

EXECUTIVE POST GRADUATE DIPLOMA PROGRAMMES IN INTERNATIONAL BUSINESS (EPGDIB)

EPGDIB (ON-CAMPUS)
&
EPGDIB (HYBRID)

(DELHI CAMPUS)

PROSPECTUS [2019-20]

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.





Director's Message

Today's business environment is characterized by intricacies and dynamism. Technology and consumer preferences are rapidly changing which is constantly challenging the business organizations to respond to these changes in the best possible manner. Understanding and responding to dynamic and quickly changing business environment is a must for staying ahead of the curve, not just for the organizations but equally for managers.

In present scenario, 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 efforts to stay relevant and effective within their organizations 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 in International Business (EPGDIB) Programme of IIFT is designed to deliver the learning essentials for participants to prepare themselves to become dynamic leaders and learners, ready to take on new and challenging roles in the business world. The participants are educated and oriented through EPGDIB to anticipate change and to adapt readily to new business environments.

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. EPGDIB offers 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 Programme in International Business of IIFT commands high academic regard and offers a splendid opportunity for personal as well as professional growth.

In its 56th year, IIFT has made its place as an Academic Centre of Excellence in 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 EPGDIB program for realizing their professional aspirations.

(PROF MANOJ PANT)

PROGRAM INFORMATION:-

IMPORTANT DATES	
Last Date of Receipt of Application	15th May, 2019
Commencement of EPGDIB (On-campus) and EPGDIB (Hybrid)	05th August, 2019 (Monday)

Specialization streams available in third semester	International Business International Marketing International Finance
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HOW TO APPLY

- Application to EPGDIB (On Campus and Hybrid is through prescribed on-line Application Form.
- Application Fee is of Rs 2,000/- (Rs 1,000/- for SC/ST/PWD candidates).
- Applicants will have to register themselves on IIFT website: www.iift.edu under 'New Admissions' and pay all fees using the link that would appear after registration.
- SC/ST/OBC (non-creamy layer)/PWD category candidates are required to produce photocopy of the Certificate for purchasing the Application Form.
- Filled-in applications with enclosures and evidence of payment of Application Fee should be uploaded **latest by 15th May, 2019.**
- 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.

FEE STRUCTURE

The fee for the programme is Rs 5,10,000/- (including alumni charges). The participants are 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 follows by candidate who have been offered admission in EPGDIB (On-campus)/ EPGDIB (Hybrid)

- First installment payable latest by 15th June, 2019 : Rs 2,10,000/-
- Second installment payable latest by 15th January, 2020: Rs 1,50,000/-
- Third installment payable by 30th May, 2020: Rs 1,50,000/-

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

- **Late Fee Fine** for all students is Rs 5,000/- Per week beyond the stated deadline.
- In case the fee remains unpaid for **Three Weeks**, from the last payable, the student will be de-registered from the programme.
- Re-registration charges are Rs 15,000/-.
- Re-registration will have to be done within one week of de-registration.

MINIMUM ELIGIBILITY CRITERIA

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

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

OR

- Post-Graduate Degree/ Engineering Degree or equivalent from any recognized University or Institution and managerial work experience of minimum THREE years.
- Minimum 50% marks in graduation/Post graduation/Diploma in Engineering
- Only managerial work experience until 31th July 2019 will be considered.
- No Objection Certificate from the employer is required at the time of admission only for sponsored candidates.
- Seats are reserved for SC/ST/OBC (non-creamy layer)/PWD candidates as per Government of India rules.
- No age limit.

Admission process at campus:

After the applications are submitted, an IIFT faculty committee reviews all applications and shortlists candidates based on their qualifications and work experience. Shortlisted candidates will be called for Group Discussion and Interview at IIFT Delhi for admissions in EPGDIB (On-Campus). Admissions to EPGDIB (Hybrid) is based purely on Shortlisting of candidates by the faculty committee.

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.

