSchool of Economics and Business Administration
SPAIN	University of Madrid
	University of Barcelona

Membership

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

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

AACSB Accreditation

IIFT is in the process of achieving accreditation from AACSB International. AACSB- The Association to Advance Collegiate Schools of Business is a non-profit corporation of business schools which provides internationally recognized, specialized accreditation for business and accounting programmes at bachelor's master's and doctoral level. AACSB Accreditation is known, worldwide, as the longest standing, most recognized form of specialized/professional accreditation an institution and its business programmes can earn. The Institute is in the implementation phase of AACSB and action plans for various standards are prepared for execution within the Institute.

RESEARCH AT IIFT

Research occupies a critical place in the spectrum of IIFT's activities because of the institutional emphasis on a strong and pervasive interface between research and training. The Institute has so

far brought out more than 700 research studies and surveys. In addition, it has developed substantial consulting capacity in analysing international business situations and developing appropriate corporate strategies. The Institute also offers a vibrant Ph.D. Programme and the students who have been awarded doctoral degree at IIFT are placed highly in academic institutes, government departments and leading corporate houses. Focus on research has been growing with special emphasis on Ph.D. Programme, Trade and other conferences hosted at IIFT and inter departmental research & consultancy projects conducted by faculty.

Research activities are undertaken both as part of its own research programmes and at the instance of its clients, which include Central and State Governments, Public Sector Undertakings, and International organizations like the World Bank, the FAO, International Trade Centre, UNCTAD, WTO, UNIDO, ESCAP, German Development Institute, etc. Current portfolio of research includes: Trade Policy Research, Functional Research, Preferential & Foreign Trade Agreements, Survey Research and Database Development.

During the last three years IIFT has completed Research Projects like:Preparation of Export Management & Compliance Manual, Study on Trade Impact of WP29 on India, Study of Coir Exports Sustainability in Context of Coir Fibre Scarcity for Product Exporters, Study on Impact of FTA on Chemical and Petrochemical Sector, etc.

Centre for MSME Studies

IIFT's Centre for MSME Studies aims at providing continuous support to the SME sector by carrying out activities which can broadly be classified into conducting Training Programmes, provision of Business Intelligence services through comprehensive information hub and acting as a catalyst for Interfacing with other concerned and associated institutions and organizations, both within the country and abroad.

Under its wide gamut of activities, training and capacity building of SMEs both at National and International levels stands as one of the prime activities. These programmes are being conducted in various areas of international business such as international marketing, trade operations and logistics, international finance, WTO related issues, documentation and trade facilitation measures, entry level strategies, etc. The modules are being designed for SMEs, trade bodies, industry associations, policy makers and negotiators. This calls for collaboration of the

centre with sectoral Export Promotion Councils and commodity boards towards extending the knowledge support on pertinent issues of trade interest for the MSMEs.

The Centre has been successful in establishing Regional MSME Centre at Shimla (Himachal Pradesh). This Centre will help promote exports from MSME units of the State by maintaining Capacity Development Programs, Export Advisory Program, up gradation of trade support services, introduction of 'Benefits of Exporting Campaign targeting potential exporters and Market Information services.

The Centre for MSME Studies has recently established an Incubation Cell at IIFT with CSR support from Mitsubishi Corporation of India Pvt. Ltd and Metal One Corporation of India Private Ltd. The incubation cell has been designed in order to provide SMEs/entrepreneurs with necessary knowledge support towards entering into foreign markets in a range of operational aspects including marketing, technology, finance, etc.

Centre for International Trade in Technology (CITT)

With the primary objective of actualizing India's potential in technology trade and addressing institutional complexities, IIFT has set up the Centre for International Trade in Technology (CITT) with support from the Department of Scientific and Industrial Research, Government of India. Started in 2001, the main goal of Centre is to sensitize policy-makers and industry on technology and trade interface issues and opportunities. The Centre has continued its activities related to policy research and capacity building for relevant technology identification, investments and assimilation by stakeholders in India.

