

INDIAN INSTITUTE OF FOREIGN TRADE, NEW DELHI

MBA(IB)- Full Time 2021-23

Shortlisting Criteria-IIFT Admissions

The admission to IIFT MBA (IB)- Full Time 2021-23 in addition to IIFT's Written Examination scores, Written Ability Test (WAT), Group Discussion (GD) and Personal Interview (PI) scores incorporates Academic Consistency, Academic Diversity, Gender Diversity and Work Experience. The process will be carried out in two stages as follows:

Stage 1: (Short listing):

The short listing of candidates for WAT-GD-PI will be done on the basis of IIFT entrance exam percentiles including sectional cut offs. The minimum cut-off percentile is decided based on the number of candidates to be shortlisted as per the availability of seats. The cut-off marks for female candidates across all categories are 2 less than the actual cut-off in line with IIFT's policy of gender diversity. In addition to the above stated criterion, Marks obtained in X, and XII, will be considered. To ensure balance in class composition at IIFT, upto 5 points maybe awarded to non engineers. Table-1 summarizes the criteria for shortlisting candidates for Stage-I at IIFT.

Table 1: Criteria for Shortlisting Candidates for Stage-I at IIFT

Parameters	Scores
IIFT Score	73
Marks obtained in Class X*	10
Marks obtained in Class XII*	10
Academic Diversity	Non Engg. = 5; Engg. = 0**
Gender Diversity (M=0; F=2)	2
Total Score	100

*Calculation of rating scores for Marks obtained in X, XII are presented in Appendix-I.

**As per the streams list in Appendix-I

Stage 2: (WAT-GD-PI): The shortlisted candidates go through the following process:

IIFT scores carry the maximum weightage and additional criteria of academic consistency, academic diversity, gender diversity, work experience will be used for final selection. In addition to this, the candidate has to appear for the following:

1. Writing Ability Test (WAT): The shortlisted candidates have to submit an essay on a given topic. The evaluation will be mainly based on clarity and ability to comprehend and the technique of presentation and expression of ideas.
2. Group Discussion (GD): The shortlisted candidates have to discuss on a given topic in groups. The evaluation of GD will be on the ability of the candidate to demonstrate leadership skills, team player skills, communication, content and ability to give new insights on the topic.
3. Personal Interview: The shortlisted candidates have to appear for personal interview. The evaluation is based on academic, extra curricular and analytical performance of the candidate.

Table 2 presents the proposed criteria for final selection of candidates to the MBA-IB (Full Time) programme.

Table 2: Criteria for Final Selection to the MBA Programme at IIFT

Parameters	Scores
IIFT Score	45
WAT (10) + GD (10) +PI (20)	40
Gender Diversity (M=0, F=2)	2
Academic Diversity (Engg=0, Non Engg=2)	2
Work Experience*	3
Academic Consistency* (10 th – 4, 12 th -4)	8
Total	100

*Marks for Academic Consistency in X and XII will be calculated as per rating scores tables provided in Appendix-I, and then proportionately scaled to 4.

Work experience will be calculated as per Appendix-1

Appendix-I

Rating Scores for the 10th Std. Examination

Percent score in 10 th Std. Exam *	Rating Score
<= 55	1
> 55 and <= 60	2
> 60 and <= 70	3
> 70 and <= 80	5
> 80 and <= 90	8
> 90	10

*All subjects

Rating Scores for the 12th Std. Examination

Percent score in 12th Std. Exam*	Rating Score
<= 55	1
> 55 and <= 60	2
> 60 and <= 70	3
> 70 and <= 80	5
> 80 and <= 90	8
> 90	10

*All subjects

Rating Scores for Work Experience:

Rating Score = (Score from the below table x panel score)

The panel will be constituted by IIFT. The panel score ranges from 0 to 1

Work Experience in Month (as on date of filling of online application form)*	Score
< 12 months	0
>= 12 and <= 24 months	2
> 24 and <= 36 months	3
>36 months and <= 48 months	2
> 48 months and <= 60 months	1
> 60 months	0

* The dates mentioned are tentative only. Final decision shall be taken by the Institute on the basis of experience declaration submitted by the candidates.

