



49TH ANNUAL REPORT 2012-13

INDIAN INSTITUTE OF FOREIGN TRADE

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ANNUAL REPORT
2012-13



INDIAN INSTITUTE OF FOREIGN TRADE
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The Year in Review

GLOBAL economic prospects improved in general during 2012-13, but the road to recovery in the advanced economies remained uncertain. The World Economic Outlook (WEO) Update released by the IMF in January 2013, has put the rate of growth of world output in 2011 and 2012 at 3.9 and 3.2 per cent respectively, down from 5.1 per cent in 2010. For the advanced economies, the growth rate has been much lower at 3 per cent, 1.6 per cent, and 1.3 per cent during 2010, 2011 and 2012 respectively. The growth momentum got distracted due to the debt crisis in the Eurozone and fiscal stress, which dampened the consumer demand and business prospects. Though the sovereign debt crisis started in the periphery of Eurozone, it intensified and transmitted to the major economies of the globe in the latter half of 2011 due to large-scale acquisition of cross-border sovereign debt.

While the upturn in the United States, Britain and some leading countries of the Eurozone have been more gradual than anticipated, the emerging economies suffered considerably against the above-mentioned shocks that had its origins in the developed countries, mainly due to slower export growth and decline in capital inflows. This low-growth scenario posed strong challenge to the global economy, especially in terms of augmenting productivity levels without compromising job creation opportunities. Several developed economies faced severe challenges given the prevailing high unemployment rate, weak aggregate demand compounded by fiscal austerity measures, mounting public debt burdens, and continued instability in the financial sector. Policymakers in advanced economies targeted to successfully disperse two of the biggest short-term threats to the global recovery - the threat of a Eurozone breakup and a sharp fiscal response to financial markets contraction in the United States caused by a plunge off the “fiscal cliff”. Aided by the continued policy responses, financial stability has started to show signs of some improvements (*Global Financial Stability Report*, April 2013).

The improvements in financial market performance helped economic recovery during 2012-13 due to better funding conditions and greater confidence level, but growth prospects did not improve considerably. Although private demand in the United States had shown signs of improvement with noticeable recovery in credit and housing markets, substantive fiscal adjustment is expected to result in a real GDP growth of about 2 per cent in near future. In the Eurozone, even certain improvements in periphery sovereigns (e.g. Greece, Italy, Spain) did not benefit the stakeholders, because banks remained constrained with poor profitability and low capital, affecting the supply of credit. Moreover, new political and financial risks had put additional constraints on the recovery. The combined effects of these forces explained the modest annual growth forecast of 1¼ per cent for advanced economies in 2013. Given the sharp deceleration in demand in their developed counterparts, there was a noticeable slowdown in the emerging markets and developing economies during 2012, which was further compounded by domestic policy tightening, and the end of investment booms in some of these countries. But with recovery of consumer demand, careful selection of macroeconomic policies and partial revival of exports, many economies in Asia and Sub-Saharan Africa and some economies in Latin America and the Commonwealth of Independent States (CIS) started witnessing higher growth towards the end of the fiscal year. The recovery might gain speed in European countries with lower per capita income in near future, as and when demand from richer countries within the continent improve through better growth prospects. Japan, by contrast, might witness a fiscal- and monetary-stimulus-driven rebound, with real GDP growth reaching 1½ per cent in near future (*World Economic Outlook*, April 2013).

As per the projections, in emerging and developing economies, the expansion of output might become broad based and accelerate steadily, from 5 per cent in the first half of 2012 to a projected growth rate of 5.5 per cent in 2013. The supportive policies noted

earlier had significantly contributed to the accelerated growth scenario in many economies. Nevertheless, the projected growth would remain lower as compared to the high rates recorded in 2010-11. The lower projections could be explained due to low external demand generated in advanced economies, as well as, by the terms of trade of commodity exports, given the assumption of lower commodity prices in 2013. The growth prospects, however, varied widely across regions. Asia led the recovery with growth in China returning to a healthy pace, driven by private consumption and continued market-oriented reforms. Latin America might also register higher growth prospects in near future with region's largest economy, Brazil expected to recover strongly in response to large interest rate cuts by the Central Bank targeted at boosting private investment demand. Gross Domestic Product (GDP) in Brazil expanded by 1.90 per cent in the first quarter of 2013 over the corresponding period during the previous year. The expansionary macroeconomic policies in advanced economies were expected to benefit the emerging European and CIS economies as well. In Sub-Saharan Africa, the growth forecast predicted strong recovery, driven by enhanced domestic demand both in resource-rich and lower-income countries. The only exception to the prediction had been the Middle East and North Africa (MENA) region, where oil-exporting countries witnessed output-slackening while the oil-importing countries were constrained by the prevailing political tensions and adverse external environment (*World Economic Outlook*, April 2013).

During 2012-13, global unemployment remained at a high level, particularly for advanced economies, e.g. the Eurozone, where the unemployment rate reached a peak of nearly 12 per cent during 2012. Greece and Spain were the worst affected economies, where more than a quarter of the working population became jobless. Only select Eurozone economies, e.g. Germany, Luxembourg and the Netherlands registered low unemployment rates in the vicinity of 5 per cent. The adoption of fiscal austerity measures contributed to marginal increase in unemployment rates in Central and Eastern Europe as well during the fiscal year. Japan however witnessed an unemployment rate lower than 5 per

cent. Although the unemployment rate in United States remained above 8 per cent during April-September, the situation improved in the subsequent period. Overall, the annual estimated long-term unemployment rate in advanced countries remained at a very high level affecting around 17 million workers (*World Economic Situation and Prospects*, 2013). The overall unemployment rate and youth unemployment rate in OECD countries reached 7.9 and 16 per cent respectively in May 2012, rendering around 48 million people jobless. The prolonged duration of unemployment in OECD countries due to recession on the one hand, significantly affected the jobless individuals and the economy as a whole on the other. As per estimates, prospects for new job creation remained uncertain for many OECD and Eurozone countries with the overall unemployment rate projected to stay around 8 per cent even at the end of 2013 (*OECD Employment Outlook*, 2012).

World trade contracted during 2012-13, as its growth rate declined sharply from 12.6 per cent in 2010 to 6.4 per cent in 2011 and further down to 3.2 per cent in 2012. The lower trade growth was majorly caused by weaker global economic growth prospects, especially in Europe and other developed economies. As per various estimates, world trade growth might improve in 2013 before reaching its long-term average growth rate of 5 per cent in 2014. However, it is heartening to note that developing countries handled the renewed slowdown with greater policy resolve and enhanced their share in world trade, along with the deepening of their involvements in global production networks and value chains (*World Economic Situation and Prospects*, 2013).

As per the recent estimates, the global growth might increase from 2.5 per cent in 2012 to 3.0 and 3.3 per cent in 2013 and 2014 respectively, although both developing-country and high-income country GDP would face slower growth as compared to the pre-crisis years (*Global Economic Prospects: Managing Growth in a Volatile World*, Volume 5, June 2012, The World Bank). Table 1 underlines important trends for growth prospects. While the GDP growth rates in rich countries had been projected to accelerate at a modest 1.9 and 2.3 per cent in 2013 and 2014 (from only 1.4% in 2012), the same for the developing countries had

been estimated to grow at 5.3 per cent in 2012 and further to 6 per cent in each of 2013 and 2014. The possibility of growth revival in 2013 and 2014 would increase the trade prospects, particularly for developing countries. As shown in Table 1, the global trade volume had been projected to increase by 7 per cent in 2013 and 7.7 per cent in 2014 respectively. Moreover, there had been an increase in international capital flows, particularly for Latin America, East Asia, South Asia and Africa. Significant GDP growth would, therefore, be expected in these regions in coming time.