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.
- Two-year MBA (International Business) at New Delhi & Kolkata.
- Two-year MA (Economics - Specialization in Trade and Finance) at New Delhi & Kolkata.
- Two years & six months MBA (International Business) Weekend Programme 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 and Kolkata
- Executive Post Graduate Diploma in International Business (through VSAT)
- Post Graduate Certificate Programme in Business Management (through Talentedge).
- Certificate Programme in Export Import Management: On Campus and Hybrid

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 of Advance Collegiate School of Business (AACSB International). 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



Alianza 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
Luigi Bocconi



UNIVERSITÄT
DES SAARLANDES



UNIVERSITY OF
BRADFORD
MAKING KNOWLEDGE WORK

Università Commerciale L.
Bocconi, Milano, Italy

Universität des Saarlandes,
Germany

University of Bradford, UK



University of Insubria, Italy



University of International
Business and Economics
1951

University of International
Business and Economics, Beijing, China



Vietnam Institute for Indian and
Southwest Asian Studies

DELHI CAMPUS

Located in Qutab Institutional Area, overlooking green ridge and historical Qutab 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 lush green 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, computer centres, indoor games, sports ground, besides excellent residential facilities for the students.

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 backed by a devoted service block. The campus also houses three water bodies to maintain ecological diversity with enough greenery. All the operational areas are centrally air-conditioned and the campus is fully under Wi-Fi. There are 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.

LIBRARY FACILITIES

A fully automated Foreign Trade Library is a vast knowledge bank with an impressive collection of more than 1,03,408 resources that comprises nearly 76,422 books and CD Volumes, 17,581 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 and 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, etc.

In order to facilitate online access to information, IIFT Library has also subscribed to several 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, there are more than 300 desktop computers (Core 2 duo and i5), 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 WTO related issues. Each issue of the journal is thematic. 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. The e-Newsletter is disseminated online across an audience base cutting across policy, industry, think tanks and academia.

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.

CENTRES AT IIFT

➤ 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

The conduct of 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 Corporates/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- “Niryat Bandhu@ Your Desktop” for the emerging exporters and entrepreneurs across country under Niryat Bandhu Scheme. So far, more than 1000 exporters and entrepreneurs have been provided training.

EXECUTIVE MANAGEMENT PROGRAMME DIVISION

The Executive Management Project Division (EMPD) has been conceived to provide training to 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. EMPD initializes programs designed to generate views, opinions, analysis on a number of contemporary trade and economic issues which are of interest to different countries particularly the developing countries. The flagship program of the Division is the Executive Post Graduate Diploma programme in International Business (EPGDIB) in two formats run over approximately 13 months.

- On campus
- Hybrid (on campus + online)

The on-campus batch of EPGDIB began on 01st August, 2018 with 106 participants enrolled in the diploma program. EPGDIB aim at enhancing the managerial competence of senior and middle level executives by imparting systematic knowledge in all aspects relating to international business.

Executive Post Graduate Diploma in International Business (EPGDIB) -Hybrid 2018-19 batch was launched on 3rd April 2018 in collaboration with HUGHES. 62 participants enrolled in the diploma program.

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 40 EDPs in 36 African countries. Under IAFS-III, IIFT has organized EDPs in Madagascar, Tunisia, Angola & Egypt in 2018.

Beside Africa Initiative, EMPD also launched one year Post Graduate Diploma Programme on International Trade in April 2017 for the participants from the CLMV countries: Cambodia, Laos, Myanmar and Vietnam. The second batch of PGDIT programme was inaugurated on 20th June 2018 with 19 participants from Myanmar and Vietnam. H.E. Mr. Ton Sinh Thanh, Ambassador of Vietnam to India, Nepal and Bhutan and Mr. Aung Aung Myo Thein, Minister Counsellor, Embassy of Myanmar in India attended the Inaugural function.

1. EXECUTIVE POST GRADUATE DIPLOMA IN INTERNATIONAL BUSINESS

(EPGDIB) – On Campus (All sessions)

2. EXECUTIVE POST GRADUATE DIPLOMA IN INTERNATIONAL BUSINESS

(EPGDIB) – Hybrid (On campus sessions during contact week in each semester + online classes on weekends through direct to desktop technology for the remaining sessions).

Chief Features

- a) **Both Programmes are of approximately 15 month duration. All sessions will be held at IIFT (Delhi).**

Specialization streams in 3rd semester are available as follows:

1. **International Business**
2. **International Marketing**
3. **International Finance**

- b) **International Port Visit of one week.**

International Port Visit is a unique feature of these programmes. The tuition fee will cover the travel and accommodation cost of the participants for the port visit. Other charges for example visa charges/travel insurance charges etc. will be borne by students themselves.

