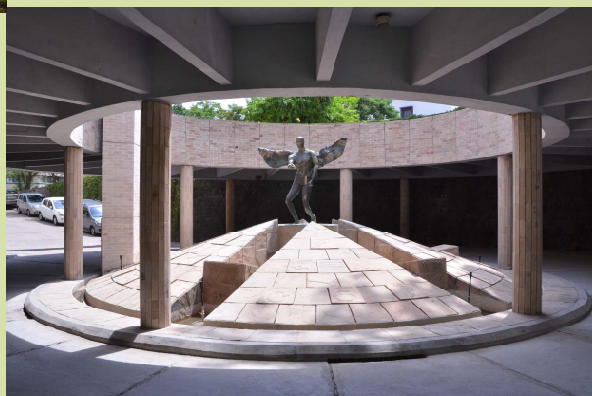


# **Executive Post Graduate Diploma in International Business (EPGDIB) Weekend Programmes (2022-23)**



**On-Campus  
(Delhi)**

**INDIAN INSTITUTE OF  
FOREIGN TRADE  
(DEEMED TO BE UNIVERSITY)**



## Vice-Chancellor'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 58<sup>th</sup> 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.

A handwritten signature in blue ink, appearing to read 'Manoj Pant', written in a cursive style.

**Prof. Manoj Pant**

## Vision

To be an academic Centre of Excellence in international business research, training and education.

## Mission

To create and foster a learning environment that enables participants to be leaders in international business with sensitivity towards society.

## IIFT at a Glance (Rankings) 2020-21

The IIFT have participated the following B-School rankings in AY 2020-2021 and ranked as:

- 25<sup>th</sup> in National Institute Ranking Framework (NIRF).
- 10<sup>th</sup> in Business Today – MDRA.
- 6<sup>th</sup> in Chronicles All India B-School Survey.
- 7<sup>th</sup> in Business World – B-School Ranking.
- 15<sup>th</sup> in Outlook – B-School Survey.
- 11<sup>th</sup> in MBA Universe B-School Ranking.
- 10<sup>th</sup> in InsideIIM MBA Rankings.



# 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. The National Assessment and Accreditation Council (NAAC) have recognized IIFT as Grade “A” institution in 2005 as well as in 2015. Over the years, IIFT has emerged as the national university with focus on International Business Management and Strategy, and such focus is reflected in all three major activities of the Institute: Research, Training and Education.

## Memorandum Of Understanding (MoUs)

IIFT has also entered into MOUs with the following institutions:

## 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.





# IIFT Received AACSB Accreditation

The Indian Institute of Foreign Trade (IIFT) has achieved the AACSB business accreditation and was awarded the certificate on 21<sup>st</sup> December 2021 at MDI Gurgaon.

Founded in 1916, AACSB is the longest-serving global accrediting body for business schools, and the largest business education network connecting learners, educators, and businesses worldwide. AACSB accreditation recognizes institutions that have demonstrated a focus on excellence in all areas, including teaching, research, curriculum development, and student learning.

Synonymous with the highest standards of quality, AACSB accreditation inspires new ways of thinking within business education globally. As a result, less than 6 percent of the world's schools offering business degree programs hold AACSB business accreditation. Through today's ratification, a total of 890 institutions across 58 countries and territories have earned AACSB accreditation in business out of which 17 are from India.



Prof. Manoj Pant, Vice-Chancellor, IIFT, with Dr. Tom Robinson, President, AACSB.

AACSB accreditation ensures continuous improvement and provides focus for schools to deliver on their mission, innovate, and drive impact. AACSB-accredited schools have successfully undergone a rigorous review process conducted by their peers in the business education community, ensuring that they have the resources, credentials, and commitment needed to provide students with a first-rate, future-focused business education.



# About Programme

The 18 month On-Campus batch of EPGDIB (at Delhi) will begin in April, 2022. EPGDIB aims 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) - (WEEKEND) at Delhi Campus

All sessions would be on weekends and will be held at IIFT, Delhi in physical mode. There will be one 'contact week' module in each semester. Examinations would be conducted on Campus. However, classes may be held online due administrative reasons or the ongoing pandemic COVID-19 situation and as per government directives and Institute's decision thereto. In such situation examinations would also be held online through proctored mode.

### Minimum Eligibility Criteria

Admission to the 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 all working professionals and self-employed individuals who meet the following criteria:

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

OR

- Post-Graduate Degree/ Engineering Degree or its equivalent from any

recognized University or Institution and managerial work experience of minimum THREE years.