Throughout 2012, the policy-makers faced the challenge of restoring consumer and business confidence by supporting growth, while ensuring macroeconomic stability through fiscal and monetary adjustments (*World Economic Outlook*, January 2012). While in emerging and developing economies like India, key policy requirements called for efforts to ensure domestic growth by stimulating consumption and investment demand; in case of advanced economies, the major challenge involved addressing medium-term fiscal imbalances and reforming financial systems, while sustaining the recovery.

TABLE 1
THE GLOBAL ECONOMIC OUTLOOK (FIGURES IN % OVER PREVIOUS YEAR)

Macroeconomic Indicators	2010	2011	2012 (E)	2013 (F)	2014 (F)
World Trade Volume	13.0	6.1	5.3	7.0	7.7
Manufacturing unit export value ¹	3.3	8.9	0.9	1.2	1.5
International capital flows to developing countries (% of GDP)					
Net private and official inflows	5.8	4.6	3.3	3.6	3.8
Net private inflows (equity + debt)	5.4	4.4	3.1	3.4	3.7
East Asia and Pacific	5.9	4.9	3.3	3.4	3.5
Europe and Central Asia	4.9	4.4	2.6	3.7	3.9
Latin America and Caribbean	6.1	4.8	3.9	3.9	4.0
Middle East and N. America	2.3	0.0	1.0	1.7	2.2
South Asia	5.2	3.7	2.8	3.0	3.5
Sub-Saharan Africa	3.6	3.4	2.6	3.3	4.3
Real GDP Growth ²					
World	4.1	2.7	2.5	3.0	3.3
High Income	3.0	1.6	1.4	1.9	2.3
OECD Countries	2.9	1.4	1.3	1.8	2.2
Euro Area	1.8	1.6	-0.3	0.7	1.4
Japan	4.5	-0.7	2.4	1.5	1.5
United States	3.0	1.7	2.1	2.4	2.8
Non-OECD Countries	7.4	4.8	3.6	4.3	4.1
Developing Countries	7.4	6.1	6.3	6.9	6.0
East Asia and Pacific	9.7	8.3	7.6	8.1	7.9
Europe and Central Asia	5.4	5.6	3.3	4.1	4.4
Latin America and Caribbean	6.1	4.3	3.5	4.1	4.0
Middle East and N. Africa	3.8	1.0	0.6	2.2	3.4
South Asia	8.6	7.1	6.4	6.5	6.7
Sub-Saharan Africa	5.0	4.7	5.0	5.3	5.2

E = Estimated; F = Forecasted

¹ Unit value index of manufacturing exports from major economies, expressed in US\$.

² Aggregate growth rates calculated using constant 2005 dollars GDP weights.

Source: World Bank.

INDIAN ECONOMY IN 2012-13

A sharp decline in global demand along with domestic supply bottlenecks and tight monetary policy measures had drastically affected India's growth prospects, which slowed down to 6.2 per cent and around 5 per cent in 2011-12 and 2012-13 respectively. A number of factors were responsible for this deceleration in growth scenario. The demand stimulus provided through monetary and fiscal instruments following the global financial crisis contributed positively, as final consumption grew at an average of over 8 per cent annually between 2009-10 and 2011-12. However, the stimulus also resulted in strong inflationary pressure, and the consequent tightening of monetary policies coupled with policy bottlenecks slowed down consumption and investment (both corporate and infrastructure investment) demand. The economic slowdown got further aggravated by the twin shocks of global recession (especially the lingering effects of the same in the Eurozone and United States), and prospects of a weak monsoon at home (*Economic Survey 2012-13*, Government of India).

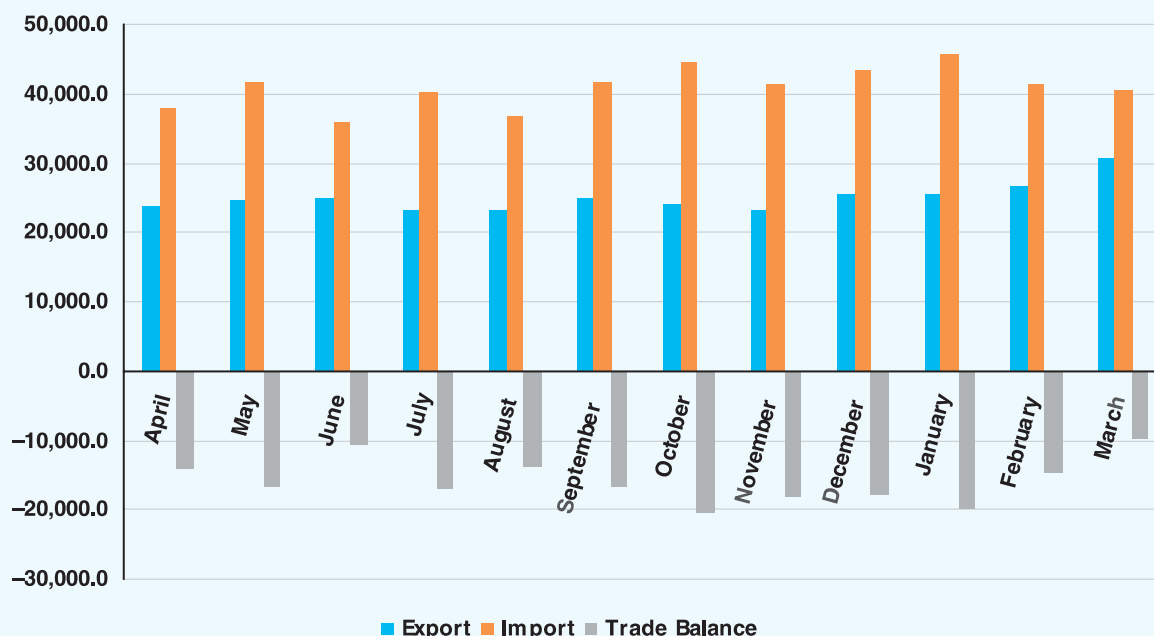
It is important to note that since 2003-04, the

growth rate of the Indian economy has shown strong correlation with investment rate. The investment rate averaged 34.5 per cent between 2003-04 and 2011-12, which was much higher as compared to the earlier period. In the past when India's real GDP growth rate attained peak of 9 - 9.5 per cent per annum during 2005-06 to 2007-08 and again from 2009-10 to 2010-11, the growth rate of real investment also averaged a high of around 16 - 16.2 per cent. Conversely, lower GDP growth was witnessed in 2008-09, 2011-12 and 2012-13, when growth rate of investment remained low. Sharp decline in corporate investment, which determines future supply and growth prospects, compounded the problems. Knowing this fully well, the Government of India initiated certain reform measures aimed at removing investment bottlenecks and also adopted reform measures for attracting productive investment inflows (*Economic Survey 2012-13*, Government of India).

The average WPI-based inflation rate in 2012-13 declined to 7.55 per cent as compared to the high of 9.44 per cent in 2011-12. The overall average WPI food inflation (covering both primary food articles and

FIGURE 1
TRADE SCENARIO IN 2012-13

Export and Import in 2012-13 (US\$ Million)



Source: RBI, *Handbook of Statistics on Indian Economy*.

manufactured food products) increased to 9.08 per cent in 2012-13 as compared to the corresponding figure of 7.91 in 2011-12 (Macro-Economic Framework Statement, *Budget 2013*, Government of India). A downward trend in inflation had been noticed since September 2012, when it fell from 8.1 to 7.3 per cent in January 2013 and further to around 6 per cent in March 2013, but remained still above the comfort zone, as defined by the Reserve Bank of India (5 - 5.5%) (CMIE, *Economic Outlook*, 2013). The declining inflation trend can be explained by decline in prices of metals, chemicals, textile products and RBI monetary policy, etc. (*Economic Survey 2012-13*, Government of India).

