

## **The Annual Quality Assurance Report (AQAR) of the IQAC** **2011-12**

Name of the Institution: Indian Institute of Foreign Trade

Name of the Head of the Institution: Shri. K. T. Chako – Up to 4<sup>th</sup> September 2012  
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### **Year of Report: 2011-12**

**Part A: The plan of action chalked out by the IQAC in the beginning of the year towards quality enhancement and the outcome achieved by the end of the year.**

#### **Plan**

- The accomplishment of management education needs to be strengthened among educated youths and working executives.
- The knowledge and skill sets of management professionals need to be strengthened through management development programmes and executive development programmes.
- New centres in the area of international trade and business may be planned for neighbouring countries, and hilly regions in India.
- Infrastructure facilities may be strengthened at Delhi and Kolkata campus.

#### **Outcome**

- The number of admissions in both full time management programme and part time management programmes had increased gradually.
- The number of executive development programmes conducted at African continents had increased phenomenally.
- Strategies are being made to open up India- China Centre for International Trade and explored opportunities for spice board at Shimla.
- New Hostel complex was made to accommodate the full time management students. The existing facilities at Delhi campus has been scaled up to meet the needs of the students.

## **Part B:**

### **1. Activities reflecting the goals and objectives of the Institution:**

- The academic programme calendar was being made and the faculty workload allocation was worked out and same was circulated to all stakeholders.
- The annual discipline group meetings were held to review the existing courses.
- With the external validation committee's recommendation existing course were reviewed and validated accordingly.
- During 2011-12, IIFT carried out capacity Building Programmes in Burkina Faso, Sudan, Mauritius and in Delhi exclusively for African participants. The Institute has organised an International Conference in collaboration with OBCD and ADBI.
- The Institute continued to introduce new management development programmes (MDPs) during the year in the areas of Finance, Exports and Trade Operations, Stocks, Human Resources, IT and software Management. In addition the Institute conducted a series of programmes on Corporate Social responsibility, E-Governance, Special Economic Zones, etc. IIFT also focused on programmes for officers of central services including IFS, IAS, IES, IPS, IRS and ISS.

### **2. New academic programmes initiated (PG):**

- Certificate Programme in Export Management (Online- Hybrid programme)

### **3. Innovations in curricular design and transaction:**

- Recommendations of the External Validation Committees were discussed and incorporated by each of the discipline groups. These included balancing of credit weightages wherever required and introduction of contemporary new electives. For example based on the committee recommendations, it was decided to add four new electives to the Marketing portfolio- Digital Marketing, Bottom of Pyramid Marketing, Marketing Planning and Decision Making and Pricing strategy.
- Implementation of Online attendance in classrooms
- Regular updation of Handbook of information and Guidelines for course –co-ordinators

### **4. Inter-disciplinary programmes started:**

All Management programmes offered by IIFT are all interdisciplinary in nature

### **5. Examination reforms implemented:**

The already well established examination system continued.

### **6. Candidates qualified: NET/SLET/GATE etc.**

Not Applicable

**7. Initiative towards faculty development programme :**

- Faculty members are encouraged to attend seminars, conferences and workshops both India and abroad.
- The faculties who are indulging in research, case study writings, holding seminars, conferences and training programmes are persuaded to sustain with their efforts and duly rewarded at the time of completion of their assignment.

**8. Total number of seminars/workshops conducted/MDP: 54**

**9. Research projects**

a) **Newly implemented:06** (in progress)

b) **Completed:08**

**10. Patents generated, if any:** Not applicable

**11. New collaborative research programmes:** Nil

**12. Research grants received from various agencies:**NA

**13. Details of research scholars: 11**

<b>Sl. No</b>	<b>Name of the Student</b>
1	Manish Sharma
2	Biswadip Mandal
3	Nithin K
4	Saurav Banerjee
5	Amrita Ganguly
6	Deepti Srivastava
7	Mallika Aggarwal
8	Arnab Mallick
9	Prabhat Ranjan Acharya
10	Shambhu
11	Saleema Razvi

**14. Citation index of faculty members and impact factor:** NA

**15. Honours/Awards to the faculty:** 06

**16. Internal resources generated:** Rs1,92,933 /-

**17. Details of departments getting SAP, COSIST(ASSIST)/DST. FIST, etc. assistance/recognition:**NA

**18. Community services:**

- Continuation of Koshish and NGO internship by students.
- Activities included distribution of educational kits to girl students
- Organisation of blood donation camps
- Specific projects undertaken during the internship period.

