

MBA

(International Business)

PROSPECTUS 2014-16



INDIAN INSTITUTE OF FOREIGN TRADE
DEEMED UNIVERSITY

A group of business professionals in suits standing in front of a modern building. The image is faded and serves as a background for the text.

VISION

To be an academic Centre of Excellence in the area of International Business and a well-networked institution committed towards delivering globally competitive business education, training and research to individuals, corporate bodies, government organizations and the society.

MISSION

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

Director's Message

AT the initiative of Pandit Jawaharlal Nehru, Indian Institute of Foreign Trade (IIFT) was set up on 2nd of May 1963 as an organization with basic objective to train human resource for the external sector and carry out research particularly concerning export potentials of the country. The Institute has not only met these objectives but has far surpassed the mandate in many ways. Since inception, the Institute has evolved and undergone major transformations from a mere foreign trade facilitator to a globally networked institution in international trade and business. The portfolio of Research expanded from market surveys/export potential studies to policy research so as to facilitate the Government in preparing country positions and effectively present the country's needs and aspirations in global forum.



Over the years IIFT has responded to the need of the time and started the Centre for Latin American Studies way back in 1971, Centre for International Trade in Technology in 2001, Centre for WTO Studies in 2002, Centre for SME Studies in 2005 and we propose to initiate new Centres in the area of Energy and Power, besides financial services shortly.

During the last 50 years, IIFT also expanded spatially. It started a Centre in Dar-es-Salaam, Tanzania in the year 2000, established a Centre in Kolkata in 2006 and is in the process of setting-up a Centre with the financial support from Ministry of External Affairs at Kampala, Uganda. In addition, IIFT is reaching out to its participants through the VSAT mode in about 50 cities across India.

Today, the Institute, in its 50th year of existence, is widely recognized for its knowledge and resource base, and is proud of its rich heritage and a strong alumni network both in India and abroad. The Institute scaled even greater heights, being ranked 21st by the QS Global 200 Business Schools Report in the Asia-Pacific region for 2012.

MBA in International Business offered at Delhi, Kolkata and Institute of Finance Management (IFM), Dar-es-Salaam, Tanzania, is the flagship programme of IIFT where keen competition for enrolment is witnessed, year after year. The growing interest in MBA (IB) is understandable in the context of increasing market and governance challenges around the world and consequently, the growing complexities of International Business. The syllabi for MBA (IB) compares favorably with the syllabi of some of the world's best International Business schools and is consistently revisited by undertaking peer/expert review of courses to reflect the industry requirements and the dynamics of a constantly changing business world.

In the fast changing economic environment, both domestically and internationally, businesses are exposed to ever evolving risks scenario and therefore are likely to have reinforced the importance of good risk management practices. It has become imperative for businesses to track the economic environment on an ongoing basis when changes come in such a dynamic fashion; when perceptions on where macroeconomic risks lie are so numerous and changing so often; when the immediate business environment becomes so closely linked with events that are largely beyond our immediate control. In its journey of nearly 50 years, IIFT has achieved a niche in the domain of International Business by blending business knowledge with creative research, pioneering executive development programmes, international linkages and industry interventions into the conceptual transfer of its curricular corpus.

I extend an invitation to you to become a part of the dynamic learning process at the Institute and get ready to face the future with confidence.

A handwritten signature in black ink, appearing to read 'S. Mitra', written in a cursive style.

(DR. SURAJIT MITRA)

ABOUT THE INSTITUTE



The Indian Institute of Foreign Trade (IIFT) was established in 1963 as an autonomous body under the Ministry of Commerce & Industry to contribute in the skill building for the external trade sector of India. It has come a long way to successfully develop into a unique institution involved in imparting knowledge through research and training in international business and trade. The Institute was granted “Deemed University” status in 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

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 New Delhi & Kolkata.
- Two-year MBA (International Business) at New Delhi & Kolkata.

- Three-year MBA (International Business) (Part-Time) 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 & Kolkata.
- Executive Post Graduate Diploma in International Marketing at New Delhi & Kolkata.
- Executive Post Graduate Diploma in Capital & Financial Markets at New Delhi & Kolkata.
- Executive Post Graduate Diploma in International Business (through VSAT), in 91 cities across India.
- Executive Post Graduate Diploma Programme in International Business Strategy (thru NIIT Imperia Platform).
- Certificate Programme in Export Management: On Campus (New Delhi & Kolkata).
- Hybrid Certificate Programme in Export-Import Management (CPEIM).
- Certificate Programme in Capital and Financial Markets: On Campus (New Delhi) & Hybrid.
- Certificate Programme in Global Trade Logistics & Operations at New Delhi.