COURSE STRUCTURE FOR EPGDIB (On-campus) and EPGDIB (Hybrid)

The EPGDIB (On-Campus) and EPGDIB (Hybrid) course- curriculum is divided over three semesters. The first two semesters are common for all students. Specialization streams are available in third semester. The detailed course structure is as follows (subject to revision, if necessary):

Semester I (August 2019 to December 2019) EPGDIB

Course Title	Credits
Accounting for Managers	3
Business Economics	3
Business Statistics	3
Fundamentals of International Management	2
Human Resource Management	2
IT Applications in Management including Applications of Artificial Intelligence	3
Macro Economics	3
Marketing Management	3
Total Credits of First Semester	22

Semester II (January 2019 to May 2020) EPGDIB

Course Title	Credits
Financial Management	3
Data Analytics	2
International Economics	3
International Marketing Management	3
International Trade Operations & Documentation	2
Strategic Management	3
Supply Chain Management	3
International Port Visit	3
Total Credits of Second Semester	22

Specialization stream: International Business

Semester III (May 2020 to September 2020) (International Business Stream)

Core Courses

Course Title	Credits
International Business Strategy	2
Trade Logistics & Global Sourcing	3
Research Project	3

Select any seven of the following in addition to the courses listed above

Course Title	Credits
Cross Cultural Management	2
Corporate Governance & Business Ethics	2
ERP using SAS	2
Social responsibility & Business	2
International Business Negotiations	2
Management of Strategic Alliances	2
Market Access Issues	2
Entrepreneurship	2
Online Business & E-Commerce	2
Sectoral Strategies	2
Machine Learning & Artificial Intelligence	2
Trade Analytics	2
WTO & Regional Trade Agreements	2
Managing Change & Transformation	2
Managing Change & transformation	2
Innovation Management	2
Total Credits of Third Semester	8+(2*7)=22

Specialization stream: International Marketing

Semester III (May 2020 to September 2020)

Core Courses

Course Title	Credits
Channel and Distribution Management	2
Market Research	3
Research Project	3

Select any Seven of the following in addition to the courses listed above

Course Title	Credits
B2B Marketing	2
Customer Relationship Management	2
Digital Marketing	2
International Brand Management	2
International Marketing Communication	2
Luxury Marketing	2
Pricing Management	2
Sales Management	2
Services Marketing	2
Strategic Marketing	2
Consumer Behavior	2
Retail Management	2

Total Credits of Third Semester	8+(2*7)=22
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Specialization stream: International Finance

Core Courses

Course Title	Credits
International Finance	3
Equity Market Analysis	2
Research Project	3

Electives (Select any Seven courses)

Course Title	Credits
Financial Modelling	2
Bond Market Analysis	2
Investment Banking	2
Mergers & Acquisitions	2
Financial Ethics	2
Project Appraisal & Financing	2
Financing International Trade	2
Commodity Market Analysis	2
International Financial Reporting Standards (IFRS)	2
Wealth Management	2
Business Taxation	2
Derivatives & Risk Management	2
Forensic Accounting	2
Business Valuation	2
Financial Risk Management	2
Total Credits of Third Semester	8+(2*7)=22

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.

1. DISCIPLINE

1.1 The Institute attaches great importance to the integrity of students in their academic work. Students are expected to conduct themselves in a manner befitting responsible business executives.

1.2 Punctuality in the class is of utmost importance and students shall not be allowed to enter the class after its commencement, which may lead to shortfall in attendance and penalties attached thereto.

1.3 Disciplinary action for misconduct shall include imposition of fine, exclusion from award of medals, and scholarships and expulsion from the Programme.

1.4 The Institute reserves the right to ask a student to leave the programme at any time in the course of the academic year should the academic performance and general conduct as adjudged by the Institute be found unsatisfactory. Before a selected student joins the programme, he/she will have to sign an undertaking to the effect that he/she shall accept the said right of the Institute.

1.5 SYSTEM OF EVALUATION AND GRADING

The Institute keeps on revising the curriculum of the programme keeping in mind the changing global environment in international business and the requirements of Management Education to meet these new challenges. The curriculum places emphasis on developing a global perspective on various issues and developing these skills for taking an integrated view on managerial problems and being able to adapt the skills learnt to changing situations.