19. **Teachers and officers newly recruited:** 12

20. **Teaching – Non-teaching staff ratio:** 1:2.4

21. **Improvements in the library services:** NA

New Databases were purchased to enable the trade and business courses.

22. **New books/journals subscribed and their cost:**

Details of expenditure on books, journals, databases etc in the year 2011-12

Sl.No.	Items	Year 2011-12
1	Books	789
2	Journals	623
3	Databases	31

#### Expenditure

Sl.No.	Items	Year 2011-12
1	Books	1,59,755.00
2	Journals	13,81,195.00
3	Databases	81,17,000.00

23. **Courses in which student assessment of teachers is introduced and the action taken on student feedback:**

Online Student Assessment of teachers introduced

24. **Unit cost of education:**

Unit cost per student incl salary component is Rs 2.72 lakh

Unit cost per student without salary component is Rs 1.45 lakh

**25. Computerization of administration and the process of admissions and examination results, issue of certificates:**

Continuation of automated processes introduced earlier

**26. Increase in the infrastructural facilities:**

- All faculty and staffs PCs are upgraded with advanced windows software.
- Across the Campus all the Air Conditioners were repaired and re conditioned.
- The office canteen and hostel mess facilities were reassured with better quality and service.
- The kiosks were made open during night time to facilitate the students' needs.

**27. Technology up gradation:**

Development of online employee information system for easy access to information as well as for tracking and administrative reporting. This system is also designed to ensure on time updation and minimisation of errors.

**28. Computer and internet access and training to teachers and students:**

All full time students and faculty have laptops. Access to computer labs and internet is also available to all. Periodical training is given to both students and faculty & staffs by Computer Centre.

**29. Financial aid to students:**

Limited fellowships are given to Doctoral Students and following scholarships are given to Full time MBA Students:

The Institute operates Need Based Scholarship Scheme for those students whose family income is less than 4.5 lakhs per annum and who have taken bank loan for the fee. Under this scheme IIFT pays interest subsidy @ 9.5% on loan amount for the maximum period of 27 months starting from the time the student took the loan for enrolment in IIFT.

- Scholarship to 5 SC and 5 ST students by Ministry of Social Justice & Empowerment and Ministry of Tribal Affairs respectively
- Sir Ratan Tata Scholarship to top 5 students
- EXIM Bank Scholarship to topper among SC/ST scholarship
- CRWC scholarship to EWS cum meritorious students.

**30. Support from the Alumni Association and its Activities :**

- Participation of alumni as visiting faculty and support in relationship building with recruiting organisations

- Expanding the new alumni website
- Alumni participation as visiting faculty and mentors

### 31. Support from the Parent-Teacher Association and its Activities :

Not  
Applicable

### 32. Health services:

- Compulsory Yoga classes for students.
- Gymnasium facilities are made available for students, faculty and staffs.
- Continuation of part time medical consultation facility

### 33. Performance in sports activities:

Organized a cricket match between students, staffs, and faculty.

### 34. Incentives to outstanding sportspersons:Not applicable

### 35. Student achievements and awards:

- Students of IIFT regularly participate in both state level and national level competitions and won several awards and appreciations. The details of the competitions and the awards won by students are as follows.

Awards won by students during 2011-12				
S.No.	Competition Name	Organized by:(college name/organization etc.)	Position	Level
1	Cloud Connect	DMS, IIT Delhi	1st	National
2	TEETOTELER	IIFT Delhi	2nd	National
3	300-The Seminars,	NMIMS	Other	National
	PARAGANA 2010			
4	BAAZIGAR	IIFT Delhi	2nd	National
5	STRIDES	IFMR, Chennai	Finalist	National
6	FinWizards Finance Quiz	SCMHRD, Pune	3rd	National
7	MIND MINE	Fore School of Management, Delhi	1st	National
8	SERVEPRENEUR	FMS, Delhi	Finalist	National
9	Sankalp: B-Plan Competition	TAPMI	1st	National
10	AI Gore Sustainable Technology Venture Competition	Foundation for Sustainable Future, Finals at Carnegie Mellon University	2nd	National
11	Arjun- Case study competition	Delhi School of Economics	2nd	National