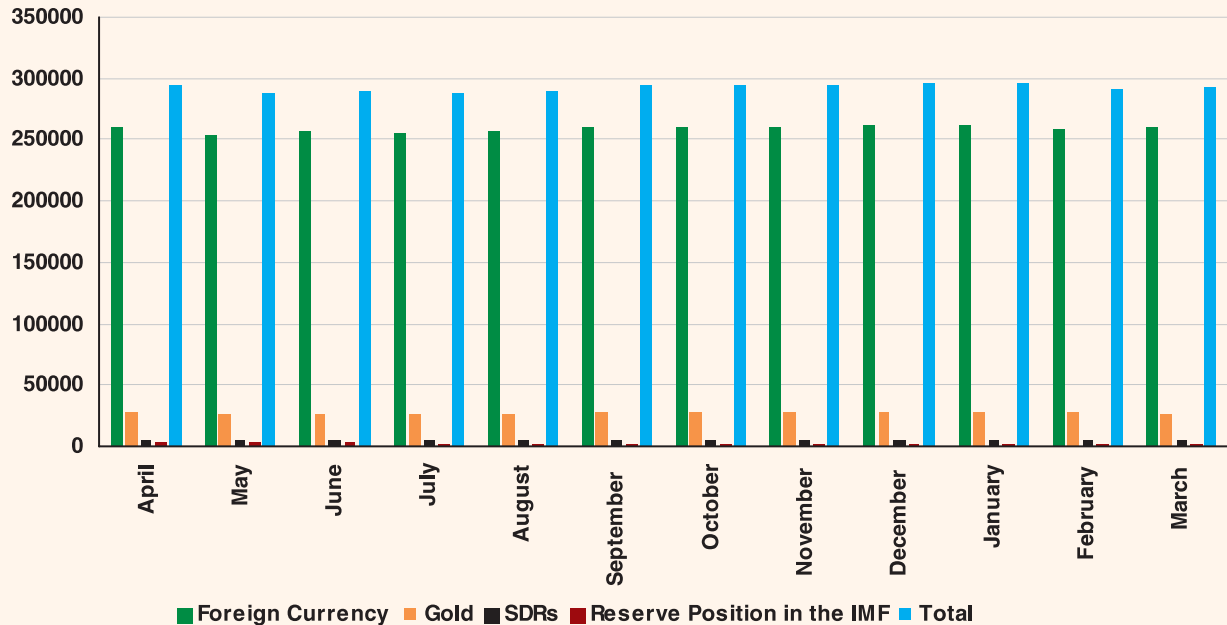
The slower growth prospects in major trading partners had adversely affected Indian merchandise and service exports in the first half of FY 2012-13 (April-September 2012). Due to global recession in developed countries, India's net invisible balance declined to US\$51.7 billion (6.2% of GDP) during the first half of 2012-13 from the corresponding figure of US\$53.1 billion (5.9% of GDP) in 2011-12 (Figure 1). The relatively smaller decline in imports on the other hand could be attributed to inelastic oil import demand and rising crude oil prices. As a result, the 'Petroleum-Oil-Lubricant' (POL) imports accounted for 34.5 per cent of total imports in December 2012, which is 12.2 per cent higher than the corresponding level in 2011-12 (Macro-Economic Framework Statement, *Budget 2013*, Government of India). To compound the problem, imports of Gold increased significantly due to higher perceived returns on gold holdings. Given the fall in export growth and accelerated imports, the Indian economy faced a high current account deficit (4.6% of GDP during the first half of FY 2012-13, as compared to 4.0% of GDP during the corresponding period in 2011-12). Furthermore, as a result of the global macroeconomic uncertainty, capital inflows, both in terms of foreign direct and institutional portfolio investment flows, slowed down over the same period (*Economic Survey 2012-13*, Government of India).

Overall impacts of the above uncertainties were reflected in substantial drawdown of reserves and a highly volatile rupee-dollar exchange rate (Figures 2 and 3). During 2012-13, the foreign exchange reserves remained in the range of US\$286.0 billion to US\$295.6

billion, after reaching an all time high level of US\$322.2 billion at end of August 2011 (Macro-Economic Framework Statement, *Budget 2013*, Government of India). Throughout the fiscal, the rupee-dollar exchange rate had witnessed significant volatility. The exchange rate, which stood at ₹50.32 per US\$ in March 2012, depreciated to ₹54.28 per US\$ in March 2013. Both domestic and international factors contributed towards weakening of rupee against US dollar. Among external factors, widening of current account deficit and slowing down of external capital inflows resulted in supply-demand gap in foreign exchange market. Similarly, domestic factors like high inflation and growth slowdown further aggravated the scenario. The depreciating rupee led to higher debt service burden in rupee terms and also resulted in market-to-market losses for corporate sectors exposed to foreign debt liabilities (*India's External Debt: A Status Report*, Ministry of Finance, 2012).

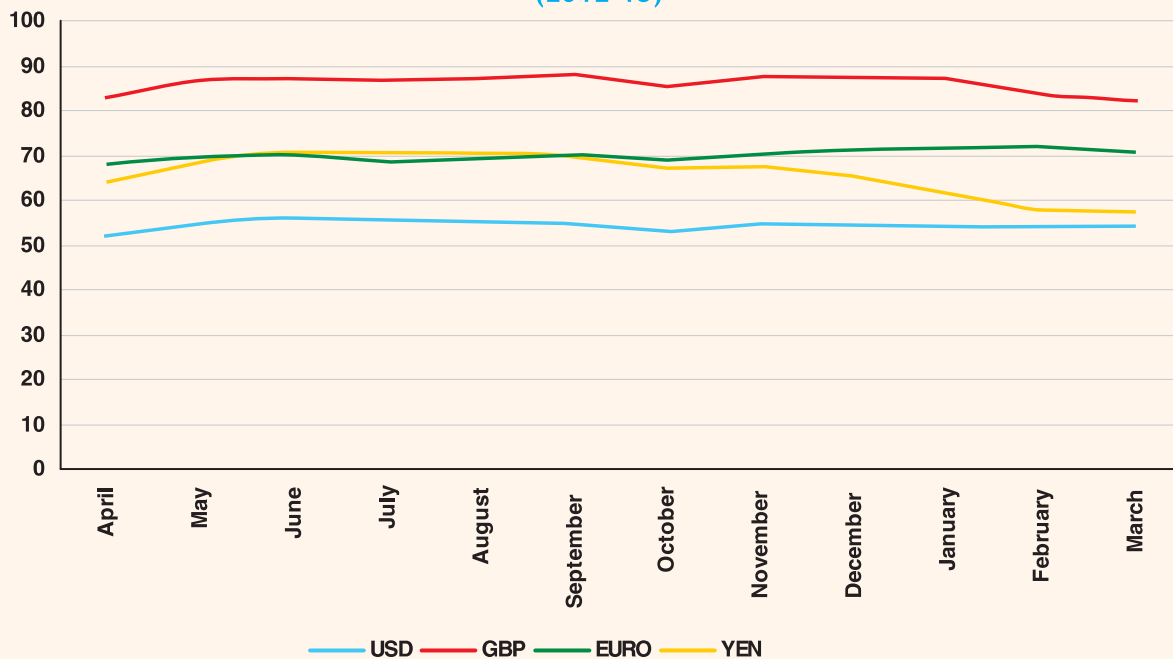
To sum up, in 2012-13 India passed through a difficult macroeconomic phase caused both by external uncertainties and internal constraints. Domestic factors like growing fiscal deficit and external sector vulnerability factors, namely widening current account deficit, rising level of debt and debt service ratio, falling reserve cover for imports and external debt led to the aggravation of external sector risks. High volatility in rupee contributed further in worsening of the problem, as it eroded investor confidence and caused adverse implications for corporate balance sheets and profitability in case of high exposure to External Commercial Borrowings (ECBs), particularly when the domestic currency depreciates. The new frontiers of challenges in the form of crisis in the Euro-zone or the growth momentum-versus-inflation taming dilemma of our own country continued to worry the policymakers in India and abroad. Knowing these very well, RBI has recently revised down the GDP growth forecast for FY 2013-14 to 5.5 from 5.7 per cent earlier (RBI *First Quarterly Review of Monetary Policy*, July 2013). Responsiveness to such challenges, ability to analyze developing situations and to evolve imaginative solutions in the context of international experiences are some of the key matters which need to be prioritized by the policy-makers, if the country is to get back to high growth trajectory in the near future.