2.1 Course Credits

Courses are listed as 2 and 3 credit courses depending on the expected workload of each course. Generally, a 3-credit course involves about 100 hours of work - approximately 30 in the classroom (including pre work/ post work/ tutorials) and 70 outside the classroom, in preparation and assignments. In the second and third semester, the students will undertake a Research Project carrying three credits. The distribution of these credits is as follows:

Synopsis: 1 credit

Interim report: 1 credit

Final Report: 1 credit

2.2 Course Outlines

A course outline will be made available to the students for each course before the start of the course. The course outline would provide the following:

- Prerequisites for the course- prior preparation, inter linkages with other courses, etc.
- Objectives of the course
- Pedagogy to be adopted
- Session-wise details of topics to be taught, suggested readings for each session, case studies and assignments (if any).
- Required readings, supplementary readings, assignments;
- Scheme of evaluation and weightage for each component.
- Linkage of courses to be taught in the subsequent semesters for well-rounded understanding.

The Course Coordinator will either be offering the course completely or would be coordinating the course in case different modules of the course are taught by different faculty.

3. Evaluation

The evaluation components to be adopted for a course would be indicated by the Course Coordinator to the class at the beginning of the course. This would cover teachers' expectations and relative importance of each component. Evaluation scheme for students' performance in each course will be having a minimum of two components besides end-term examinations. Weightage for the end-term would not exceed 40% of the total weightage. The other components may be in the form of Class Quizzes, Home or Class or Surprise Assignments, Term Paper, Project, Case Analysis, Reading on Research Activities, etc. as prescribed by the Course Coordinator.

As surprise components are in-built in the courses, students are expected to be agile and alert. No make-up components will be provided, if the students miss the surprise components of a course.

4. Grade Point for a Course (GP)

1. Under this system, all faculty members will give marks for all components. The grade brackets (upper limit and lower limit) will get evolved from the pattern of marks provided by the faculty, following the formula given in point 2 below.

2. Upper and Lower limit of each grade bracket:

Grade	Grading System	
	Upper Limit	Lower Limit
A+	NA	Mean + 250% of Std.Dev
A	Mean + 250% of Std.Dev	Mean + 200% of Std.Dev
A-	Mean + 200% of Std.Dev	Mean + 150% of Std.Dev
B+	Mean + 150% of Std.Dev	Mean + 100% of Std.Dev
B	Mean + 100% of Std.Dev	Mean + 50% of Std.Dev
B-	Mean + 50% of Std.Dev	Mean
C+	Mean	Mean - 50% of Std.Dev
C	Mean - 50% of Std.Dev	Mean - 100% of Std.Dev
C-	Mean - 100% of Std.Dev	Mean - 150% of Std.Dev
D	Mean - 150% of Std.Dev	Mean - 200% of Std.Dev
F	Mean - 200% of Std.Dev	NA

3. Average Marks and Standard Deviation would be calculated excluding those who have received less than 40% of total marks to reduce the influence of extreme values on the average marks. Similarly, top mark is excluded from the calculation of average and standard deviation when the difference between top two scores is more than 15% of total marks.

4. If some students had been permitted by the Programme Director/Course Coordinator to miss mid-term/end-term examination due to illness, etc., such students will be awarded 'I' grades. Re-examination for such students will be conducted within 20 days from the last day of the terminal examination and the 'I' grades replaced by new grades. For the other components, the decision of course coordinator shall be final and binding. For such missed components except mid-term and end-term, the course coordinators should submit the marks along with the submission of end-term marks. There will be no re-examination for students getting D or F grade.

5. Grade Point Average (GPA)

Grade point average for a term would be the weighted average of grade points obtained in different courses in the term (the weights being the respective course credits).

6. Cumulative Grade Point Average (CGPA)

CGPA is calculated at the end of Programme based on the GPAs obtained for the three trimesters.

7. Deficit Grade Points

If the overall performance is less than 'C-' in the course, the student will obtain either a 'D' or 'F' letter grade. If the student has 'D' grade he/she will carry deficit points equivalent to half the number of credits for the course (e.g. 1 DGP in a 2-credit course and 1.5 DGPs in a 3-credit course). If the student has 'F' grade he/she will carry deficit points equivalent to the number of credits for the course (e.g. 2 DGPs in a 2-credit course and 3 DGPs in a 3-credit course).