12	Brand-X-Connect	TAPMI	1st	National
13	Ambush Marketing - Guerrilla Warfare	Jamnalal Bajaj Institute of Management Studies	National Finalist (Top 5)	National
14	Silent Voice	IIM Shillong	2nd	National
15	Bluffmaster	SIOM	National Finalist	National
16	Innolab- Social Entrepreneurship B-Plan Competition	T.I.S.S , Mumbai	Selected amongst the top 12 Social Innovations from across the country.	National
17	IGFAB Online Quiz	IIM Lucknow	2nd	National
18	Levi's: Change your world fellowship	Levi's India	Finalist. Result awaited .	National
19	Great Innovation Challenge	IIM Calcutta	1st	National
20	The Bulls N the Bears	Amity International Business school	1st	National
21	The Big quiz- new sage Alchemist	IIM Ahmedabad	2nd	National
22	Dhanshastra	K J Somaya Institute of Management Mumbai	1st	National
23	Mercatus Maximus	SIBM, Pune	3rd	National
24	MELA Quiz	IIM Ahmedabad	1st	National
25	Operazor	IIFT Delhi	1st	National
26	No News is Good News	DMS, IIT Delhi	Finalist	National
27	Mark Monster	FMS, Delhi	1st	National
28	Baazigar	IIFT Delhi	1st	National
29	Mahindra Auto Quotient	NDTV and M&M	3rd	National
30	The Business Quiz	IMT Ghaziabad	1st	National
31	National Business Olympiad (Kolkata leg)	IIM Ahmedabad	3rd	National
32	Great Innovation Challenge	IIM Calcutta	1st	National
33	Ideas to Implementation	IIM Calcutta	East Zone Top 10	International
34	Global Social Venture Competition (GSVC)	ISB, Hyderabad	Excellent Renewable Energy Project acclaim by GSVC	National
35	Al Gore Sustainable Venture Competition	IIFT Delhi	All India Top 8	National
36	Biz-O-Wiz	Symbiosis Institute of Operations Management, Nasik	5th Position & Rs 500 Cash	National

37	R-Idea	IIM Ahmedabad	All India top 8 in the Renewable Energy Business Plan Segment of the Competition	National
38	Niyukthi	IFMR, Chennai	All India Top 10	National
39	Quarks	SCMHRD, Pune	Selected to represent at college	National
40	Harry Potter Treasure Hunt	IIFT Delhi	1st	National
41	Ad Mad Event	IIFT Delhi	1st	National
42	Sudoku	IIFT Delhi	1st	National
43	Bizz Guru	IMI, Delhi	NA	National
44	Grey Matterz	Teri Unversity, Delhi	NA	National
45	Linc U n I Contest-All india B-School Market Research Competition	Linc Pen & Plastics Ltd, on behalf of Uni Mitsubishi Pencil Co, Japan	1st	National
46	National Entrepreneurship Challenge	FMS, Delhi	Among Top 5 teams	National
47	â€œE-Summit 11â€ B-Plan Competition	Delhi Technical University	1st	National
48	â€œ Praroop â€ B-Plan Competition	IFMR, Chennai	Finalist Top 5	National
49	International Business strategy competition	Doodle International.	2nd	National
50	Synchroniser	DMS, IIT DELHI	2nd	National
51	TRADE RACE	IFMR, Chennai	Other	National
52	Yojna - B Plan competition	IMI, Delhi	3rd	National
53	Dare'2011	IIPM	1st	International
54	Viswaarthasabha-Equity Research	IFMR, Chennai	2nd	National
55	Deal-Devilry	FMS, Delhi	Other	National
56	Call for Arms	IIM Lucknow	Finalists	National
57	Slide Rules - Literary Event	IMT Ghaziabad	2nd	National
58	Kurukshetra	IFMR, Chennai	2nd	National
59	National Paper Writing Competition-" Future Drivers of IT" , ENVISION 2011	XIMB	Winner	National
60	SIBM's Last Man Standing 2012	SIBM, Pune	Runner up	National
61	Corporate Combat Flagship Competition	IIM Ahmedabad	National Finalist	National
62	Aircel Indovation, marketing case study comepetition	FMS, Delhi	Finalist	National