FIGURE 2
INDIA'S FOREIGN EXCHANGE RESERVES IN 2012-13
(US\$ million)



Source: RBI, Handbook of Statistics on Indian Economy.

FIGURE 3
PERFORMANCE OF INDIAN CURRENCY VIS-À-VIS OTHER CURRENCIES
(2012-13)



Source: RBI, Handbook of Statistics on Indian Economy.

INSTITUTIONAL SET-UP OF IIFT

In order to realize the vision of Pandit Jawaharlal Nehru to create an institution to enhance the foreign trade of India, Indian Institute of Foreign Trade (IIFT) was set up on 2nd of May 1963 as an Institution with a focus on foreign trade related research and training. Since inception, the Institute has evolved and undergone major transformations and has, over the years, broadened the scope and dimensions of its academic activity that now encompasses the full spectrum of international business. Today, the Institute, in its 50th year, is widely recognized for its knowledge and resource base, its rich heritage and strong alumni network both in India and abroad.

An organization like IIFT grows from within but only after taking the nourishment from its environment. The more numerous and difficult the challenges thrown up by the surrounding system, the greater has been the effort to come up to the level to meet the emerging tasks. The ever evolving character of the foreign trade sector continuously throws up new opportunities and challenges which the Institute in its own way attempts to face by re-delineating the contours of its activities.

IIFT has currently the following Divisions/Centres to promote and enhance education, research and cooperation in international trade:

- (i) International Projects Division (IPD)
- (ii) Management Development Programmes (MDP) Division
- (iii) International Collaborations and Capacity Development (ICCD) Division
- (iv) Graduate Studies Division (GSD)
- (v) Research Division
- (vi) Centre for WTO Studies
- (vii) Centre for MSME Studies, and
- (viii) Centre for International Trade in Technology (CITT)

The International Projects Division (IPD) of the Institute plays a crucial role in developing capacities in different aspects of international business in Africa. Simultaneously, the Division is committed to enable India doing business with Africa through training and



research programmes and, thereby, promoting mutual trade and commerce. IPD works closely with different trade bodies including chambers of commerce and government on policy issues concerning these areas. Regular interactions take place through conduct of research studies, training programmes, seminars and workshops designed especially for the African market.

The Management Development Programmes (MDPs) Division of the Institute offers regular training programmes to the corporate and financial sector in the area of Finance, Exports & Trade Operations, Strategic Management, Human Resource, IT and Software Management, Corporate Social Responsibility (CSR), E-Governance, Special Economic Zones (SEZs), etc., covering the complexities of today's fast-changing world and the unpredictability of various factors in the arena of international business decisions. As far as the programmes for officers of Central Services are concerned, IIFT conducted programmes for IFS, IPS, IRS and ITS officers.

International Collaborations & Capacity Development (ICCD) Division continues to play a pivotal role in developing collaborations with academic institutions in different parts of the world identifying opportunities for its human resource development. ICCD Division continued to strengthen its engagement with the existing institutes and forge newer engagements with leading institutes. The initiatives are oriented towards different academic programmes like joint training programmes, joint research programmes and student & faculty exchange. A number of foreign delegations visited IIFT during the year. The division also facilitates regular participation of faculties in international and national conferences/training programmes/seminars/workshops.

The Graduate Studies Division (GSD) of the Institute is entrusted for conducting the admission procedures for the various programmes being offered through IIFT, namely - two-year MBA (International Business) Degree Programme, three-year MBA (International Business) Degree Programme, several Executive Masters Diploma programmes, etc. The Flagship programme of the Institute, the two-year MBA (International Business) Degree Programme received overwhelming response with more than 38,000 applicants applying for 281 seats. The other programmes have been equally well received both in the corporate and the government sector.

Construction for the Institute's Kolkata Campus is progressing fast and it is expected that academic activities will commence soon from its newly built Campus. Currently apart from the structural work, other support activities for the infrastructure like IT, furnitures and fittings, etc. have also been taken up. The Kolkata campus offers, apart from the MBA Full-Time and Part-Time programmes, various Executive Programmes.

Research holds great significance in the growth of the Institute as it provides a strong pervasive interface between creation of knowledge and training. Apart from studies sponsored by the Government and other national and international organizations, the Institute on its own, conducted series of research studies on topics of national and international importance followed up with seminars and workshops

for wider dissemination of findings of the studies. In addition, it has developed substantial consultancy capacity in analyzing international business situations and developing appropriate corporate strategies. The Institute has also been successfully bidding for projects. The division keeps organizing crucial national and international conferences on topical themes from time to time, which brings together eminent resource persons both from multilateral bodies, government sector and renowned academic institutions. The Ph.D. Programme offered by the division is immensely well-acclaimed.

The Centre for WTO Studies at the Institute is a research unit with interest in trade in general and WTO in particular, apart from functioning as a permanent repository of WTO negotiations-related knowledge and documentation. It has been regularly called upon by the Government of India to undertake research and provide independent analytical inputs to help it develop positions in its various trade negotiations, both at the WTO and other forums such as Free and Preferential Trade Agreements (FTAs/PTAs) and Comprehensive Economic Cooperation Agreements (CECAs). Additionally, the Centre has been actively interfacing with industry and Government units as well as other stakeholders through its Outreach and Capacity Building programmes by organizing various events, thereby acting as a platform for consensus building between stakeholders and policy-makers.

IIFT's Centre for Medium, Small and Micro Enterprises (MSME) Studies aims at providing continuous support to the SME sector by carrying out activities which can broadly be classified into conducting training programmes, provision of business intelligence services through comprehensive information hub and acting as a catalyst for interfacing with other concerned and associated institutions and organizations, both within the country and abroad. The training programmes are being conducted in various areas of international business such as international marketing, trade operations and logistics, international finance, WTO related issues, documentation and trade facilitation measures, entry level strategies, etc. At international level, the Centre has collaborated with renowned institutes located in South-East Asia, Europe and Africa.

The Centre for International Trade in Technology (CITT) at the Institute operates with the objective of actualizing India's potential in technology trade and addressing some of these institutional complexities. As it is well recognized that building up of technology trade requires sustained efforts over a period of time before any tangible results could be expected, the CITT envisages to synthesize the roles of active players in international technology trade especially those of Ministry of Commerce & Industry and Ministry of Science & Technology. The centre regularly undertakes research projects in the area of FDI and technology transfer, technology financing and other related areas.

In its Golden Jubilee year, IIFT emerged as one of the first three B-Schools in the country to have achieved 100 per cent placements and secured a 9 per cent increase in the median salary. The Campus Recruitment for the students of MBA (IB) 2011-13 Batch reached greater heights in geographical spread maintaining 100 per cent placements with 74 companies offering coveted job profiles. There were 34 new recruiters of various domains and most of the students were

successful in getting the functional profile of their choice. The overall average salary was ₹12.40 lakh p.a. The highest domestic salary of ₹22 lakh per annum was offered by an e-commerce company and the highest international offer was made by a trading company.

Before start of the Placements, 23 per cent of the batch got the PPOs from renowned industries including AT Foods, Britannia, CEB, Citibank, CBC, Colgate Palmolive, DBS, Flipkart, GCPL, Goldman Sachs, ITC, Madura F&L, Mahindra & Mahindra, Nomura Holdings, Procter & Gamble, Reckitt Benckiser, Tata Motors, Tata Steel and Vodafone.