- Minimum 55% (50% for SC/ST/PWD) marks or equivalent CGPA in Graduation.
- Only managerial work experience until 31<sup>st</sup> March 2022 will be considered.
- No Objection Certificate (NOC) 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/EWS candidates as per Government of India rules.
- No age limit for applicants.

### How To Apply

- Application to EPGDIB (On-Campus) is through prescribed on-line Application Form.
- Application Fee is of INR 2,000/- for GEN/OBC or INR 1,000/- for SC/ST/PWD category candidates).
- Applicants will have to register themselves at IIFT website: [www.iift.ac.in](http://www.iift.ac.in) under 'New Admissions' and pay registration fees using the link that would appear after registration.
- Scanned copy of the relevant certificates needs to be uploaded while submitting online application.
- Filled-in applications with enclosures and evidence of payment of Application Fee should be uploaded **latest by 5<sup>th</sup> March 2022.**
- 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 will be rejected.

## Admission Process

All applications received are reviewed and shortlisted candidate based on their qualifications & work experience will be informed. Interview may be conducted online for the shortlisted candidates considering the COVID-19 pandemic or any administrative reasons for the admissions in EPGDIB (On-Campus), Delhi.

## Fee Structure

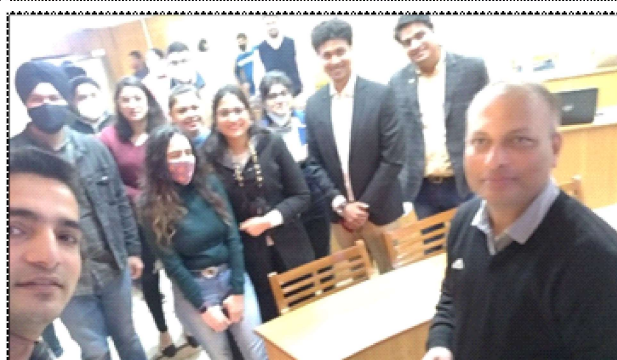
- The cumulative fee for the programme is INR 4,45,000/- which includes one-time alumni fee & library charges of INR 10,000/- and INR 5,000/- respectively. The library charges are refundable at the time of completion of the programme.
- The participants are responsible for the payment of the programme fee whether it is paid by the individual or by the sponsoring organization.
- In addition to the programme fees, participants will bear the cost of travel (ticket, visa, insurance, etc.) and accommodation for the port visit.
- Programme registration and first installment would be INR 1,05,000/- which will be paid on or before 31<sup>st</sup> March 2022 i.e., prior to the commencement of the programme. The remaining fee will be paid in 4 quarterly installments of INR 85,000/- each.
- **SC/ST/PWD Candidates: 50% fee concession on tuition fee.**
- **Late Fee Fine** for all students is INR 2,500/- 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 INR15,000/-.
- Re-registration will have to be done within one week of de-registration.

## Course Details

- The duration of the programme is 18 months (approx.).
- Semester-I (Apr. 2022 - Aug. 2022) with total credits of 20.
- Semester-II (Sep. 2022 - Jan. 2023) with total credits of 22.
- Semester-III (Feb. 2023 - Jun. 2023) with total credits of 24.
- Participants are required to opt 7 Elective Courses in Semester III. They can specialize in any 1 out of 4 specialization streams which are mentioned below:
  - (a) International Business
  - (b) International Marketing
  - (c) International Finance
  - (d) International Trade
- The electives must be finalized for Semester-III within the date as prescribed by the Programme Director/s.
- Faculty will be decided after the choices of electives are made.
- Minimum 20 participants required to form an elective group.
- Course Structure is subject to revision.
- International Port Visit of one week (subject to COVID-19 situation and government regulations).



## SESSIONS OF EPGDIB 2021-22 AT DELHI CAMPUS



## INTERNATIONAL PORT VISIT IN BELGIUM & HAMBURG (GERMANY)



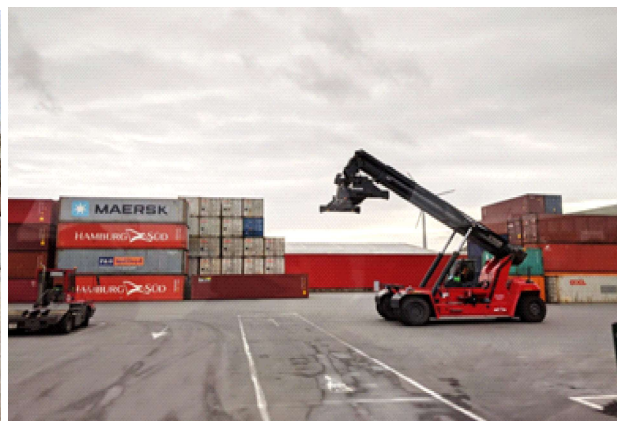
Port visit at Hamburg, Germany



Participants enjoying sunny day at Belgium



Participants at Airbus, Belgium



Port visit at Hamburg, Germany



## Course Structure

The EPGDIB (On-Campus) at Delhi course-curriculum is divided into three Semesters. The first two Semesters are common for all participants. Specialization streams are available in Third Semester.