63	Murphy's Laugh-- Strategy competition	IIM Calcutta	National runner's up	National
64	Nutcracker Marketing	IIT Delhi	2nd Prize	National
65	Wild Card Round of Loreal Brandstorm	Loreal India Pvt. Ltd.	Finalist	National
66	Colgate Plax Marksmen	IIM Lucknow	National finalist	National
67	Antaraaya- Abhyudaya'12	IFMR, Chennai	Top 3 finalist teams	National
68	Chanakya - Strategy Event	IIM Calcutta	Campus Finalists	National
69	Corporate Combat - Strategy Event	IIM Ahmedabad	Campus Finalists	National
70	Operations event	XIMB	1st	National
71	Model UN Debate	MIB, Delhi School of Economics	Campus Round Finalist	National
72	Public Policy Competition, 'Chakravayuh'	IIM Ahmedabad	Finalist	National
73	The Economist of the year " in Manifest.	IIM Lucknow	Finalist	National
74	â€œBrand Vistaar-The Allen Solly Challengeâ€ , a Marketing Competition	IIFT Delhi	Finalist	National
75	Uththaan, a Case Study competition in Fiesta' 2011	FMS, Delhi	1st	National
76	Chakravayuh, a General Management event held at Confluence	IIM Ahmedabad	National Runners up	National
77	IIT-D Nutcracker Case Study Competition	IIT Delhi	1st Prize	National
78	Chakravayuh- Public Policy Making Event	IIM Ahmedabad	National Finalist	National
79	Mahindra War Room, 2011	Mahindra & Mahindra Group	Campus Runners up	National
80	Tata Finding NEO: identifying tomorrow`s quintessential manager in OJAS 4.0-	SPJIMR, Mumbai	National Finalist	National
81	Niveshak, Sector Report Writing Competition	IIM Shillong	3rd	National
82	Skill City, Flagship strategy event	XIMB	Winner	National
83	MBA-In-Progress Case Study Competition	Inter B-School	Won 2nd Prize in the First Phase of this competition. Won 1st Prize in the Second Phase of this competition.	National

84	Marketing Flagship Event	DMS, IIT Delhi	National Winner	National
85	M&A Frenzy, investment banking pitchbook making competition	IIM Ahmedabad	Runners up	National
86	Campaign for a Cause	IIM Ahmedabad	National Finalist	National
87	Adrenal Hike Marketing Case Study Event in Marketing World Cup	IMT Ghaziabad	Runners up	National
88	EduNirvana Economist of the year	IIM Lucknow	National Finalist	National
89	Mahindra Call For Arms -	IIM Lucknow	Campus Winners and 4th in the on campus round	National
90	Godin's Wizards, the marketing event at Naissance 2012	SDMIMD, Mysore	Qualified for the final round	National
91	Nokia Green Mark-Strategy Event	IIFT Delhi	2nd Prize	National
92	Indovation', Marketing competition, Annual Fest (Fiesta)	FMS, Delhi	Finalist	National
93	Colgate-Palmolive sponsored marketing event, Marksmen	IIM Lucknow	Finalist	National
94	All India Poster Designing competition (Bougainvilla Hermitage, Goa)	Goa Institute of Management	Finalist	National
95	Delhi School of Economics SPARK (IB quiz)	Delhi School of Economics	1st prize	National
96	Project-o-Phile, Operations Strategy Event	IIMB	National Finalist	National
97	IIM Kozhikode Flagship Marketing Event: Rural Roulette	IIM Kozikode	Runners up	National
98	Mercatus Maximus in association with Classmate, ITC in Trancend'12	SIBM, Pune	National Finalist	National
99	Paragana Confluence, Clash	NMIMS	Finalist	National
	of Ideas			
100	SIBM Estrategia (Corporate Strategy Event)	SIBM, Pune	Campus Finalist (Top 8 in 1600 teams)	National
101	Nut Cracker case study competition	IIMB	Campus Finalist	National
102	online strategic event, "Entrepid"	IIM Indore	7th	National
103	A Marketing Case study competition	DMS, IIT delhi	National Finalist	National

104	Quizzard (B-Quiz)	Nirma University, Ahmedabad	National Finalist	National
105	Nut Cracker, Operations Case Event	IIMB	National Finalist	National
106	Cricket Mafia: the ultimate test of strategy and cricket acumen, in OJAS 4.0 -	SPJIMR, Mumbai	National Finalist	National
107	Les blocs de construction " Prabandhan 2011 , a Case Building Event	IIT Kanpur	Finalist	National
108	Perspective Extraordinaire	FMS, Delhi	Campus Finalist	National
109	Final Cut-MICA	MICA	National Finalist	National
110	In-quiz-itve	DMS, IIT Delhi	National Finalist	National
111	Les Relations Humaines, a HR Case Study competition	IIT Delhi	National Finalist	National
112	Sumantra Book Club event Creative Writing	Nirma University, Ahmedabad	National Finalist	National
113	IIM Kozhikode Flagship Marketing Event: Rural Roulette	IIM Kozikode	Best speaker	National
114	Global Equity Research Competition	Great Lakes, Chennai	Campus Finalist	National

### 36. Activities of the Guidance and Counselling Cell :

- Career Counselling has been provided by Placement cell (CPA). CPA has been proactively been counselling the students in terms of career and company choice
- The personal and professional counselling has been provided to students by Assessment and Development Centre (ADC).