At the discretion of the Director, the Chairperson (EMPD), the Programme Director or the Course Coordinator, a student may be awarded deficit grade point(s) where there is indiscipline on the part of the student or improper behaviour or where he/she has not conducted himself/herself in a manner befitting responsible business executives. This includes instances of misconduct or improper behaviour with faculty or administrative staff, disinterest or laxity in attendance of special lectures or important meetings without sufficient reasons.

Giving midterm and end term feedback for each course is compulsory and taken very seriously by the Institute. Participants who fail to fill in the feedback in the stipulated time frame will be given 1 DGP per course for which feedback has not been filled.

8. ADJUSTMENT IN GRADE POINTS FOR THE SHORTFALL IN ATTENDANCE

A minimum attendance of 70 per cent in aggregate is required in each Trimester. For every shortfall of 10 per cent from the level of 70 per cent, the student's grade point in the course will be reduced by 0.33 per cent. For example:

Attendance	Reduction in Grade Point
<70% but more than 60%	0.33
< 60% but more than 50%	0.66
<50% but more than 40%	0.99
<40% but more than 30%	1.32
<30% but more than 20%	1.65
<20% but more than 10%	1.98

Waiver on account of **medical grounds or death in the family*** will be considered only if such information is sent to the concerned Programme Director as soon as the student falls sick or death occurs in the family*. Waiver on account of participation in academic events in B-schools /Universities will also be considered if the student participates in such events with the permission of the Programme Director/ Chairperson.

***Family means parents, spouse and children**

9. SCHEDULING OF CLASSES

At the beginning of each semester, the classes will be held for 5:7 days at IIFT Campus in New Delhi daily from 9:15 am to 6:30 pm. Following the Campus Visit, the classes will be held on every Saturday & Sunday at respective city centres.

10. MISSED EXAMINATIONS

Students are not allowed to miss any tests or quizzes or end-term examinations, without the written permission of the Programme Director/Course Coordinator. If a student misses such a component without prior permission, he/she will automatically be awarded an 'F' grade in that component. For missing examinations, other than the end term exam quizzes and tests (for valid reasons with prior permission), alternative make up assignments will be decided by the Course Coordinator whose decision will be final and binding. If a student misses end-term examination with written permission of the Programme Director/Course Coordinator, re-examination for the same will be organized and the student will be required to pay a fee of Rs. 4,000/- per paper for such examination.

11. UNFAIR MEANS

The Institute views any use of unfair means in any component of evaluation in the Programme very seriously. Faculty members/ Course co-ordinators/ Invigilators would bring such instances of the use of unfair means to the notice of the Programme Director/ Chairperson immediately so that appropriate disciplinary action is initiated. Any student adopting unfair means including talking or having possession of mobile phones in any exam or/and possessing notes, books etc. for closed book exams would be awarded “0” in that examination.

12. PROMOTION TO THE NEXT SEMESTER

A student is eligible for promotion to the next Semester provided the following academic standards are maintained at the end of the each trimester:

- Not more than 6 DGPs in any trimester

13. CRITERIA FOR AWARD OF PG DIPLOMA

A student will be eligible for award of PG Diploma only if the following criteria are met at the end of third semester:

- CGPA of at least 2.33;
- Not more than 12 DGPs;

14. RESEARCH PROJECT

During the second and third trimester, the students would undertake a detailed Research Project (carrying 3 credits) on the subject assigned to them. Detailed guidelines in regard to the modalities of undertaking the project and evaluation procedure will be given to the students at the time of assigning of the project.

15. INTERNATIONAL PORT VISIT

One International Port visit carrying 3 credits is compulsory for all participants.

16. RE-CHECKING

Where a student is not satisfied with the marks/grades awarded, he/she would be permitted to request exam cell for re-checking his/her answer sheet for unchecked answers and arithmetical accuracy of total marks awarded, within 10 days from the declaration of results.

17. RE-EVALUATION

17.1 Revaluation of answer sheets is allowed only for the end-term theory examination of trimesters. Internal evaluation components like quizzes, term paper, projects, assignments, port visit, comprehensive viva etc. are not admissible for revaluation.

17.2 Application for revaluation has to be made within 15 days of declaration of results for the Semester exam with specific reasons along with the prescribed fee of Rs. 2000/- per paper in which revaluation is sought. Changes in revaluation fee will be notified from time to time by the competent authority.