The detailed course structure is as follows

**(Subject to revision, if necessary):**

### Semester-I (Apr. 2022 - Aug. 2022)

S. No.	Core Course Title
1.	Accounting for Managers
2.	Business Economics
3.	Business Statistics
4.	Marketing Management
5.	Managerial Behaviour in Organizations
6.	ITAM
7.	Business Communication
8.	Foreign Language

### Semester-II (Sep. 2022 - Jan. 2023)

S. No.	Core Course Title
1.	Financial Management
2.	Data Analytics

### Electives Course Title 7 (14 Credits)

S. No.	IB Electives	S. No.	IM Electives
1.	Crisis Management	1.	Channel & Distribution Management
2.	Management of Strategic Alliances	2.	Marketing Research
3.	Machine Learning & AI	3.	International Marketing Communication
4.	Cross Cultural Management	4.	Digital Marketing
5.	Organizational Change and Transformation	5.	International Brand Management
6.	Entrepreneurship	6.	Strategic Marketing
7.	Global Leadership Strategies	7.	Consumer Behaviour
8.	Management Consulting	8.	Online Business & E-Commerce
9.	Legal Aspects of Business	9.	Service Marketing
10.	International Business Negotiations		
11.	ERP using SAP		
12.	SAP Creating Motivated & sustainable organization		

3.	International Economics
4.	Strategic Management
5.	Human Resource Management
6.	Supply Chain Management
7.	Business Research Methods
8.	International Marketing Management
9.	Research Project
10.	Foreign Language

### Semester-III (Feb. 2023 - Jun. 2023)

S. No.	Core Course Title
1.	Trade Logistics & Global Sourcing
2.	International Business Strategy
3.	Corporate Governance and Ethics
4.	Research Project
5.	Foreign Language
6.	International Port Visit

S. No.	IF Electives	S. No.	Trade Electives
1.	Mergers and Acquisitions	1.	Trade Analytics
2.	International Finance	2.	Setting up of Export Business
3.	Equity Market Analysis	3.	International Law
4.	Bond Market Analysis	4.	EXIM
5.	Financial Modeling	5.	International Trade Operations & Documentation
6.	Business Taxation	6.	Sectoral Strategies
7.	Project Appraisal & Financing	7.	WTO and Regional Agreements
8.	Derivatives and Risk Management		
9.	Investment Banking		
10.	Financial Risk Management		
11.	Wealth Management		
12.	Financial International Trade		

### INTERNATIONAL PORT VISIT AT BELGIUM & GERMANY



## IIFT 54<sup>th</sup> Convocation Ceremony 2019-2020



Minister of Commerce & Industry Sh. Piyush Goyal presenting medals and diploma to First ranker Mr. Chanchal Maloo, EPGDIB 2019-20 (OC).



Minister of Commerce & Industry Sh. Piyush Goyal presenting medals and diploma to Second ranker Ms. Amreen Fatima, EPGDIB 2019-20 .



Minister of Commerce & Industry Sh. Piyush Goyal presenting medals and diploma to Third ranker Mr. Vivek Pant, EPGDIB 2019-20 (OC).



Dr. Pooja Lakhanpal, Head (EMPD), presenting diploma to the student.



## Students Speak...



“Joining IIFT will always be one of those decisions which will always give me immense satisfaction. Last one year as a student of this premiere Institute’s EPGDIB program has been nothing short of indulgence, fulfillment and happiness of following my long desired goals. The programs pedagogy is one of its kinds and when undertaken under the supervision of the renowned academicians and faculties of IIFT, it surely becomes a journey to be cherished forever. Still living, loving and living the journey. Studying at IIFT enables you to Learn, Reflect and Incorporate. THE BEST!!!!”

**Nirbhay Kumar** (EPGDIB 2020-21)  
AGM, Source Soft Solutions

“The EPGDIB Program was a great experience for me and far beyond my expectations. The time I spent with other executives was precious. The diversity of people from various industries and the impressive curriculum gave me tremendous inspiration and insight. The program is precise in course structure and the modules with the best faculty. The case studies and assignments helps generate a more ubiquitous perspective of how the global market functions and helped me make the best decisions at work and in day-to-day life. I learned frameworks and got practical insights into various aspects of international business. This program has helped me fit better in today’s global business scenario.”



