



Indian Institute of  
Foreign Trade, New Delhi

# MANAGEMENT DEVELOPMENT PROGRAM CALENDAR 2024-25



# 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.

## 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.





# About MDP Division

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



# High Value Training Programme

## 2024-25



### Leadership and Strategic Management in International Business

**Duration-** 5 Days

**Venue:** Goa

**Date:** October 21-25, 2024

**Programme Fee:** 90,000 + 18% GST



### Program Objectives

The primary objective of exploring Leadership and Strategic Management in International Business is to equip individuals with the knowledge and skills necessary to navigate the complex and dynamic global business environment. This course aims to foster a deep understanding of the strategic leadership principles essential for effective decision-making and sustainable growth in the international arena. Participants will gain insights into the challenges and opportunities posed by global markets, enabling them to formulate and execute strategies that drive organizational success on an international scale.

### Day 1: Understanding the Global Business Landscape

- Introduction to International Business
- Globalization and its Impact on Business
- Cultural Intelligence and Cross-Cultural Communication
- International Trade Theories
- Political and Legal Environment in International Business

### Day 2: Leadership in International Business

- Leadership Styles and Global Leadership Competencies
- Leading and Managing International Teams
- Building Cultural Competence in Leadership
- Case Studies on Successful Global Leaders
- Interactive Leadership Workshops

### Day 3: Strategic Management in the Global Context

- Strategic Planning in International Business
- SWOT Analysis for Global Companies
- Formulating Global Business Strategies
- Strategic Decision Making in Uncertain Environments
- Integrating Sustainability into Global Strategy

### Day 4: Managing International Partnerships and Alliances

- Creating and Managing International Alliances
- Mergers and Acquisitions in the Global Market
- Joint Ventures and Collaborative Strategies
- Negotiation Skills for International Business
- Managing Global Supply Chains

### Day 5: Emerging Trends and Future Challenges

- Technological Disruptions in International Business
- The Impact of Artificial Intelligence on Global Markets
- Global Economic Trends
- Ethical Considerations in International Business
- Crisis Management in the Global Context
- Future Trends and Strategies

### Who is Right for the Program?

Our program is designed to help organizations nurture individual leadership skills and enhance system-wide leadership capability. It enables senior management professionals to implement efficient strategic directions, deliver outstanding products and boost organizational performance across public, private and not-for-profit organizations.

\*The fees include tuition, background reading material, stay in air-conditioned room on single occupancy basis, breakfast, lunch, dinner, tea/coffee during the program.



# Long Duration Certificates Programme

## 2024-25

### Export and Import Management

**Duration:** 4 Months

**Mode:** -Offline (On campus)

**Venue-** IIFT Delhi

**Total Seats:** 60

**Commencement Month:** May 2024

**Programme Fee:** 1,10,000 + 18% GST

It is a Four Month hybrid programme comprising of 6 modules and 150 classroom hours.

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.



# Long Duration Certificates Programme

## 2024-25

### Certificate Programme in International Business and Finance

**Duration:** 4 Months

**Mode:** - Hybrid

**Venue-** IIFT Delhi

**Total Seats:** 60

**Commencement Month:** August 2024

**Program Fee:** 90,000 + 18% GST

It is a four month hybrid 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 the international marketplace.





# Long Duration Certificates Programme



## 2024-25

### Export and Import Management

**Duration:** 4 Months

**Mode:** - Hybrid

**Venue:** IIFT Delhi

**Total Seats:** 60

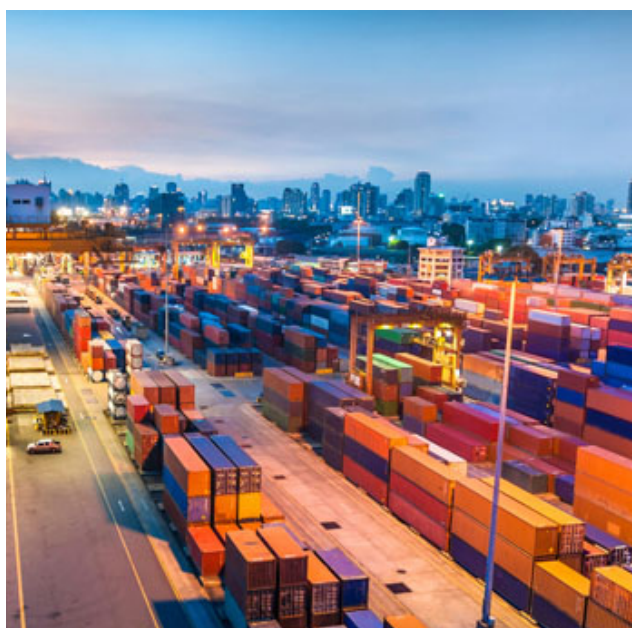
**Commencement Month:** October 2024

**Program Fee:** 90,000 + 18% GST

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.

Online classes will be organized on each Saturday and Sunday. Participants have to attend the classes on online platform.

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.



# Long Duration Certificates Programme



## 2024-25

### Professional Development Programme International Business Analytics and Market Intelligence

**Duration:** 6 Months

**Mode:** - Hybrid

**Venue:** IIFT Delhi

**Total Seats:** 60

**Commencement Month:** January 2025

**Program Fee:** 60,000 + 18% GST

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.





# Long Duration Certificates Programme



## 2024-25

### **Certificate Programme in International Business and Finance**

**Duration:** 4 Months

**Mode:** - Hybrid

**Venue:** IIFT Delhi

**Total Seats:** 60

**Commencement Month:** February 2025

**Program Fee:** 90,000 + 18% GST

It is a four month hybrid 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 the international marketplace.



# Our Clients





# Contact

## Management Development Program Division

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