



भारतीय विदेश व्यापार संस्थान दिल्ली Indian Institute of Foreign Trade Delhi

Management Development Programmes

60+ years' experience in delivering training



Deemed to be University



**Autonomous Body Under
Ministry of Commerce and Industry
Government of India**

About IIFT Delhi

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 to be University” status in 2002. The National Assessment and Accreditation Council (NAAC) has recognized IIFT as Grade ‘A’ Institution in 2005 as well as in 2015. Over the years, IIFT has emerged as a 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 Indian Institute of Foreign Trade was granted the prestigious AACSB Accreditation on 17th November, 2021. With this the IIFT figures amongst the top 900+ Business Schools of the world which have earned this accreditation.

About MDP

Management Development Programs (MDPs) has been one of the major activities of the Institute. Since its inception in 1963, it was envisaged that IIFT should become a centre of excellence for Executive Development Program in International Business, and today after its completion of fifty eight Years, it has emerged as a knowledge resource division catering to the needs of officers, managers and executives at all levels drawn from the corporate, government and public sectors both in India and abroad.

The objective of our MDPs is to provide the participants an excellent opportunity to interact and exchange ideas with the experienced faculty and fellow participant's which helps crystallize the concepts for better decision making. It also facilitates business executives to explore new frontiers of knowledge, sharpen their skills and help their organizations to achieve newer heights.

The participants in our programs are officers/executives from ministries & departments of the Government, corporate sector, trade facilitation agencies, export promotion organizations and entrepreneurs.

Vision

To be an Academic Center 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.

Types of Programmes

Certificate Programmes (Hybrid/Offline)

Four Months Certificate Programme in Export Import Management (CPEIM):

S. No	Programme Name	Date	Programme Fee
1	CPEIM (Offline)	August - December, 2023	90,000
2	CPEIM (Hybrid)	October 2023 - February 2024	75,000
3	CPEIM (Hybrid)	March- July, 2024	75,000

It is a Four Month hybrid programme comprising of 6 modules and 150 classroom hours. For the hybrid programmes participants are required to visit the campus for the first 6 days of the programme after that online classes will be conducted on weekends.

Offline programmes classes will be organized on each Saturday and Sunday. Participants have to attend the classes by visiting the IIFT Delhi campus.

The primary objective of the program is to build knowledge on the key aspects of export/import management, knowhow on international business; market and buyer identification as per the post COVID shifts of consumer behaviour; changing stringency of import regulations; new foreign trade policy; changing domestic regulatory framework on farm bills and its impact on exports; and tools for enhancing price competitiveness toward surviving in business in light of limited and reduced global demand. Both start- up companies as well as established firms are looking forward to the managers having an in- depth understanding of doing business across various global markets and thus enabling companies to develop customized business plan and market entry strategies.

One Year Post Graduate certificate programme in International Business & Finance (PGCPIBF):

S. No	Programme Name	Date	Programme Fee
1	PGCPIBF (Hybrid)	July 2023 - June 2024	1,40,000

It is a One year online PG certificate programme comprising of 7 modules and 150 classroom hours. Participants are required to visit the campus for the first 6 days of the programme after that online classes will be conducted on weekends. The online classes are conducted on each Saturday and Sunday. The primary objective of the program is to build knowledge on the key aspects of international business and finance, aims to develop competence in disciplines and skills associated with selling in International business and finance. The program will equip the present-day managers with necessary competencies to formulate plans for international business and finance in international marketplace.

Six Months Professional Training programme in International Business Analytics & Market Intelligence (IBAMI):

S. No	Programme Name	Date	Programme Fee
1	IBAMI (Hybrid)	September 2023 - March 2024	50,000

18% GST will be charged extra on total programme fee

It is a Six Month Professional Training programme comprising of 60 classroom hours. Participants are required to visit the campus for the first 6 days of the programme after that online classes will be conducted on weekends. The classes are conducted on each Saturday Sunday. The course is designed for the executives to understand the concept of Foreign Trade along with generating and developing soft skills. The structure of the training is designed in such a way that the individuals understand the process and ease of doing business with various stakeholders. The training programme also focuses on developing soft skills for effective functional roles at various levels of workplace interactions.

Custom Training Programmes

IIFT has emerged as the pioneer institution for conducting need-based training programme for various ministries, State Government, Public Sector Units, Export Promotion Organizations and Private Sector Industries in International Business & related areas. Major Programme details are as follows:

Major Organizations Government Department

#	Name of the Course	Sponsoring Organization
1	24 weeks/6 months Course in International Business Management (IBM) for Armed Officers	Directorate General of Resettlement
2	Certificate Course in Business Management (HR & Finance) for Armed Officers	Directorate General of Resettlement
3	2-Week Mid-Career Training Programme for Officers of DGFT on “International Trade & Management”	Directorate General of Foreign Trade
4	One-Week Training on WTO & IPRs for All India Service Officers	Department of Personnel & Training (DoPT)
5	WTO and IPRs for Indian Economic Service officers	Department of Economic Affairs, Ministry of Finance
6	Nine Months Residential Training Programme for the Probationers of Indian Trade Service	DGFT, Ministry of Commerce and Industry
7	Three-week Training on International Trade for Mid and Sr. Officers of DGFT	DGFT, Ministry of Commerce and Industry
8	Six Month Course in International Business Management	Directorate General of Resettlement (Ministry of Defence)
9	Series of Capacity Building Programme on Career Counselling & Guidance	Ministry of Labour & Employment
10	International Trade & Convention for Indian Revenue Service Officers	NACIN, Ministry of Finance
11	Defence Export from India: Opportunities and Challenges	National Academy of Defence Production
12	Mid-Career Training Program on Advanced Management for Indian Statistics Service Officers	NSSTA, Ministry of Statistics & Programme Implementation
13	International Economics & Business Management for Indian Foreign Service Probationers	Sushma Swaraj Institute of Foreign Service, Ministry of External Affairs