NETWORKING & REACH

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 organizations by signing MoUs, participating in interactive sessions and improving the networking among the institutions.


























MEMBERSHIP

The Institute is a Member of the following international and regional organizations :

- Academy of International Business (AIB), USA
- Chartered Institute of Logistics & Transport, India (A Division of Chartered Institute of Logistics & Transport, London, United Kingdom)
- Eduniversal Official Selection
- European Foundation For Management Development (EFMD), Brussels
- International Association of Trade Training Organisations (IATTO), UK
- United Nations Conference on Trade and Development (UNCTAD)

MEMORANDUM OF UNDERSTANDING (MoUs)

IIFT has also entered into MoUs with the following institutions/universities :

 Aberystwyth University, Aberystwyth, UK	 Foreign Trade University Hanoi, Vietnam	 Leeds Metropolitan University, Leeds, UK
 Ajou University, Suwon, Korea	 German Development Institute (GDI), Tulpenfeld, Bonn, Germany	 Newcastle University, Newcastle, UK
 Alliance 4 Universities, A4U, Spain	 Grenoble School of Management, France	 Nyenrode Business University, Straatweg, The Netherlands
 Ateneo Graduate School of Business, The Philippines	 HENKEN Swedish School of Economics and Business Administration, Helsinki, Finland	 Oakland University, USA
 Bangladesh Foreign Trade Institute, Dhaka, Bangladesh	 IECS- Strasbourg Graduate School Of Management, Université Robert Schuman, STRASBOURG CEDEX, France	 Pamplin College of Business, Virginia Polytechnic Institute & State University, USA (Virginia Tech)
 Bradley University, Peoria, Illinois, USA	 IESEG – School of Management, Lille Catholic University, France	 Pforzheim University of Applied Sciences, Germany
 Brock University, St. Catharines, Ontario, Canada	 Institute for Trade Studies & Research (ITSR), Iran	 School of Public Policy (SPP), George Mason University, Fairfax, USA
 Centre for Globalisation and Sustainable Development, Columbia University	 CERAM Sophia Antipolis, France	 The International University in Geneva, Geneva, Switzerland.
 Edhec Business School, Lille Cedex and Nice Cedex, France	 Institute of Finance Management (IFM), Dar-es-Salaam, Tanzania	 The University of Newcastle, Newcastle, NSW, Australia
 Export Edge Business College (EEBC), Dublin, Ireland	 International Institute for Trade and Development, Bangkok, Thailand	 Università Commerciale L. Bocconi, Italy
 Foreign Trade Training Centre (FTTC), Egypt	 Keio University, Japan	 Universität des Saarlandes. Germanv

CAMPUS AND FACILITIES AT IIFT

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 facilities available on the campus include, centrally air-conditioned lecture halls with modern audio-visual aids, conference halls for round-table conferences, an auditorium of 450 seating capacity, gymnasium, indoor games, besides quality residential facilities for the students.

HOSTEL FACILITIES

The MBA (International Business) is a fully residential programme. There is a separate wing for the girl students.

LIBRARY FACILITIES

An automated Foreign Trade Library is a vast knowledge bank with an impressive collection of more than 1,00,000 resources that comprises nearly 74,000 books and CD Volumes, 17,400 bound periodicals and 450 periodicals on the subjects Statistical theory, Banking, Industries, Management, Marketing, Consumerism, Geopolitical Economic System, etc.

The 'WTO Resource Centre' provides information exclusively on WTO and related issues. The Centre has collected a number of books, periodicals, reports, documents, newspapers, videocassettes & CD ROM's on WTO published by WTO and government/non-government and International organizations. It has also added to its collection a large number of subject files and Press Clippings on issues under WTO which are culled out from news-papers, books, periodicals being received by the Library. 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 WTO General etc.

In order to facilitate online access to information, Library has also subscribed to trade related online and offline databases like EBSCO, Proquest, Emerald, Blackwell, CMIE, JSTOR, ISI Emerging Markets, Indiatat, World Trade Online, IMF Databases, OECD online, World Trade Atlas and many to list.