17.3 Revaluation is not permitted for more than 1/3rd of the courses in a Semester

17.4 A student seeking reevaluation must submit, to the Examination Cell, a written application for reevaluation along with proof of payment of required fee. The application must provide full course details, marks secured by the candidate, and reason for seeking reevaluation

17.5 On receipt of reevaluation application, the Examination Cell will scrutinize the same for its eligibility on merit. Marks written on the answer books are to be concealed before presenting the answer books for reevaluation to the examiner/s.

17.6 Examiner/s for reevaluation will be proposed by the Examination Cell. The examiner/s will not include the examiner/s who had first examined the answer books. Panels are to be approved by CP (MDP). Examination cell will send answer books to the member/s from the approved panel and keep it confidential.

17.7 On receipt of the re-evaluated answer books from examiners, the following rules will apply:

a. On receipt of the revalued end-term marks the same will replace the old end-term marks and thus the new total marks of that course will be considered for appropriate grade by the Course Coordinator

b. The re-evaluated grades (upward, same or downward) will be the final grade and sent for approval of the Director for declaration of the result.

18. AWARD OF MEDALS

18.1 The first three participants in order of merit on the basis of their performance in all the three trimesters taken together shall be awarded Gold, Silver and Bronze Medals respectively.

18.2 Students who obtain a 'D' or 'F' grade, will not be eligible for award of medal. However those granted waiver of attendance at examination due to illness, death, marriage and writing supplementary examinations will be considered for award of medals. Award of medal is also subject to satisfactory conduct of the student in the Institute. The maximum number of total DGPs (academic as well as disciplinary) that a student can have to be eligible for award of medals at the completion of the programme is set at 10% of the total number of courses taught in the programme.

19. BREAK IN PROGRAMME

The students, who have successfully completed first two trimesters of EPGDIB, and are unable to continue in the third trimester, would 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 EPGDIB in four years' period from the date of initial registration.

20. ADMINISTRATION OF THE PROGRAMME

The Programme Director under the guidance of the Chairperson (EMPD) , administers the Programme . The Programme Director will be the link between the students and the faculty. A Programme Associate assists the Programme Director to look after the day -to -day academic matters. The Sr. Administrative Officer (Academics) looks after all academic matters concerning the programme. The Section Officer looks after the administrative matters regarding fees, books, etc.

The Rules Committee will decide academic matters pertaining to the Programme and if the approval of the Academic Council or the Director is needed, necessary recommendations will be sent to them for approval.

The Programme Director will interact regularly with the students. The students are free to meet the Programme Director, individually after taking prior appointment. In case, where students have problems of an academic nature, they may also meet the Chairperson concerned, after prior appointment.

21. FEEDBACK FROM STUDENTS

IIFT firmly believes in taking regular and organized feedback from students on the progress of their courses and the delivery of the course coordinators. For this, a very robust feedback system is followed and the same is described below:

21.1 The mid-term feedback for a course is taken by the Programme Associate (PA) after the completion of 4 sessions for a 2-credit course and 6 sessions for a 3-credit course. This mid-term course review is conducted online with the purpose of obtaining an opinion from the students on the progress of a course and students are strongly advised to provide their feedbacks in an impartial and productive manner.

21.2 The end-term feedback is taken online on the day of the last session of the course, after teaching for the course has been completed. All students are expected to be present for this exercise and to provide their feedback objectively.

A student who does not give feedback will be awarded one DGP per course for which feedback is not given. Therefore, students are advised to take the feedback exercise very seriously.

22. CHANGES IN THE RULES & REGULATIONS

In order to maintain the highest standards in education and fulfill the objectives of the programme, the Institute retains the right to add or delete any clause and change the existing clause(s) in the Handbook of Information as and when required. Any addition or alteration that may be made in future in the Handbook will be put up on the IIFT portal campus 360 indicating the effective date of the change for information of students.