The main activities of the Centre for International Trade in Technology are to:

- Conduct research on the emerging issues concerning technology trade.
- Provide inputs to relevant institutions and Government with a view to develop an feasible policy regime.
- Network with similar type of centres, both in India and abroad.
- Organise events for wider dissemination of the research output as well as offer a public forum for discussion of the relevant issues.

Centre for WTO Studies

The Centre for WTO Studies was set up with the support of the Department of Commerce, Government of India, in the year 1999. The Centre was established at IIFT in November 2002.

The activities undertaken by the Centre for WTO Studies seek to achieve three broad objectives:

- (i) To assist India's trade negotiators and policy makers in participating effectively in the WTO and at the related multilateral trade negotiations;
- (ii) To enhance the understanding of key trade issues among stakeholders through outreach and dissemination activities.
- (iii) To develop capacities within India and in other developing countries for analyzing WTO and other trade-related issues through training programmes.

In its various activities the Centre has collaborated with inter-governmental organizations including the WTO, UNCTAD, UNESCAP, South Centre, Commonwealth Secretariat etc.

Centre for Trade and Investment Laws

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

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

In the pursuit of the above-mentioned objectives and to inculcate an enhanced awareness of international economic global order, the Centre engages with different stakeholders including central and state governments, think tanks, research centres, National Law Schools, independent legal professionals, industry, private sector and other institutions rendering legal education on

international economic law. The Centre is also conceived as a ready repository of trade and investment related information including updates on ongoing trade negotiations and disputes.

Centre for Regional Trade

The Centre for Regional Trade (CRT), an autonomous Think-Tank, has been established recently by the Department of Commerce, Ministry of Commerce and Industry, Government of India.

CRT is mandated to focus on policy-oriented research while viewing India's economic engagements with the global economy through a regional lens. Broad areas of research, capacity building and outreach programmes cover Trade in Goods, Trade in Services, Investment, Technology and developmental issues.

MANAGEMENT DEVELOPMENT PROGRAMMES

Management Development Programmes has been one of the major activities of the Institute since its inception in 1963. Since its inception in 1963, it was envisaged that IIFT should become a Centre of excellence for Executive Development Programme in International Business, and today it has emerged as a knowledge resource division catering to the needs of managers and executives at all levels drawn from the Government, Public Sectors and Corporate and both in India and abroad.

MDP Division conducts programmes in different categories by following different mechanisms.

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

MDP Division offers a wide spectrum of programmes in different areas of international business such as international marketing and trade operations, international financial management,

Dollar/Rupee evaluation, international logistics and global supply chain, international business and negotiations, WTO and trade policies in India and abroad, for the executives of the industry, officers and policy-makers in the Government. These programmes are structured keeping in mind the changing global business environment and international standards which help in developing the skills and competencies of the participants. In addition, MDP Division also conducts the training programmes in the areas of soft skills like leadership, communication skills, Customer relationship management etc. for various organizations.

IIFT has emerged as a nodal institute for conducting need based training programmes for government officials belonging to the officers of All-India Services and other Central Govt. Services like Indian Administrative Service, Indian Forest Services, Indian Foreign Services, Indian Police Services, Indian Revenue Services, Indian Economic Services, and Indian Statistical Services etc.

In addition, certain important Government Departments and trade promotion agencies have also sponsored programmes for their officials. Prominent among them are MMTC, STC, Coir Board, Coconuts Development Board, Spices Board, Tobacco Board, Council for Leather Exports, Marine Products Export Development Authority, IRCON, GAIL, Power Grid Corporation, ONGC, Numaligarh Refineries Limited, ECGC, KVIC, Department of Personnel and Training, India Trade Promotion Organization, Central Statistical Organization, Ministry of Commerce & Industry, Ministry of Defense, Ministry of Science and Technology, Ministry of Agriculture, Ministry of Labor & Employment, Ministry of External Affairs, Ministry of Finance (Department of Economic Affairs), Asian Development Bank (ADB), UNESCAP, etc.