IMPORTANT MEETINGS

During the year, three meetings of the Board of Management on 5 July 2012, 26 September 2012 and 14 January 2013; one meeting of the Finance Committee on 24 September 2012; and three meetings of Academic Council on 20 April 2012, 31 August 2012 and 12 March 2013 were held.



Education and Training

FOUNDATIONAL PROGRAMMES

THE Institute organized the following Graduate Studies Programmes during the year 2012-2013.

1. Two-year Full-time MBA (International Business)

The two-year full-time MBA (International Business) 2012-2014 (27th batch) commenced on 2 July 2012. One hundred and forty-eight students were admitted to Delhi Campus and fifty six students were admitted to Kolkata Campus on the basis of an all-India selection comprising written test, group discussions, essay writing and interviews.

2. Three-year Part-time MBA (International Business)

The 13th batch of three-year part-time MBA (International Business) Delhi Campus for working executives started on 7 July 2012. Ninety-four participants were admitted to the Programme on the basis of essay writing, group discussions and interviews.

The 7th batch of three-year part-time MBA (International Business) Kolkata Campus for working executives started in July 2012. Twenty participants were admitted to the Programme on the basis of essay writing, group discussions and interviews.

3. Executive Post Graduate Diploma in International Business (EPGDIB)

Executive Post Graduate Diploma in International Business (September 2012 - February 2014) programme commenced on 10 September 2012 with seventy-nine participants drawn from corporate sector, export promotion & service institutions/organizations and government departments.

The 2nd batch of EPGDIB Kolkata Campus for working executives started in November 2012 with twenty-five participants drawn from corporate sector,

export promotion & service institutions/organizations and government departments.

4. Executive Post Graduate Diploma in Industrial Marketing (EPGDIM)

The fourth batch of Executive Post Graduate Diploma in Industrial Marketing (August 2012 - February 2014) started on 29 August 2012 with sixty-five participants drawn from corporate sector predominantly companies in the B2B segment of the industry.

5. Executive Post Graduate Diploma in Capital & Financial Markets (EPGDCFM)

The fourth batch of Executive Post Graduate Diploma in Capital & Financial Markets (August 2012 - January 2014) started on 25 August 2012 with thirty-five participants drawn from corporate sector, financial institutions/organizations and government departments.

6. Certificate Programme in Capital & Financial Markets (CPCFM)

Certificate Programme in Capital & Financial Markets (April - July 2012) commenced on 14 April 2012. Twenty-five students joined the Programme.

7. Certificate Programme in Export Management (CPEM)

The weekend batch of Certificate Programme in Export Management (November 2012 - February 2014) commenced on 17 November 2012. Sixty-six students joined the Programme.

8. Certificate Programme in Global Trade Logistics & Operations (CPGTLO)

The second batch of Certificate Programme in Global Trade Logistics & Operations (November 2012- February 2014) commenced on 17 November 2012. Thirty-six students joined the Programme.

9. 47th CONVOCATION

The 47th Convocation of the Institute was held on 21-22 March 2013.

Shri Anand Sharma, Hon'ble Minister for Commerce, Industry & Textiles, Government of India delivered Convocation Address and awarded medals/prizes and certificates to the toppers of different Programmes.

Shri S.R. Rao, Commerce Secretary, Government of India & Chairman, IIFT awarded degrees to 356 students as under:

- 5 students of PhD programme
- 148 students of two-year MBA(IB) 2011-13 Delhi
- 58 students of two-year MBA(IB) 2011-13 Kolkata
- 86 students of part time MBA(IB) 2010-13 Delhi
- 23 students of part time MBA(IB) 2010-13 Kolkata
- 28 students of Executive MBA(IB) 2012
- 8 participation certificates to the students of IFM, Tanzania

Dr. Surajit Mitra, Director, IIFT awarded medals/trophies and 406 certificates for Diploma and Certificate Programmes to students as under:

- 64 students of EPGDIB (2011-13) Delhi
- 20 students of EPGDIB (2011-13) Kolkata
- 78 students of EPGDIB (VSAT) 2011-12



Shri Anand Sharma, Hon'ble Minister for Commerce, Industry & Textiles, Government of India awarding medals/prizes and certificates to the toppers at the 47th Convocation of IIFT.



Dr. Surajit Mitra, Director, IIFT awarding medals/trophies and certificates to students.

- | | |
|--|---|
| • 15 students of EPGDIB (ITS probationers) | • 39 students of CPEM (Nov. 2011 - Feb. 2012) |
| • 29 students of EPGDIM (2011-13) | • 20 students of CPGTLO (Nov. 2011 - Feb. 2012) |
| • 18 students of EPGDCFM (2011-13) | • 19 students of CPCFM (April - July 2012) |
| • 44 students of PGDIBS (2011-12) | • 22 students of CPEM (April - July 2012) |
| • 30 students of PGDIBYM (2011-12) | • 8 students of CPCFM (June - Oct. 2012) |

MANAGEMENT DEVELOPMENT PROGRAMMES

During the year 2012-13, MDP Division conducted 31 Management Development Programmes for managers and executives of various levels. Out of which, 11 programmes were open for all organizations, 5 programmes for Indian Administrative Service(IAS) Officers, and 15 programmes for public sector undertakings including a long duration certificate programme for newly recruited Dy. Managers of MMTC Ltd. A total of 781 participants benefited from these training programmes.

OPEN PROGRAMMES

1. Training and Capacity Development of SEZ Officers/Developers/Units

IIFT has taken initiative for training and capacity development of SEZ officers/developers/units spread across the country under various SEZ zones established by Department of Commerce, Govt. of India. A series of such training and capacity development programmes for SEZ officers/developers/units was started in the year 2009-10 and continued in 2010-11 and 2011-12. In continuation of the same in 2012-13, a 2-day training and capacity development programme was conducted during 26-27 April 2012 at the zonal headquarter of SEEPZ SEZ, Mumbai.

The programme aimed at familiarizing the participants with various provisions of SEZ Act 2005/ SEZ Rules 2006 and provided an in-depth insight into fiscal issues for SEZ with an overview of historical development of Foreign Trade Policy and present position. The programme content also included the nuances of international finance and trade finance, how it is different from domestic finance, trade finance regime, provisions of FEMA for SEZ, foreign exchange risk management, the risk of foreign exchange: types and nature, various ways and instruments to manage the risk, etc. Twenty- nine participants from various units of SEZs attended the programme.

2. International Payment Methods & Letter of Credit with Implication of UCP-600

A one-day MDP on “International Payment Methods & Letter of Credit with Implication of UCP-600” was held at Institute’s premises on 18 May 2012.

The programme aimed at understanding and analyzing Method of International Payments & Instruments, Discussion on banker’s role in collecting international trade payments, Mechanism and Legal Framework of Letter of Credit Contract - Role of Parties in Credit Transaction, Mastering Main Provisions of UCP 600 - Implication & Professional Application. The programme content also included Discrepancy Management - Case Study Covering UCP-600 & International Standard Banking Practices, Discussion on Main Issues of UCP-600, etc. and ended with a Question-Answer session. Twenty-eight participants from banking, trade & infrastructure sectors attended the programme.

3. Talent Management

A two-day MDP on “Talent Management” was held at Institute’s premises during 7-8 June 2012.

The programme aimed at Introduction to Talent Management - A Strategic Tool, Bull’s Eye: Recruitment & Selection of Talent, Competency Mapping, Designing, Performance Management System, Reward Strategies for Talent Management, Retention of Talent: Employee Engagement, etc.

Twenty-eight participants from various PSUs, private companies, etc. attended the programme.

4. Logistics Management for International Business Development

A three-day MDP on “Logistics Management for International Business Development” was organized at the Institute’s premises during 9-11 July 2012.