COMPUTER FACILITIES

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

The computer labs for the students are 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 24 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 program 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 and industry, multilateral organizations, researchers and

NGOs. In addition, the Institute publishes a quarterly journal Foreign Trade Review published by Sage. The journal focuses on key relevant areas such as international trade, finance, econometrics, IT, WTO, trade blocs and marketing. Focus WTO, another bi-monthly journal published by the Institute focuses exclusively on WTO related issues. Each issue of the journal is thematic. An electronic magazine, viz. Trade-Technology E-Zine is also published by the Centre for International Trade in Technology of IIFT. It is uploaded on IIFT website www.iift.edu every week.

KOLKATA CAMPUS

IIFT Kolkata Campus is currently operating from Sector 5, Salt Lake City and hostel accommodation is provided in leased premises, within a radius of about 3 kms at Salt Lake along with transport facility by IIFT. Students' cooperative mess facilities are also available. However, IIFT's own Campus on a 10-acre plot is coming up in South Kolkata near Ruby Hospital and Heritage School. The Campus is expected to be operational with similar facilities as at Delhi including residential facilities in the last quarter of 2013.



There are six well-equipped air-conditioned classrooms, library with required text-books and online access to more than 4000 journals and other databases, computer labs with internet connectivity, syndicate rooms for group discussions, etc.

The academic rigour, syllabi, examination schedule, etc. are the same for both the campuses at IIFT New Delhi and Kolkata.

MBA (INTERNATIONAL BUSINESS)

MBA (International Business) is a six trimester general management programme with a focus on International Business for developing a competent cadre of business executives to meet the country's growing requirements for trained personnel in the field of International Business Management. Developments in the international market on the one hand and the consequential impact of the same on India's domestic market on the other, call for an increasingly professional approach and sensitivity to international business environment.



OBJECTIVES

The MBA (IB) aims at imparting professional education and training in modern management techniques for handling international business operations in a highly dynamic and competitive environment. The specific objectives of the Programme are:

- To familiarize the participants on the fundamental concepts of management.

- To expose the participants to the challenges in the emerging competitive business environment in an increasingly globalized world.
- To relate the management concepts to business situations and help the participants to develop analytical and decision skills so as to evolve effective national and international Business Strategy.
- To develop socially responsive managers for International Business and help in shaping up their personality.
- To equip for career opportunities in International Business.



The Programme aims at providing a comprehensive coverage incorporating all the important subject areas and disciplines relevant to international business. Equal emphasis has been placed on the quantitative and analytical approach to the study of International Business Management. It also attempts to provide comparative perspectives in many facets of International Business by covering methods of doing business as well as trade and business practices, procedures and documentation in other countries. Besides, effective use of computers and modern information technology is made in pedagogy. Recognizing the importance of communication in international business, special attention is given to developing proficiency in one of the three foreign languages, currently under offer, namely French, Spanish and Mandarin.

COURSE STRUCTURE

The Course Structure of MBA (IB) is as follows:
Core Courses to be offered in Six Trimesters:

1	B2B Marketing
2	Business Economics
3	Business Research Methods
4	Business Statistics
5	Consumer Behaviour
6	Corporate Ethics & Governance
7	Dynamics of Human Personality
8	Entrepreneurship
9	Financial Accounting
10	Financial Management – 2
11	Financial Management – I
12	Fundamentals of International Management
13	Human Resource Management
14	India & World Economy
15	International Business Strategy
16	International Economics
17	International Financial Management
18	International Marketing Management
19	International Trade Logistics
20	International Trade Operations & Documentation
21	IT Applications in Management - I
22	IT Applications in Management – II
23	Legal Aspects of Business
24	Macro Economics
25	Management Accounting
26	Management of Global Sourcing
27	Managerial Communication - 1
28	Managerial Communication - 2
29	Managers in Groups
30	Managing Change & Transformation
31	Marketing Management
32	Marketing of Services
33	Marketing Research
34	Operations Management
35	Operations Research
36	Strategic Management
37	Supply Chain Management
38	Trade Analytics

OTHER COMPONENTS

Foreign Language (French/ Spanish/ Mandarin)

Sea Port Visit

Summer projects

Research/Live Projects

Comprehensive Viva

Social Awareness Programme

ELECTIVE COURSES:

Electives with IB Focus

1	Advanced Supply Chain Management
2	Agri-Commodity Trading
3	Cross Culture Management
4	Digital Marketing
5	Financial Derivatives and Risk Management
6	Financial Risk Management
7	Financing of International Trade
8	Green Strategy for Global Operations and Logistics
9	International Contract Management
10	Management of Financial Services
11	Management of Pricing
12	Management of Shipping Services
13	Management of Strategic Alliance
14	Managing Global Compliance in Exports
15	Market Access Issues
16	Mergers and Acquisitions
17	Online Business & E-Commerce
18	Sectoral Strategies for International Business

General Electives

19	Advanced Forecasting Techniques for Business Applications
20	Advertising and Promotion Management
21	Applied Econometrics
22	Brand Management
23	Customer Relationship Management
24	Customs & Excise Management
25	Enterprise Resource Planning Systems
26	Financial Modeling
27	IT Project Consultancy & Management
28	New Venture Creation & Start ups
29	Project Appraisal and Finance
30	Retail Management
31	Rural Marketing
32	Sales and Distribution Management
33	Security Analysis and Portfolio Management
34	Strategic Market Planning and Decision Making
35	Strategy Execution & Tools
36	TQM & Six Sigma

Note: Students have to opt 4 electives out of IB Focus Electives & another 4 out of General Electives. Two elective can be chosen out of any of two groups.

CORPORATE INTERFACE

The Institute provides an excellent platform to the students for interaction with Industry leaders and experts. This helps the students to broaden their learning curve. The Industry leaders share their knowledge and real life challenges of the Industry. A number of sessions are scheduled throughout the programme to include senior executives from the corporate sector, policy makers from the government and eminent scholars as speakers.

SUMMER PLACEMENT

Summer internship is an integral part of the curriculum through which the students are exposed to the practical business situation relating to business operations. At the end of the internship, each student is required to submit a report for evaluation by the company and Institute's faculty through presentation and viva voce.

CORPORATE AND PORT VISIT

A visit to port town is arranged in India/abroad for the students to acquire first-hand knowledge on Port Operations, Custom Procedure, Shipping and role of other trade facilitating agencies. In addition, interactive sessions are arranged with corporate managers and trade promotion agencies during the visit.

INTERNATIONAL MANAGEMENT FORUM (IMF)

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

SOCIAL AWARENESS PROGRAMME (SAP)

The objective of SAP is to sensitize the minds of the students with social issues through presentation by partner NGOs and doing a project with them. This exercise helps the students in becoming good corporate citizen.

STUDENT EXCHANGE PROGRAMME

Student Exchange Programme at Indian Institute of Foreign Trade is an important part of the course curriculum. In the last decade IIFT has been able to develop and establish the student exchange programme with several premiere institutions

across Europe, North America and South East Asia including the Far East. Today, IIFT boasts of collaborations across the globe with several leading universities and academic institutions. Annually, a large number of students in a batch travel to various universities across Europe for spending a trimester in the host university. The total numbers of exchange seats have also gone up over the years and currently fixed at 45 for the 2013-14 session.

The selection process for the batch commences every year between August-September for the completion of the 3rd trimester in the January-March session of the subsequent year. The process of selection is rigorous based on short-listing of CV and personal interview. IIFT also provides travel subsidy to the participants through reimbursement of 50% of the passage fare.

The partnering institutions for the January 2014 session are as follows:

- A4U Spain
- Ajou University, Korea
- EDHEC Business School, France
- ESC Rennes School of Business, France
- Grenoble School of Management, Grenoble Cedex, France
- Hanken Swedish School of Economics, Finland
- IECS - Strasbourg Graduate School of Management, France.
- IESEG – School of Management, Lille, France
- Insubria University, Italy
- International University, Geneva
- Keio University, Japan
- Nyenrode University, Netherlands
- Pforzheim University of Applied Sciences, Germany
- Saarland University, Germany
- Skema Business School, France
- University of Bocconi, Milan, Italy.

PROGRAMME FACULTY

The Institute has a qualified and experienced Faculty with specialization in diverse areas such as International Marketing Management and Research, International Financial Management, Economics and Trade Policy, International Trade

Procedures, Logistics & Documentation, Supply Chain Management, Management and Marketing of Services, International Brand Management, International Business Practices and Strategies, Cross Cultural Management and Business Negotiations, etc.

VISITING FACULTY

The Institute also draws on expert guest faculty comprising specialists from business enterprises, research institutions, leading business schools and foreign universities.