In recent years, the programmes have also been conducted for private companies like Maruti Suzuki (India) Ltd, Ambadi Enterprises, Coromandel Ltd, Mitsui Chemicals, Olam International etc.

Under collaborative programmes, MDP Division has conducted many programmes on “Corporate Social Responsibility” in collaboration with many prominent organizations like Business and Community Foundation, Indian Institute of Corporate Affairs etc.

Further, at the behest of DGFT, Govt. of India, MDP Division has started a series of online certificate programmes on Export Import Business- “NiryatBandhu@ Your Desktop” for the

emerging exporters and entrepreneurs across country under NiryatBandhu Scheme. So far, more than 1000 exporters and entrepreneurs have been provided training.

INTERNATIONAL PROJECTS DIVISION

The International Projects Division (IPD) has been conceived to internationalize the reach of the Institute to the needs of other countries and focus entirely on training and research for developing countries. The Division started with developing capacity and enhancing co-operation with the African Continent. 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. In addition to the above, IPD runs the MBA (International Business) Programme at Tanzania in collaboration with the Institute of Finance Management (IFM). The program was started in the year 2000 for filling the gap of trained personnel for the external sector and to enable Tanzania and Africa in general to emerge competitive in international markets. MBA (International Business) at Dar-es-Salaam has now become the Pan-Africa Program and is the most sought after course in the African region. IPD works towards generating views, opinions, analysis on a number of contemporary trade and economic issues which are of interest to different nations.

As part of decisions taken at India-Africa Forum Summit (IAFS-I) in 2008, the Institute had been selected by Government of India to conduct Capacity Development Programs on International Business for African Countries. During 2009-2015, IIFT has conducted 33 EDPs in 36 African Countries. Under IAFS-III, IIFT has organized EDPs in Angola and Egypt in 2017 & in Madagascar in April 2018 and is planning to OTHER African countries during the next five years.

IIFT also launched eleven months Post Graduate Diploma in International Trade for participants from Cambodia, Laos, Myanmar & Vietnam (CLMV Countries) during April 2017 to March 2018. The second batch of PGDIT for CLMV countries will begin from June 2018.

DETAILS OF EXECUTIVE DIPLOMA PROGRAMMES

I & II. EXECUTIVE POST GRADUATE DIPLOMA IN INTERNATIONAL BUSINESS/ INTERNATIONAL MARKETING (EPGDIB/EPGDIM)

(August 2018 – September 2019)

The challenges of a dynamic and competitive international business environment require a scientific approach to business decision-making. The changes in the international trading system under the WTO while offering business opportunities have underlined the importance of global strategies for business firms. Recognising these challenges, the Executive Post Graduate Diploma in International Business (EPGDIB) and Executive Post Graduate Diploma in International Marketing (EPGDIM) provide an opportunity for middle and senior level executives to refresh and upgrade their managerial skills without interrupting their professional activities. The programmes are specially designed to sensitize the participants to the complex issues of international business including international marketing as also to develop the requisite analytical skills for managing international business operations.

OBJECTIVES

EPGDIB/EPGDIM aim at enhancing the managerial competence of senior and middle level executives by imparting systematic knowledge in all aspects relating to international business.

The specific objectives of the Programmes are to:

- Provide an overall perspective on the international business environment and economic relations.
- Develop analytical skills for understanding functional inter-relationships in international business.
- Provide an understanding into the operational as well as strategic aspects of international trade.

COURSE STRUCTURE FOR EPGDIB/EPGDIM

The first two semesters of EPGDIB and EPGDIM are common. Depending on the electives chosen in Semester III, students will be awarded either EPGDIB or EPGDIM.

International Port Visit is a unique feature of these programmes. The tuition fee paid by the student will cover the travel cost of the port visit.