The programme aimed to develop a systematic understanding of Global Logistics Operations, Modal Choice for Global Logistics Operations, Role of Commercial Documents in Logistics Operations, Processing of Regulatory Documents in Logistics Operations. The programme content also included Increasing Importance of Integrated Logistics/ 3 PL &

Logistics Sub System, Multimodal Transport: Opportunities & Challenges in India, Air Transport: Challenges & Opportunities, Unitization, Palletization & Containerization in Logistics Operations, Global Maritime Operations: Liner Shipping & Freightling Practices, Global Maritime Operations: Tramp Shipping & Chartering Clauses, Incorporating Incoterms 2010 for Logistics Operations, Maximizing the Use of Warehousing in Logistics Operations.

Eighteen participants from various sectors, viz. telecom, power, infrastructure, etc. attended the programme.

5. E-Governance: Smart Strategies

A two-day MDP on “E-Governance: Smart Strategies” was conducted at the Institute’s premises during 7-8 August 2012.

The programme aimed at understanding E-Governance: Operational Issues and Challenges, Open Government Data: Potential in India, Digital Inclusion: Strategies, Public Services Delivery: Smart Strategies, Clouds: Opportunities and Road Map and Smart Cities: City 2.0, etc.

Thirty-two participants from various sectors specifically IT Departments of various state governments attended the programme.

6. Corporate Social Responsibility for Public Sector Undertakings

A two-day training programme on “Corporate Social Responsibility for Public Sector Undertakings” was held at IIFT Campus during 23-24 August 2012.

The programme was designed with the objective of developing CSR knowledge base & skills of professionals so that they may play an important role in envisioning and planning their CSR Projects and initiatives that benefit triple bottom line of People, Planet, Profit in the context of India’s developmental priorities, and to give an overview of the CSR available teaching, learning & background literature based on CSR guidelines by Department of Public Enterprises. The programme content included CSR Concept and Content, Evolution, Standards and Perspectives, PSU CSR Guidelines, CSR Hub, CSR Plan, Budget and Scope

Implementation Process, Assessment Framework (MoU, Task Force, Task Force Members, Project Identification Issues), etc.

Fourteen participants from various PSUs attended the programme.

7. Export-Import Procedure and Documentation

A five-day MDP on “Export-Import Procedure & Documentation” was conducted at Institute’s premises during 3-7 September 2012.

The programme was designed to develop an integrated approach among participants from Industry/ State Trading Enterprises and Public Sector Undertakings towards international trade operations & trade supply chain management in ever-changing and emerging global trading regime. The programme content included: Impact of Emerging Global Environment on India’s Foreign Trade, Scanning & Identifying Global Markets, Getting Started in Export Import - Step by Step, Commercial Documentation for Foreign Trade - Preparation & Handling, International Payment System - Letter of Credit & Implication of UCP 600, Currency Risk Management in International Trade, Special Economic Zones - Incentives and Benefits to Units and Developers, Credit Risks & ECGC-Policies & Claims Procedure, Understanding Incoterms 2010, Transit Risks Management - Insurance Policies & Claims Procedure, Custom Clearance of Import Cargo, Foreign Currency Loan Schemes for Exports & Imports - Cost Reduction Approach, Discussion on Financial Unlayering of Export Chain, Duty Exemptions Schemes - Advance Authorization & DFIA.

Eighteen participants attended the programme.

8. Emerging Trends & Issues in International Business and Challenges before the SEZs

A three-day MDP on “Emerging Trends & Issues in International Business and Challenges before the SEZs” was conducted at the Institute’s premises during 24-26 September 2012.

This advance level programme was designed with a view to shifting the focus of SEZ officers from rulebook approach to a new approach commensurate with the changes in the fast paced

International Business scenario so that they can actively contribute towards a new value proposition for the SEZs. The programme content included Global Macro Economic Environment : Challenges for Indian Business, Exports & Imports in India: Trends, Challenges & Road Map, Balance of Payments: Why It Is Important for Business, Exchange Rates & Markets, Export Facilitation Measures: Global Benchmarks vs Indian Scenario, General Environment of SEZ Act & Rules, Performance of SEZs: A Balanced Score Card, Managing Transaction Costs: Strategic Tool Box, How to Make Export Chain Effective and Efficient by Financial Restructuring - Case Study, Trading: Markets & Methods.

Twenty-five participants from various zonal SEZs attended the programme.

9. Financing of International Trade

A two-day MDP on “Financing of International Trade” was held at IIFT Delhi campus during 5-6 November 2012.

The programme was designed to enable the participants to enhance their understanding of the nuances of financing of international trade. The programme content included Regulatory & Institutional Framework for Financing International Trade, Concept of Operating Cycle for Funded Facilities, Non-funded Facilities, Payment Terms in International Trade and Their Effect on Finance, Documentary Compliance in Payment Settlement, Documentary Credits & Collections UCP 600 + Supplements & URC 522, INCOTERMS, Financing Options for Exports - RBI Guidelines, Issues in Forex Risk Management, FEMA - Provisions, FEDAI - Rules, etc.

Sixteen participants attended the programme.

10. Export-Import Management

A two-day MDP on “Export-Import Management” was conducted at the Institute’s premises during 17-19 December 2012.

The programme was designed to develop an integrated approach to the international trade

transactions at corporate level within the framework of new trade regime. Emphasis was given on dealing with different elements of export-import management process and the related paper-work. The programme content included: Getting Started in Export-Import - Step by Step, International Payment System - Letter of Credit & Implication of UCP 600, International Payments System - Making Corporate Payment Effective and Efficient, Commercial Documentation for Foreign Trade - Preparation & Handling, Currency Risk Management in International Trade, Currency Risk Management Strategies for Corporate - Case Study, International Sales Contract, Regulatory Documents in Foreign Trade, etc.

Seventeen participants from various sectors attended the programme.

11. Currency Risk Management & Strategies

A two-day MDP on “Currency Risk Management & Strategies” was held at the Institute’s premises during 14-15 February 2013.

The programme was aimed at enabling the participants to enhance their understanding of the Changes in Foreign Currency Valuation and its Implication on International Business Transactions, Understanding Functions of Forex Markets Mechanism of Merchant Rate Quotations. The programme content also included Concept of Better Rate, Dynamics and Role of Forex Derivatives, Forward & Futures, Understanding Options and Managing Interest/ Currency Risks Through Forex Swaps, Understanding Forecasting Techniques and Taking Hedging Decisions to Protect against Currency Rate Fluctuation, Foreign Currency Risk Management Strategies adopted by India: IT, Pharma and Auto Sectors Case Study, Hedging Techniques and Strategies Adopted by Leaders of Indian Companies - Experience Learning Case Study, Hedging Strategies to Cover Currency Risk while Raising Foreign Currency Loans by Indian Companies, etc. which ended with a Question-Answer Session.

Ten participants attended the programme.

SPONSORED TRAINING PROGRAMMES FOR CIVIL SERVICE OFFICERS

1. MDP on International Trade & Conventions for IRS Probationers

The institute has been conducting customized training programmes for Indian Revenue Service probationers (Customs & Central Excise, Ministry of Finance, Govt. of India) for the last several years. In this series, IIFT has imparted training to 63rd batch as detailed below:

<i>Date</i>	<i>Venue</i>	<i>No. of participants</i>
9-18 April 2012	Faridabad	78
28 May - 8 June 2012	Mumbai	41

These programmes aimed at understanding of Contemporary Issues in International Business, Information Technology & International Business with presenting an Overview of International Commodity Markets. The programme covered the topics of Foreign Trade - Contracts & Documents, International Trade Logistics, Theories of International Trade - Classical, Terms of Trade & Gains from Trade, INCOTERMS 2010, Licenses & Approvals in Export/Import Business, Tariffs and Economic Development, Effects of Tariff - Revenue Effect, Price Effect, Domestic Supply Effect, Consumption Effect, Negotiations on Trade Facilitation, Trade Defence Measures (Anti Dumping, Subsidies & Safeguards), WTO, Regional Trade Agreements, Rules of Origin Provisions & their Implications on India's Trade, Development Dimensions of the WTO. The programme contents also included Negotiations on Agriculture, Sanitary & Phyto-sanitary (SPS) Measures & Technical Barriers to Trade (TBT), India's Free Trade Agreements, Intellectual Property Related Issues, TRIPS, Special 301, Open Economy, Macro Economy, Recent Economic Crises: Implication for Developed & Developing Countries, Export Incentives Benefits, Duty Neutralization, Global Political Economy and Economic Diplomacy, Political Economy of the Regional Trade Blocs and Genesis of the Eurozone

Crisis, International Trade Payment Methods and Use of Letter of Credit, Foreign Currencies Exchange Risk Management - Issues, Implication & Hedging Strategies, Overview of WCO & Conventions Relating to Procedures & Facilitation, Conventions on Customs Cooperation - Nairobi and Johannesburg Convention and Bilateral Customs Cooperation Agreements - Overview and India's Experience, etc.