Engineering and Non-Engineering Streams

The list of programmes at under graduate level are listed below. The candidates have to declare the subjects of graduation. Integrated programmes as per the under graduate listed courses have to be selected. for example- Integrated MBA, then the candidate may opt for BBA.

Non Engineering	Engineering
B.B.S.-Bachelor of Business Studies	B.Chem.Tech.-Bachelor of Chemical Technology
B.G.L.-Bachelor of General Law	B.Tech -Bachelor of Technology
B.Plan.-Bachelor of Planning	B.Architecture-Bachelor of Architecture
B.Sc.(FDP)-Bachelor of Science in Footwear Design and Production	B.C.E.-Bachelor of Civil Engineering
B.Stat.-Bachelor of Statistics	B.Ch.E.-Bachelor of Chemical Engineering
B.A.(Hons)-Bachelor of Arts (Honors)	B.E.-Bachelor of Engineering
B.A.-Bachelor of Arts	
B.A.M.-Bachelor of Ayurved Medicine	
B.A.M.S.-Bachelor of Ayurved Medicine & Surgery	
B.A.S.L.P.-Bachelor of Audiology and Speech Language Pathology	
B.Agri.-Bachelor of Agriculture	
B.B.A.-Bachelor of Business Administration	
B.B.M.-Bachelor of Business Management	
B.C.A.-Bachelor of Computer Applications	
B.C.L.-Bachelor of Civil Law	
B.Com.-Bachelor of Commerce	
B.D.S.-Bachelor of Dental Surgery	
B.Des.-Bachelor of Design	
B.Ed.-Bachelor of Education	
B.F.A.-Bachelor of Fine Arts	
B.F.Sc.-Bachelor of Fisheries Science	
B.F.Tech.-Bachelor of Fashion Technology	
B.H.A.-Bachelor of Hospital Administration	
B.H.M.-Bachelor of Hotel Management	
B.H.M.C.T.-Bachelor of Hotel Management and Catering Technology	

B.H.M.S.-Bachelor of Homeopathic Medicine and Surgery	
B.H.M.T.T.-Bachelor of Hotel Management, Travel and Tourism	
B.H.T.M.-Bachelor of Hotel and Tourism Management	
B.I.B.F.-Bachelor of International Business and Finance	
B.J.-Bachelor of Journalism	
B.J.M.C.-Bachelor of Journalism and Mass Communication	
B.L.-Bachelor of Law or Laws	
B.Lib.I.Sc.-Bachelor of Library & Information Science	
B.Lib.Sc.-Bachelor of Library Science	
B.Litt.-Bachelor of Literature	
B.M.M.-Bachelor of Multi Media	
B.M.S.-Bachelor of Management Studies	
B.Mus.-Bachelor of Music	
B.O.L.-Bachelor of Oriental Learning	
B.O.T.-Bachelor of Occupational Therapy	
B.Optom.-Bachelor of Clinical Optometry	
B.P.A.-Bachelor of Performing Arts	
B.P.E.-Bachelor of Physical Education	
B.P.Ed.-Bachelor of Physical Education	
B.P.S.-Bachelor of Professional Studies	
B.P.T.-Bachelor of Physiotherapy	
B.Pharm.-Bachelor of Pharmacy	
B.S.Course-Bachelor of Science (Physician Assistant and Emergency & Trauma Care Management)	
B.S.S.-Bachelor in Social Sciences	
B.S.W.-Bachelor of Social Work	
B.Sc.(FLAD)-Bachelor of Science in Fashion Leather and Accessory Design	
B.Sc.(Hons)-Bachelor of Science (Honors)	
B.Sc.(Nursing)-Bachelor of Science in Nursing	
B.Sc.(Post Basic)-B.Sc (Post Basic)	
B.Sc.(RFM)-Bachelor of Science in Retail and Fashion Merchandize	
B.Sc.(Sericulture)-Bachelor of Science in Sericulture	
B.Sc.-Bachelor of Science	
B.Voc.-Bachelor of Vocational Education	
L.L.B.-Bachelor of Law or Laws	
Chartered Accountancy (CA), Cost and Works Accountancy (ICWA), Company Secretaryship (CS)	
M.B.B.S.-Bachelor of Medicine and Bachelor of Surgery	
Any degree or other discipline not mentioned	