Public Sector & Private Organizations

#	Name of the Course	Sponsoring Organization
1	Six-Weeks Professional Training Program on Business Analytics	Hindustan Petroleum Corp Ltd
2	Promotion and Role Change Workshop for DDVM–SFMGR1	Maruti Ltd
3	Enhancing Competitiveness of Agro Export from India	APEDA
4	Global Business Management	Coromandel Fertilizers Limited
5	Two Days MDP on “Procedure For Export Of Marine Products and Import	Marine Products Exports Development
6	Strategic Thinking & Effective Decision Making	Maruti Suzuki
7	Trade Terms & Documentation	Mitsui Chemicals
8	Defence Export from India: Opportunities & Challenges	National Academy of Defence Production, MoD, Govt. of India)
9	Contract Management and Trade Logistics	Indian Air force
10	Awareness Program on Defence Export Policy	Bharat Electronics Limited
11	Talent Management Programme on International Business	MMTC
12	Exploring Global Opportunities	Murugappa Group
13	International Banking	State Bank of India
14	Export Import Procedure & Documentation	Tamilnadu Agriculture Marketing Board
15	Preparing Post COVID Export Promotion Strategy	Tata Metaliks
16	Trade and International Finance Issues	Tata Steel
17	Export Management Skills for Coir Exporters	COIR Board
18	Export Import Procedure & Documentation For the officers of ECGC	ECGC
19	International Business Management	TVS Motors
20	Cross Cultural Communication in International Business	TVS Motors
21	Enhancing Export Competitiveness of Agro Products from Kerala	WTO Cell, Govt. of Kerala

Customized Certificate Programmes (On Campus/Hybrid)

#	Name of the Course	Name of the Organization	Duration
1	Certificate Programme on International Business Excellence	TVS Motors	1 Year
2	Certificate Program on Export Import Management	Bharat Electronics Limited	6 Months
3	Foundation Course on Foreign Trade	Hindustan Petroleum Corporation Ltd	3 Months
4	Certificate Course in Global Supply Chain Management	Directorate General of Resettlement, Ministry of Defence	3 Months

International Programs

#	Name of the Course	Name of the Organization
1	Series of Capacity Building Programmes on International Business across 16 African Countries	Ministry of External Affairs
2	Export Import Business & Documentations	Olam International
3	ERP, Communication and Office Management	SAARC Development Fund
4	Financial and Cross Border Regional Project	SAARC Development Fund

Glimpses of Some Training Programs at IIFT Delhi

*Probationers of the Indian Trade Service of batch 2021, who are undergoing training at the Indian Institute of Foreign Trade alongside previous batch mates from the 2018, 2019, and 2020 batches met **Hon'ble President of India Smt. Draupadi Murmu** to seek professional advice for their careers*



MDP Division of Indian Institute of Foreign Trade, New Delhi Organized "24 weeks Executive Programme in Business Management" for the Officers of Armed Forces on December 20, 2022. Inaugural Session was presided by Vice Admiral Dinesh K Tripathi, AVSM, NM, Chief of Personnel, Indian Navy; Major General Sharad Kapur, YSM, SM, Director General DGR; Prof. Satinder Bhatia, Director, Indian Institute of Foreign Trade; Prof. Asheesh Pandey, Professor & Head (MDP), Indian Institute of Foreign Trade



*International Visit of ITS Probationers from 2020 and 2021 Batch to **WTO Geneva (Switzerland)***



*MDP Division of Indian Institute Foreign Trade (IIFT), New Delhi conducted 4 Days Training Programme on Benchmarking in Defence Procurement for the Officers of **Indian Navy** on 25th July 2022.*



*Group Photograph of Management Development Programme on International Business in Pretoria, **SOUTH AFRICA***



*Participants and the State Minister for HRD, Government of Sudan after organizing Capacity Building Programme on International Business at Khartoum in **SUDAN***



*With participants (in the centre) and Secretary of Foreign Affairs, Government of Mauritius and Indian High Commissioner after Conducting Executive Development Programme on International Business at **MAURITIUS***



*With participants (in the Centre) and Minister of Foreign Affairs and other senior officials, Government of Seychelles and Indian High Commissioner during conduct of Executive Development Programme at **SEYCHELLES***



Training programme on "Promotion and Role Change Workshop for DDVM-SFMGR - I" conducted for the Senior Officials of Maruti Limited



IIFT Delhi Clients



GAIL (India) Limited



India Trade Promotion Organisation



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