**Sumit Verma** (EPGDIB 2020-21)  
Manager - International Business, C&S Electric Ltd.



My experience with the IIFT faculty and my batchmates has been academically enriching. The confluence of inquisitive minds and guidance of IIFT faculty has been truly an experience to behold for times immemorial. The peer learning spanning across the business canvas has been the high point of this course.

**Afrose Ahmad Khan**  
Senior Project Manager, IBM

The program was a great learning experience and has provided a door of opportunities. All the faculties were great and shared best of the knowledge bridging academia with industry



**Jeevan Upreti**  
Head, Cold Chain Operations Hind Terminals Pvt Ltd



I enrolled in EPGDIB to broaden my vision and skills, more so to provide me with a platform to interact with like-minded peers, intellectuals and eminent professionals of the Industry. The practical assignments, the flexibility of the classes, and enough time provided for discussions kept this course interesting. The teachings of dedicated and experienced faculty of this institute as well as my diverse class network have exposed me to think differently today.

**Priya Sharma**  
Founder of <https://shelc.in> SHE Lifestyle & Cosmetics

I am really fortunate to be part of the EPGDIB program, 15 months of my journey with IIFT was really amazing and learningful. The program is designed wonderfully well which evolves us as a great business leader. The college campus is filled with positive energy and exuberance. The Management & Professors are highly supportive, their trust and motivation has enlightened me throughout this journey.



**Sumit Arora**  
Associate Director Baazi Games



I had a great time at IIFT. It is nothing short of a privilege to be taught by the amazing professors associated with the course. I should also thank IIFT support staff for their excellent work throughout the course.

**Vivek Pant**  
Joint Director Petroleum Planning and Analysis Cell, MOP & NG





The EPGDIF program at IIFT Delhi has provided me with a plethora of opportunities to grow holistically and experience new avenues beyond academics such as entrepreneurship, live projects, etc. I have been constantly pushed out of my comfort zone, only to become a better version of myself. Apart from the great faculty, mentorship and friendship that I have experienced, the beautiful campus is a bonus. I can safely say that IIFT has provided me with the wings to fly and the roots to come back to.....

**Varun Sanghi**

Dy. General Manager Jindal Poly Films Limited

IIFT is one of the premier institutes offering structured management courses for a robust knowledge on the latest Imports and Export trade. I am fortunate to have been a student for the course and to be groomed with vast knowledge. Barring the short term of 18 months for the various subjects it would have been a wonderful learning experience with limited subjects with specialization for working professionals.



**Gowri Vishwanathan**

AGM Exports & Imports Bambino Agro Industries Limited



IIFT's EPGDIB program is a perfect solution for any working professional looking to develop their management skills. The program has been carefully designed to provide working professionals with leadership training, personal growth and professional development experience. The split between in-person and online classes of the hybrid program allowed me to engage in the course completely without compromising my professional career.

**Prasad Rote**

Founder CEO Sarvoshadhi Biotech Private Limited

This program helped me to bring more to the table from a strategic perspective than someone with a traditional technical background. I appreciate that the professors kept the course fresh and relevant by incorporating current events, such as the impact of global pandemic and impact of present trade war. After completing this program, I feel that I am in a stronger position to advance my career. I have improved my leadership, research, writing, analytical, negotiation skills and time management skills.



**Ritwick Chatterjee**

Global Category Manager FLUOR



It was an enriching experience to learn and study a carefully crafted curriculum under the most respected personalities in the industry. We were always encouraged to ask queries and questions by most of the faculties. International Business is not known to be an easier course to design considering the breadth and width of the intended objectives to be met. But IIFT has done brilliantly. Highlight of the course was the international port visit which makes this programme unique in the country.

**Shailesh Khedkar**

Assistant Vice President Barclays Bank

It has been a great experience for me studying in IIFT Hybrid as it has added one more feather to my hat. Thanks to all our faculties who have given special attention to our classes and have helped us learn and experience new things in business in India and around the world



**SUBROTO BHATTACHARJEE**

Founder / CEO iTech Scientiûc

# Important Dates

Last date of receipt of applications	<b>5 March 2022 (Saturday)</b>
Commencement of EPGDIB (On-campus)	<b>April 2022</b>

## *For more information, Please contact:*

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*Artistic view of IIFT new campus, Maidan Garhi, New Delhi*

## **INDIAN INSTITUTE OF FOREIGN TRADE**

**DEEMED TO BE UNIVERSITY**

(Set up by Ministry of Commerce & Industry, Govt. of India)

### **DELHI CAMPUS**

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### **KOLKATA CAMPUS**

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**Website: [www.iift.ac.in](http://www.iift.ac.in)**