Semester I (August 2018 to December 2018) EPGDIB/EPGDIM

Course Title
Accounting for Managers
Business Economics
Business Statistics
Fundamentals of International Management
Global Business Environment
IT Applications in Management
Macro Economics
Marketing Management

Semester II (December 2018 to April 2019) EPGDIB/EPGDIM

Course Title
Financial Management
Human Resource Management
International Economics
International Marketing Management
International Trade Operations & Documentation
Strategic Management
Supply Chain Management
International Port visit

Semester III (May 2019 to September 2019) for EPGDIB

Course Title
International Business Strategy
International Financial Management
International Trade Logistics
Management of Global Sourcing
Research Project
Five Electives (Students wishing to be awarded EPGDIB will select five common electives from the list below)

List of Electives for EPGDIB (Class will select five common electives)

Cross Cultural Management	Mergers and Acquisitions
Digital Marketing	Online Business & E-Commerce
Financial Modelling	Sectoral Strategies
International Brand Management	Services Marketing
International Business Negotiations	Trade Analytics
Management of Strategic Alliances	WTO & Regional Trade Agreements
Market Access Issues	Managing Change & transformation

Note: Course Structure subject to revision.

Semester III (May 2019 to September 2019) for EPGDIM

Course Title
Channel and Distribution Management
International Business Strategy
Management of Global Sourcing
Marketing Research
Research Project
Five Electives (Students wishing to be awarded EPGDIM will select five common electives from the list below)

List of Electives for EPGDIM (Class will select five common electives)

B2B Marketing	Sales Management
Customer Relationship Management	Services Marketing
Digital Marketing	Strategic Marketing
International Brand Management	
International Marketing Communication	
Luxury Marketing	
Pricing Management	

Note: Offer of Electives is subject to the minimum number of students set by the Institute

III. EXECUTIVE POST GRADUATE DIPLOMA IN INTERNATIONAL FINANCIAL STRATEGIES (EPGDIFS)

(August 2018-September 2019)

Growing integration of the global economy, with ever-increasing cross-border capital flows, and the heightened interest of investors in the markets of emerging economies, coupled with technological advancements, has led to an increased demand for qualified and talented finance professionals. The EPGDIFS is a distinctive and holistic finance-based programme for working executives. The programme is designed specifically to enable participants to develop the skill-set

necessary to take up a career in finance. The curriculum of EPGDIFS, through its exhaustive coverage, empowers participants to learn the nuances of the functional area of finance.

Objectives

The EPGDIFS provides in-depth understanding of finance and accounting required for succeeding in a finance career.

The detailed objectives of the Programme are to:

- Develop adequate skills and knowledge in the core functional area of finance, with thorough understanding of the finance functions, financial goals, and tools for financial decision-making.
- Enhance the aptitude and proficiency of participants by imparting systematic knowledge in all aspects relating to corporate finance and the financial markets.
- Prepare finance specialists who will lead the corporate finance and investment management professions.

COURSE STRUCTURE OF EPGDIFS

(Each course is of 30 hours)

Domestic and International Business visit is an integral part of the programme. The tuition fee will cover the travel cost of these visits.

Semester I

1. Global Strategic Management
2. Cost Management Strategies
3. Economics of Pricing
4. Research Methodology
5. Macro-Economic Policies
6. International Marketing Strategies
7. Analysis of Financial Statements

Semester II

1. Equity Market Analysis
2. Bond Market Strategies
3. Commodity Market Strategies
4. Corporate Financial Strategies
5. Investment Banking
6. Mergers, Acquisitions & Corporate Restructuring
7. Visit to Domestic Financial Institutions

Semester III

1. Financial Ethics
2. Financial Modelling
3. Forex Market Strategies
4. Financial Services Marketing
5. International Project Appraisal & Financing
6. Financing International Trade
7. Visit to International Financial Institutions

General Information

The range of teaching methods used in the Programme includes formal lectures followed by discussions, case studies, group discussions, computer games and 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 fee for the Programme is Rs 4,75,000/- (including alumni charges). The participant is responsible for the payment of the programme fee whether it is paid by the individual or by the employing organization. Fee is to be paid in three installments as indicated below:

First installment at the time of admission: Rs 1,75,000/-

Second installment at the time of Second Semester: Rs 1,50,000/-

Third installment at the time of Third Semester: Rs 1,50,000/-

SC/ST/PH Candidates: 50% fee concession on tuition fee.