2. MDP on International Economic & Business Management for IFS Probationers

A six-week MDP on "International Economic & Business Management" for the Indian Foreign Service (IFS) Probationers was conducted at IIFT Campus, New Delhi during 11 June-19 July 2012.

The main focus of the programme was to provide insights into the regional trading agreements and trade blocs, human resource development issues, international financial management, India's macro and micro economic scenario, implications of the WTO on international business, issues related to international economics and business strategy, and international marketing, etc.

Thirty-four participants attended the programme.

3. Vertical Interaction Course on "Leadership and Building High Performance Team" for IPS & Other Senior Police Officers

At the instance of Bureau of Police Research and Development (BPR&D), Ministry of Home Affairs, Govt. of India, the Institute organized a six-day Vertical Interaction Course on "Leadership and Building High Performance Team" for IPS and other Senior Police Officers at the Institute's Campus during 27 August - 1 September 2012.

The programme was designed with the objective of providing knowledge about Value Based Leadership, Thinking Strategically, e-Governance: Smart Strategies, Interpersonal Relationships and Leadership, Governance and Security Issues, etc. The programme content also included Decision Making & EQ, Team Building, Organizational Change, Psychology of Police Personnel, Availability and Accessibility, Police

Leaders of Today, Vedic Ethos of Leadership: The Heroes of Mahabharata, etc.

Twenty-one IPS and other senior police officers attended the programme.

4. In-Service Training Programme for Indian Trade Service (ITS) Officers

A nine-month Training Programme has been started for ITS probationers at the Institute's Campus in New Delhi. The programme began on 25 December 2012 and will complete in September 2013.

The objective behind the programme was to: enhance awareness about international business environment, help the participants develop and understand international business strategies, sharpen overall skills and competency in international business among the participants, increase proficiency in issues related to international business and trade diplomacy, etc. The programme is covering Business Economics, Indian Economy & Trade Policy, IT Applications in Business, Human Resource Management, Business Communication & Ethics, Global Economic Environment and Policy, International Marketing Language (French), etc.

Twenty ITS probationers were enrolled for the programme.

SPONSORED TRAINING PROGRAMMES FOR GOVERNMENT/PSUs

1. Export Management Skills for Coconut Exporters

A two-day training programme on "Export Management Skills for Coconut Exporters" sponsored by Coconut Board, Ministry of Agriculture was held at Kochi during 23-27 April 2012.

The objectives of the programme were: Identifying International Markets for Coconut and its Derivative Products, Formulating Market Entry Strategies, Developing an Export Plan-I, International Payments & Mechanism of Letter of Credit, Export Finance - Pre Shipment & Post Shipment Finance, Cost Reduction, Currency Valuation & Risk Management for

Export and Import Transaction, Application of Forex Derivative - Currency Futures, Option & Forward. The programme also covered Regulatory Formalities for Foreign Trade, Commercial Documentation for Export, INCOTERMS 2010, SPS & TBT Barriers, Strategic Role of Domestic Players & Trade Facilitation Mechanisms, Hands-on Experience, Risks in Export, Risk Management Tools: An Introduction to Derivatives, Application of Hedging, etc.

Thirty-nine participants (coconut exporters and entrepreneurs) attended the programme.

2. Innovation & Technology Management for the Officers of African Countries

A one-week MDP on "Innovation & Technology Management" for the officers of African countries was conducted at Teri Gram, Gurgaon during 26-31 July 2012.

The main focus of the programme was to provide tools for effective technology transfer which is considered to be one of the most important pillars of development of a nation. The programme content included Capacity Building in African Countries, Role of Science and Technology in National Development - The Indian Scenario, Management of Technology and Innovation for Competitiveness, India's Science and Technology Policy Framework and Infrastructure - Macro Perspective, Management of International Technology Transfer - Sourcing and Evaluation, Strategies for Technology Transfer Negotiations, Building Institutional Mechanism to Strengthen Science, Technology & Innovation Ecosystem, Leveraging Intellectual Property Rights for International Technology Transfer, etc.

Twenty participants from different African countries attended the programme.

3. Certificate Programme on International Trade & Management for the Deputy Managers of MMTC Ltd.

A five-week Certificate Programme on "International Trade Management" was conducted for the Deputy Managers of MMTC Ltd. at the Institute's Campus during 27 August - 28 September 2012.



Certificate Programme on “International Trade Management” for the Deputy Managers of MMTC Ltd., 27 August – 28 September 2012.

The objective behind the programme was to enhance awareness about international business environment, help the participants develop and understand trade operations and logistics, etc. The programme also covered commodity derivatives & applications and international trade financing, etc. in detail.

Twenty-eight newly recruited Dy. Managers of MMTC attended the programme.

4. Marketing of Services for the Officers of Power Grid Corporation of India

A three-day MDP on “Marketing of Services” for the Officers of Power Grid Corporation of India Ltd. was held at the Institute’s premises during 29-31 August 2012.

The programme aimed at introducing the issues in services marketing, managing service promotion and customer education. The programme content also included the Service Product (Value Proposition) and the Positioning Issues in Services, Telecom - A Different Game, Productivity and Quality Issues in Services, Price Bundling and Differential Pricing Strategies, Marketing of Project & Consultancy Services, Enterprise Services in Telecom Sector, Service Delivery and Recovery Strategies, etc.

Twenty-two officers from Power Grid Corporation attended the programme.

5. Domestic & International Business for the Senior Executives of GAIL (India) Ltd.

A three-day MDP on “Domestic & International Business” for the senior executives of GAIL (India) Ltd. was conducted at GAIL Training Institute, Noida during 8-10 October 2012.

This programme aimed at understanding Global Political Economy and Economic Diplomacy, Economic Issues and Challenges Governing LNG and Petro-chemical Sector in India, Prospects of Natural Gas and LNG in India. The programme content also included Pricing and Regulatory Issues with special focus on Natural Gas and Petro-chemicals, Trading, Contracting and Risk Management in LNG Markets, International Trade Operations and Sourcing for LNG Sector, Developments in LNG Logistics in International Market, Balancing India’s Energy Security with Economic Investment Needs, Challenges in Terms of Tariffs and Non-Tariff Barriers in Trading Activities of Natural Gas and Petro-chemicals, Regional Overviews: Case Studies from USA, EU and China, Global Gas: Market Dynamics.

Nineteen executives at senior level of GAIL (India) Ltd. working at various parts of India attended the programme.

6. Export-Import Procedure & Documentation for the Officers of STC

A five-day MDP on “Export-Import Procedure & Documentation” for the Officers of STC of India Ltd. was held at the Institute’s premises during 15-19 October 2012.