### 37. Placement services provided to students:

- The placement scenario at IIFT is stable. The hundred percent services were provide by the CPA of IIFT. The placement details are given as follows.

PLACEMENT DATA OF MBA(IB) 2011-13 BATCH		
S.No.	Company	No. of Students taken
1	ACG-Worldwide	1
2	Airtel	3
3	Amazon	1
4	Amrop India Consultants	1
5	AT Foods	1
6	Attero-Gobol	2
7	Bajaj	3
8	Britannia	1
9	CEB	1
10	Cipla	2
11	Citibank	4

12	Cognizant Business Consulting	7
13	Colgate Palmolive	2
14	Crisil	3
15	DassaultSystemes	1
16	DBS	1
17	Emami	1
18	Flipkart	5
19	GCPL	4
20	Glencore	1
21	Goldman Sachs	8
22	Google	6
23	HCL	15
24	HDFC	1
25	Hero MotoCorp	2
26	HSBC	3
27	ICICI Bank	2
28	IDC	1
29	Idea	1
30	IndianOil Corporation Ltd	5
31	Indus Valley Partners	1
32	Infosys	5
33	Interglobe	3
34	ITC	7
35	JSPL	2
36	KPIT Cummins	5
37	KPMG	1
38	Madura	2
39	Mahindra	1
40	Markets & Markets	1
41	Maruti Suzuki	2
42	Mass2Class	1
43	MMTC	4
44	Mogae Media Pvt. Ltd.	3
45	Nomura	4
46	P&G	1
47	PEC	2
48	PFC	1
49	Power Grid	1
50	PriceWaterhouseCoopers	1
51	Raymonds	1
52	Reckitt Benckiser	1
53	Rockfort Trading, Dubai	1
54	RPG	2
55	SabMiller	1
56	Sharaf Group, Dubai	5
57	Star Agri	2
58	STC	5
59	Stemcor	1
60	StockRiters	5
61	Swiss Singapore	1
62	Tata Advance Systems Ltd.	2
63	Tata Motors	2

64	Tata Steel	7
65	TCS	6
66	Technopak	2
67	Tecnova Consulting	1
68	Titan	3
69	Tricon Energy	2
70	Trident	2
71	Valency International	1
72	Vodafone	3
73	VVF	3
74	Wipro	4
	Total	200

**38. Development programmes for non-teaching staff:**

- Hindi workshops are conducted on a regular intervals.
- Computer skills up gradation is made in the campus through regular workshops.

**39. Best practices of the institution:**

- Discipline wise course review meetings are held once in a year with industry experts, external experts from the subject areas i.e., academia.
- Scrupulous scrutiny of all courses by the respective discipline group faculty
- Specialized courses are taught with the help of high end software
- ICT Portal facilitates online quizzes, evaluation of students' assignments, sharing of resources, besides online feedback
- The Annual conference in the area of international economics and trade adding value in classroom teaching
- Faculty members International exposure to faculty members through training and workshops
  - One third of the course is generally taught by industry experts.

**40. Linkages developed with National / International, academic /research bodies**

- IIFT has developed linkages with the following national, international level organizations who are into academics and research. To name the few prominent Organizations are given as below;
  - National Innovation Council
  - Global Development Network (GDN)
  - Ministry of Commerce and Industry
  - Ministry of Commerce and Industry
  - Ministry of Agriculture
  - International Finance Corporation, World Bank

- Office of the Development Commissioner (Handicrafts)
- Coal India Limited

**41. Any other relevant information:NA**

**Part C: Detail the plans of the Institution for the next year.**

- Emphasize on in house and sponsored management development program for private and public organization.
- Exploring possibility of setting up international project division.
- Providing thrust on online programme on import and export management
- Introduction of new elective courses as per the demand of the industry.

Name & Signature  
of the Coordinator, IQAC

Name & Signature  
of the Chairperson,