INFORMAL ACTIVITIES

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



PLACEMENT PROGRAMME

The Institute has a Placement Cell which provides guidance and assistance to two year full time MBA (IB) students in securing suitable career opportunities in organization both within and outside the country. IIFT, being one of the country’s premier Business Schools, provides socially responsible global managers. IIFT Alumni are holding eminent positions in the organization in India and abroad.

In 2013, all the students of Delhi and Kolkata Campuses were placed by 74 companies. The placement witnessed highest domestic salary package of ₹22 lakh per annum and overall average salary of ₹12.4 lakh p.a. with median salary of ₹12 lakh p.a.

RECRUITERS OF 2013

- | | | | |
|---------------------------------|------------------------------|--------------------------|-------------------------|
| • ACG – Worldwide | • GCPL | • Markets & Markets | • STC |
| • Airtel | • Glencore | • Maruti Suzuki | • Stemcor |
| • Amazon | • Goldman sachs | • Mass2Class | • StockRiters |
| • Amrop India Consultants | • Google | • MMTC | • Swiss Singapore |
| • AT Foods | • HCL | • Mogae Media Pvt Ltd | • TASL |
| • Attero – Gobol | • HDFC | • Nomura | • Tata Motors |
| • Bajaj | • Hero MotoCorp | • P&G | • Tata Steel |
| • Britannia | • HSBC | • PEC | • TCS |
| • CEB | • ICICI Bank | • PFC | • Technopak |
| • Cipla | • IDC | • Power Grid | • Tecnova Consulting |
| • Citibank | • Idea | • PriceWaterhouseCoopers | • Titan |
| • Cognizant Business Consulting | • Indian Oil Corporation Ltd | • Raymonds | • Tricon Energy |
| • Colgate Palmolive | • Indus Valley Partners | • Reckitt Benckiser | • Trident |
| • Crisil | • Infosys | • Rockfort trading | • Valency International |
| • Dassault Systemes | • Interglobe | • RPG | • Vodafone |
| • DBS | • ITC | • SabMiller | • VVF |
| • Emami | • Madura | • Sharaf Group, Dubai | • Wipro |
| • Flipkart | • Mahindra | • Star Agri | |

FEE STRUCTURE

FEE

The annual tuition fee payable by each participant for the MBA (IB) batch 2013-15 has been ₹6,37,500 which could be paid in three installments. There are other charges of ₹30,000 for first year and ₹20,000 in the second year for computer facility, internet, library, alumni charges and IMF (student body). The students of SC, ST and PH category are given 50% concession on tuition fee only.

Foreign nationals/NRI students/ Children of NRIs will pay the annual tuition fee along with other charges in a single installment at the time of admission in the first year and by the start of second year. The fee for the 2013-15 batch under this category has been US\$27,500 per year and other charges of ₹30,000 for first year and ₹20,000 in the second year.

THE EXACT AMOUNT OF TUITION FEE AND OTHER CHARGES, APPLICABLE FOR MBA (IB) 2014-16 WILL BE INFORMED TO THE STUDENTS AT THE TIME OF SENDING THE OFFER LETTERS IN MARCH 2014.

REFUND OF FEE

(Applicable to all categories of candidates)

In the event of a student/candidate withdrawing before the starting of the course, the wait listed candidates are given admission against the vacant seat. The entire fee collected from the student, after a deduction of the processing fee of not more than ₹1,000/- (Rupees one thousand only) shall be refunded by IIFT. No refund of the fee is admissible after the commencement of the programme.

HOSTEL FEE

MBA (IB) at Delhi Campus is a residential programme and all the students are compulsorily required to stay in the hostel. In the first year the students are allotted accommodation on triple occupancy basis and in the second year on double occupancy basis. The hostel rent for the 2013-15 batch is ₹41,000/- per student per annum on triple occupancy basis and ₹51,000 on double occupancy basis for Delhi Campus and ₹50,000 for Kolkata Campus. The hostel rent is payable in advance on yearly basis.

A refundable security deposit of ₹5,000 is also payable.

The hostel rent and the security deposit are subject to revision at the discretion of the Institute. Boarding arrangements are available in the hostel. The charges are decided by the Students Mess Committee and the Caterer.