Duration & Class Timings

The duration of both the Programmes are 15 months (August 2019 to October 2020) 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

Delhi Faculty

S.No.	Name of the Employee	Designation
1.	Prof. Manoj Pant	Director
2.	Dr. (Mrs.) Vijaya Katti	Dean, Administration (Academics)
3.	Dr. (Mrs.) Satinder Bhatia	Chairperson
4.	Dr. Ravi Shanker	Chairperson
5.	Dr. (Mrs.) D Sunitha Raju	Chairperson
6.	Dr. Rakesh Mohan Joshi	Chairperson
7.	Dr. Om Prakash Wali	Consultant at the level of Professor
8.	Dr. Rohit Mehtani	Consultant at the level of Professor
9.	Dr. Partha Sen	Professor/ ECGC Chair
10.	Dr. Biswajit Nag	Professor
11.	Dr. Sanjay Rastogi	Professor
12.	Dr. Sheeba Kapil	Professor
13.	Dr. Nitin Seth	Professor
14.	Dr. Ram Singh	Professor
15.	Dr. M. Venkatesan	Associate Professor
16.	Dr. Niti Nandini Chatnani	Associate Professor
17.	Dr. Pooja Lakhapal	Associate Professor
18.	Dr. V Raveendra Saradhi	Associate Professor
19.	Dr. Basanta Kumar Sahu	Associate Professor
20.	Dr. Jaydeep Mukherjee	Associate Professor
21.	Dr. Ashim Raj Singla	Associate Professor
22.	Dr. Sweta Srivastava Malla	Associate Professor
23.	Dr. Areej Aftab Siddiqui	Assistant Professor
24.	Dr. Himani Gupta	Assistant Professor
25.	Dr. Jacqueline Symss	Assistant Professor
26.	Dr. Ankit Kesharwani	Assistant Professor
27.	Dr. Ginni Chawla	Assistant Professor

28.	Dr. Ashish Gupta	Assistant Professor
29.	Dr. Preeti Tak	Assistant Professor
30.	Dr. Divya Tuteja	Assistant Professor
31.	Dr. Arunima Rana	Assistant Professor
32.	Dr. Reena Nayyar	Assistant Professor
33.	Dr. Arya Kumar Srustidhar Chand	Assistant Professor
34.	Dr. Papiya Ghosh	Assistant Professor
35.	Dr. Pratik Maheshwari	Assistant Professor
36.	Dr. Tuheena Mukherjee	Assistant Professor
37.	Dr. Priyanka Jaiswal	Assistant Professor
38.	Ms. Parul Singh	Consultant at the level Assistant Professor
39.	Ms. Sonu Verma	Consultant at the level Assistant Professor
40.	Dr. Tamanna Chaturvedi	Consultant at the level Assistant Professor

Kolkata Faculty

S.No.	Name of the Employee	Designation
1.	Dr. K. Rangarajan	Head, Kolkata Centre
2.	Dr. Radhika Prosad Datta	Professor
3.	Dr. Ranjaoy Bhattacharya	Professor
4.	Dr. Gautam Kumar Dutta	Professor
5.	Dr. Prabir Kumar Das	Professor
6.	Dr. Saikat Banerjee	Professor
7.	Dr. Deepankar Sinha	Associate Professor
8.	Dr. Jayanta Kumar Seal	Associate Professor
9.	Dr. Rajendra Prasad Sharma	Associate Professor
10.	Dr. Saswati Tripathi	Associate Professor
11.	Dr. Bibek Ray Chaudhuri	Associate Professor
12.	Dr. Debashis Chakraborty	Associate Professor
13.	Dr. Triptendu Prakash Ghosh	Assistant Professor
14.	Dr. Kavita Wadhwa	Assistant Professor

Centre for WTO Studies (CWS)

S.No.	Name and Designation
1.	Shri Abhijit Das, Head (CWS)
2.	Shri Mukesh Bhatnagar, Professor
3.	Dr. Murali Kallummal, Professor
4.	Ms. Chandni Raina, Professor
5.	Dr. Sachin Kumar Sharma, Associate Professor
6.	Ms. Shailja Singh, Consultant at the level of Associate Professor
7.	Dr. Pralok Gupta, Associate Professor

Centre for Trade and Investment Law (CTIL)

1.	Dr. James J. Nedumpara, Professor & Head
2.	Ms. Shiny Pradeep, Assistant Professor (Legal)
3.	Shri Satwik Shekhar, Consultant (Legal) at the level of Assistant Professor

Centre for Regional Trade (CRT)

1.	Dr. Ram Upendra Das, Head and Professor
2.	Ms. Swati Shukla Singh, Consultant (Assistant Professor)