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 Executive Post Graduate Diploma. The students, who successfully complete first two semesters of the Programme, and are unable to continue in the third semester, can be allowed to join in the third semester with their juniors on payment of registration fee and fees as prescribed for the third semester in the year in which they rejoin. However, the students will be expected to complete their Executive PG Diploma in four years' period from the date of initial registration. A student, who successfully completes first two semesters of the programme and is unable to continue, can be awarded Executive Post Graduate Certificate.

Duration & Class Timings

The duration of the Programme is 13 months (August 2018 to September 2019) spread over three semesters. For the first week at the beginning of each Semester (Wednesday-Sunday). regular classes from 9:00 am to 6:30 pm will be held at IIFT Campus in **New Delhi and after that Classes will be held on all week-ends except the last week-end of the month.**

Saturday and Sunday: **9:00 am to 18:30hrs on all week-ends except the last week-end of each month**

IIFT FACULTY

S.No.	Name of Faculty	Title & Designation
1	Prof. Manoj Pant	Director
2	Dr. (Mrs) VijayaKatti	Professor & Chairperson
3	Dr (Mrs) Satinder Bhatia	Professor & Chairperson
4	Dr. Ravi Shanker	Professor & Chairperson
5	Dr(Mrs) D. Sunitha Raju	Professor & Chairperson
6	Dr. Rakesh Mohan Joshi	Professor & Chairperson
7	Dr. K. Rangarajan	Professor & Center Head (Kol)
8	Dr. Biswajit Nag	Professor
9	Dr. Ranajoy Bhattacharyya	Professor
10	Dr. Radhika ProsadDatta	Professor
11	Prof. Ashok Kapoor	Consultant (Professor level)
12	Dr. RohitMehtani	Consultant (Professor Level)
13	Dr. O.P. Wali	Consultant (Professor level) & Head (CITT)
14	Dr V RaveendraSaradhi	AssociateProfessor

15	Dr. PoojaLakhanpal	Associate Professor
16	Dr. SheebaKapil	Professor
17	Dr. Nitin Seth	Professor
18	Dr. Sanjay Rastogi	Professor
19	Dr. Ram Singh	Professor
20	Dr. Gautam Kumar Dutta	Professor
21	Dr. Prabir Kumar Das	Professor
22	Dr. Saikat Banerjee	Professor
23	Dr. SaswatiTripathi	Associate Professor
24	Dr Niti Nandini Chatnani	Associate Professor
25	Dr. M Venkatesan	Associate Professor
26	Dr. Rajendra Prasad Sharma	Associate Professor
27	Dr. Jayant Kumar Seal	Associate Professor
28	Dr. Deepankar Sinha	Associate Professor
29	Dr. Jacqueline Symss	Assistant Professor
30	Dr. Basanta K Sahu	Associate Professor
31	Dr. Debashis Chakraborty	Associate Professor
32	Dr. Sweta Srivastava Malla	Associate Professor
33	Dr. Ashim Raj Singla	Associate Professor

34	Dr. Himani Gupta	Assistant Professor
35	Dr. Jaydeep Mukherjee	Associate Professor
36	Dr. T. P. Ghosh	Assistant Professor
37	Dr. Bibek Roy Chaudhuri	Associate Professor
38	Dr. AreejAftab Siddiqui	Assistant Professor
39	DrTamannaChaturvedi	Consultant (Assistant Professor Level)
40	Ms. Parul Singh	Consultant (Assistant Professor Level)
41	Ms. SonuVerma	Consultant (Assistant Professor Level)
42	Dr. Ankit Kesarwani	Assistant Professor
43	Dr. PreetiTak	Assistant Professor
44	Dr. Ashish Gupta	Assistant Professor
45	Dr. Ginni Chawla	Assistant Professor
46	Dr. DivyaTuteja	Assistant Professor
47	Dr. PriyaBrata Dutta	Assistant Professor
48	Dr. KavitaWadhwa	Assistant Professor