SCHOLARSHIP SCHEMES

1. The Institute operates Need Based Scholarship Scheme under which it pays interest subsidy for a certain period of time on Educational Loan from a Bank taken by the student whose family income is less than ₹4.50 lakh per year. Depending upon the fee and other expenses the amount of educational loan is revised every year.
2. Ministry of Social Justice & Empowerment and Ministry of Tribal Affairs have introduced a liberal scholarship scheme called "Central Sector Scholarship Scheme of Top Class Education for SC/ST Students". Four SC students and four ST students, who secure admission in the Institute's two-year full time MBA (International Business) are awarded scholarship by the Ministry of Social Justice & Empowerment and Ministry of Tribal Affairs respectively. The scholarship provides for (i) full tuition fee and non-refundable charges; (ii) living expenses @ ₹2,220 per month subject to actuals; (iii) books and stationery @ ₹3,000 per annum subject to actuals; and (iv) a latest computer with accessories like UPS, Printer, Multimedia limited to ₹45,000 as one time assistance during the course.

The Institute will select four SC students and four ST students from their respective categories on the basis of their merit in the written test and shall forward the applications of the eligible students in the prescribed proforma along with proof of admission and fee chargeable, etc. to the respective Ministries.

The eligibility conditions are as follows:

- The total family income of the student from all sources should not exceed ₹4.50 lakh per annum,
- The scholarship will be terminated if the student fails to pass the final examination of each year or any terminal examination.

IMPORTANT INFORMATION

The Admit Cards will be sent BY POST to all the applicants, who submit filled-in Application Forms complete in all respects (online or offline), in the first week of November 2013. Applicants, who do not receive their Admit Cards by 10th November 2013, can download their Admit Card from IIFT's website. With a print-out of the Admit Card, the candidates should reach the venue of the Exam Centre on 24th November 2013 latest by 9.00 a.m. with one of the following documents: (a) Passport, (b) Election I-Card, (c) College I-Card, (d) Driving License, or (e) PAN Card for appearing in the Exam.

In case of any problem, the candidates can contact Shri Gaurav Gulati, Sr. Administrative Officer (Academics). They must indicate their Application No. in their communications to IIFT. (Tel. Nos. 26857908 (Direct), 26966563, 26965124, 26965051 - PBX). E-mail: admissions@iift.ac.in OR gaurav@iift.ac.in

- Filled-in applications should reach IIFT by **3rd September 2013** at B-21 Qutab Institutional Area, New Delhi-110016.
- IIFT will not be responsible for postal delay or non-receipt of applications due to postal loss.
- Seats are reserved as per Government of India norms. The reservations are subject to candidates meeting the admission requirements of the Institute under this category.
- Application fee will not be refunded.
- Applications of foreign nationals under Self-financing Scheme should be routed through the Ministry of External Affairs/Ministry of Human Resource Development, Government of India and should be received by the Institute latest by 31st March 2014. They must send a copy of their GMAT score with the application.
- Complete details of the programme are available at IIFT's website: www.iift.edu and the students can submit applications online by visiting the website and clicking the **"ADMISSIONS 2014"** icon available on the homepage.
- Students are advised to quote the Application Form Number in all correspondence with the Institute.

- All disputes would be subject to the jurisdiction of Delhi Courts ONLY.

Incomplete applications in any manner (either for Application Forms or filled-in applications) and those received after the prescribed date shall be summarily rejected.

CHANGE OF CENTRE

Candidates should be careful while opting for the Admission Test Centre. A fee of ₹500/- in the form of a demand draft drawn in favour of Indian Institute of Foreign Trade (payable at Delhi) will be charged for changing the opted Centre. No request for change of centre will be entertained after 10th November 2013.

BAN ON RAGGING IN IIFT

'RAGGING IS PROHIBITED AS PER THE DECISION OF THE SUPREME COURT OF INDIA IN WRIT PETITION NO. (C) 656/1998'

As per the order of the Hon'ble Supreme Court dated 4.5.2001, ragging is banned in the Institute and anyone found indulging in ragging is likely to be punished appropriately which may include expulsion from the Institute. The students who may be selected and opt to join the programme will be required to submit two affidavits as per the format given by UGC in their website www.ugc.nic.in

TRANSFER POLICY FROM ONE CAMPUS TO ANOTHER

For admission to each batch of MBA (IB) two-year full time course, the Institute follows a policy of maintaining, at both Campuses, as far as possible, the same percentage of students of different categories, viz. SC, ST, PH and OBC when compared to the General category students of that particular campus. The transfer of students from Kolkata Campus to Delhi Campus and vice-versa will be subject to this policy and will be governed by the merit position of the student in the admission test comprising Written Test, Essay Writing, Group Discussion and Interview.

ADMISSION PROCEDURE

ELIGIBILITY

- Recognized Bachelor's degree of minimum 3 years' duration.
- Candidates appearing for a qualifying examination can also apply subject to submission of proof of requisite qualification by 7th October 2014.
- No age limit.

Admission of the candidate who joins the programme on provisional basis but fails to qualify in the Bachelor's degree examination is liable to be cancelled forthwith. Such candidate should immediately inform the Institute on declaration of his/her results. Admission of candidates who do not inform the Institute of such a situation will automatically stand cancelled on 7th October 2014. No request for extension of time for re-evaluation, etc. will be entertained.

MODE OF ADMISSION

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

- On the basis of Written Test, Group Discussion, Interview and Essay Writing.
- Written Test **on Sunday, 24th November 2013** between 10.00 a.m. and 12.00 noon at Ahmedabad, Allahabad, Bengaluru, Bhubaneswar, Chandigarh, Chennai, Coimbatore, Dehradun, Delhi, Guwahati, Hyderabad, Indore, Jaipur, Jamshedpur, Kochi, Kolkata, Lucknow, Mumbai, Nagpur and Visakhapatnam.
- Based on marks obtained in Written Test, candidates will be called for Essay Writing, Group Discussion and Interview to be held in January/February 2014 at Bengaluru, Chennai, Delhi, Hyderabad, Kolkata, Lucknow and Mumbai. Applicants who opt for Ahmedabad, Allahabad, Bhubaneswar, Chandigarh, Coimbatore, Dehradun, Guwahati, Indore, Jaipur, Jamshedpur, Kochi, Nagpur and Visakhapatnam as centres for written test need to select one of the above specified centres for Essay Writing, GD and Interview.
- The Institute reserves the right to add/delete any centre, if required.
- Reservations will be as per Government of India's Rules.

For Foreign National/NRI/ Children of NRI Category:

The admission of candidates under this category is on the basis of GMAT score only. GMAT result should not have been declared before 1st January 2012 and should be received by the Institute latest by 31st March 2014. **NRI-sponsored candidates are not considered under this category.**

PATTERN OF ADMISSION TEST

The admission test is a multiple choice objective type written test (in English). It generally consists of questions covering English Comprehension, General Knowledge & Awareness, Logical Reasoning and Quantitative Analysis.

HOW TO APPLY

Online: For the candidates who wish to fill in online Application Form, Visit IIFT website at www.iift.edu Click on the **ADMISSIONS 2014** icon and fill in the online form as per details given in website. Take the print-out of the Form, attach your photograph and sign in the Box provided for the purpose. Send the print-out along with the necessary enclosures to IIFT.

Offline: The candidates who bought the Prospectus in cash or through demand draft need to complete the enclosed Application Form and send the same in the envelope provided for the purpose **by Speed Post/Registered Post/Courier** to the Indian Institute of Foreign Trade, B-21, Qutab Institutional Area, and New Delhi-110016 so as to reach IIFT **on or before 3rd September 2013.**

CANDIDATES ARE ADVISED TO RETAIN A PHOTOCOPY OF THE COMPLETED FORM AND DEMAND DRAFT FOR FUTURE REFERENCE.

The cost of Prospectus and Application Form is one-time payment of ₹1500 (₹750 for SC/ST/PH candidates) which includes application screening and Entrance Test Fee and the candidates are not required to pay any other fee while sending back the filled-in Application Form to IIFT.

SC/ST/Physically Handicapped/OBC (non-creamy layer) candidates need to attach the requisite certificate with the filled-in Application Form.

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Sumita Marwaha

IMPORTANT DATES

Last date for obtaining Prospectus through post	Tuesday, 20th August 2013
Last date for obtaining Prospectus across the Counter at IIFT	Tuesday, 3rd September 2013
Last date for receipt of applications	Tuesday, 3rd September 2013
Last date for obtaining Prospectus and receipt of applications for Foreign Nationals/ NRIs/ Children of NRIs	Saturday, 15th February 2014
Written examination	Sunday, 24th November 2013 10.00 a.m. to 12.00 noon

PRICE

For General/OBC candidates	At IIFT Counter / By Post/Online	₹1500
For SC/ST/PH candidates	At IIFT Counter / By Post/Online	₹750
For Foreign Nationals/ NRIs/ Children of NRIs	At IIFT Counter / By Post/Online	US\$75/₹4000



भारतीय विदेश व्यापार संस्थान
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