The contents included International Payment System - Letter of Credit & Implication of UCP 600, International Payments System - Making Corporate Payment Effective and Efficient, Getting Started in Export-Import - Step by Step, Commercial Documentation for Foreign Trade - Preparation & Handling, Regulatory Documents in Foreign Trade - Preparation & Handling, Special Economic Zones - Incentives and Benefits to Units and Developers, ECGC Policies & Credit Risk Management, INCOTERMS 2010, Incorporating International Sales Contract, Currency Risk Management in International Trade, Commodity Trading & Price Risk Management, Transit Risks Management in International Trade, Foreign Currency Loan Schemes for Exports & Imports - Cost Reduction Approach, Discussion on Financial Unlayering of Export Chain, Incentives & Benefits Under FTP 2009-14, etc.

Twenty-eight executives of STC of India Ltd. attended the programme.

7. Export-Import and Clearance Activities at Ports for the Executives of GAIL (India) Ltd.

A three-day MDP entitled “Export Import and Clearance Activities at Ports” was conducted for the senior executives of GAIL (India) Ltd. at GAIL Training Institute, Noida during 10-12 December 2012.

This programme aimed at Introducing Global Operations, Port Operations, Import Procedures in Port, Export Procedures in Port, Customs Documentation & Procedures, EDI System in Ports - Port Community System (PCS), Port Tarrif and Payment Procedures, etc.

Twenty executives of GAIL (India) Ltd. attended the programme.

8. Export Management Skills for Coir Exporters

At the instance of Coir Board, Ministry of MSME, Govt. of India, the Institute has been conducting series of training programmes on “Export Management Skills for Coir Exporters” for the last few years. This year too the Institute conducted two such programmes each of 3 days’ duration as detailed follows:



Five-day MDP on “Export Import Procedure & Documentation” for the Officers of STC of India Ltd. , 15-19 October 2012

Date	Venue	No. of participants
3 - 5 January 2013	Kochi	39
18 -22 February 2013	Bengaluru	25

The objectives of the programmes were to provide an insight into International Marketing: An Overview, International Marketing: Segmentation & Branding, Getting Started in Export-Import - Step by Step, Designing Cost Effective Export Strategy, etc. The programmes also covered Commercial Documentation in Foreign Trade - Preparation & Handling, Methods of Payment: Ensuring Effective and Efficient Realization of Payment, Pre-shipment and Post-shipment Finance for Exporters, Duty Neutralization & Claim Procedures, etc.

9. Marketing, Negotiations and Presentation Skills for the Officers of Power Grid Corporation of India

A three-day MDP on “Marketing, Negotiations and Presentation Skills” for the Officers of Power Grid Corporation of India Ltd. was held at the Institute’s premises during 21-23 January 2013.

The programme aimed at introducing marketing fundamentals - Key Tasks, Process and Activities, Pre-requisites of Sales & Marketing Professionals- Assessment of Interpersonal Skills, Mastering Skills, Communication Skills for Marketing Professionals, etc. The programme content also included Sales Negotiation Process - the Win-Win Situation, Sales Negotiation Role Play Exercises, the Systematic Selling Process and the Professional Selling Skills, Persuasive Communication and Effective Body Language during Customer Interactions, Effective and Impactful Presentations, Handling the Transition from Sales Person to Sales Leadership, Preparing an Action Plan for Self Potential Development, etc.

Twenty-one participants from Power Grid Corporation attended the programme.

10. CSR for Public Sector Enterprises for the Officers of REC Ltd.

A half-day workshop on “CSR for Public Sector Enterprises” for the Officers of Rural Electrification

Corporation of India Ltd. was held at the Institute’s premises on 7 February 2013.

The workshop aimed at introducing PSU CSR Guidelines, CSR Hub, CSR Plan, Budget and Scope Implementation Process, etc. The content also included Assessment Framework (MoU, Task Force, Task Force Members, Template, CSR Initiatives at REC).

Twenty executives of REC Ltd. attended the programme.

11. Export-Import Procedures and Documentation for the Executives of GAIL (India) Ltd.

A three-day management development programme on “Export-Import Procedures and Documentation” was conducted for the executives of GAIL (India) Ltd. at GAIL Training Institute, Noida during 21-23 February 2013.

The contents included Getting Started in Export-Import - Step by Step, L/C & Implications of UCP 600 for Importers, Regulatory Documents in Foreign Trade - Preparation & Handling, Processing of Export-Import Documents - A Professional Approach, Incorporating INCOTERMS for International Logistics Operations, Export Finance & Making Export Chain Effective and Efficient, Post-Shipment Finance for Exporters - Case Study, Duty Drawback & Claims Procedure, Export Incentives & Benefits under FTP 2009-14, etc.

Twenty-nine executives of GAIL (India) Ltd. attended the programme.

12. Decision Support System & Technologies for the Scientists

A five-day MDP on “Decision Support System & Technologies” for the Scientists was held at the Institute’s Delhi campus during 25 February -1 March 2013.

The programme aimed at understanding Process & Systems, Decision Making & Problem Solving Framework, Role of Information Technology and Evolution, Emergence of Business Analytics, etc. The content also included Database Concepts, Data Preparation, Overview of Tools and Selection Criteria, Decision Modeling Methods and Use of Spreadsheet &

Application of Functions, Project Management Concept, Decision Making Challenges, IT Applications for Project Management (with MS Project), IT Tools for Optimization & Risk Mitigation, Facilitating Tendering Decision, Operational Decisions, etc.

Eight scientists from various parts of the country attended the programme.

13. Agro Commodity: Trading & Risk Management for the Executives of STC of India Ltd.

A two-day MDP on “Agro Commodity: Trading & Risk Management” for the executives of STC of India Ltd. was held at the Institute’s premises during 4-5 March 2013.

The programme aimed at understanding Competitiveness of Indian Agro Exports: Issues and Challenges, Commodity Specific Trading Insights (Wheat, Rice, Pulses, Oil and Oilseeds). The content also included Commodity Exchanges: Functions and Operations, Derivatives and Hedging, Managing Agro Trade Logistics: Innovative Models and Practices, etc.

Twenty-four executives from STC of India Ltd. attended the programme.

14. International Business Management for the Executives of Coromandel Ltd.

A three-day MDP on “International Business Management” for the executives of Coromandel Ltd. was held at Mumbai during 18-21 March 2013.

The programme aimed at understanding Emerging Strategic Issues in International Markets, Business Market Planning - Strategic Perspective, Case Study, Overview of the Foreign Trade Policy and its Relevance for Crop Protection Products, Specific Incentives and Provisions Related to Crop Protection Products, Trends in Exports and Imports of Crop Protection Products and Policy Changes, Market for Crop Protection Products and Competitor Countries, etc. The content also included Transaction Cost Management in International Trade - Identifying Key Players in Value Chain, Transaction Cost Management in International Trade - Unlocking Trade Facilitation, Leveraging Emerging Paradigm in Global Value Chain, Harvesting Export Benefits through Better Understanding of Foreign Trade Policies, Export Incentive, etc.

Twenty executives of Coromandel Ltd. attended the programme.



Two-day MDP on “Agro Commodity: Trading & Risk Management” for the executives of STC of India Ltd., 4-5 March 2013.

PROGRAMMES CONDUCTED DURING 2012-13 - AT A GLANCE

Sl. No.	Programme	Venue	Duration	No. of participants
A. FOUNDATIONAL PROGRAMMES				
1.	MBA (International Business) Full-Time	IIFT Delhi	2011-13 2012-14	152 148
		IIFT Kolkata	2011-13 2012-14	60 56
2.	MBA (International Business) Part-Time	IIFT Delhi	2010-13 2011-14 2012-15	99 106 94
		IIFT Kolkata	2010-13 2011-14 2012-15	30 42 20
3.	Executive Post Graduate Diploma in International Business (On Campus)	IIFT Delhi	Sept. 2011- Feb. 2013 Sept. 2012 - Feb. 2014	75 79
		IIFT Kolkata	2011-13 2012-14	22 25
4.	Executive Post Graduate Diploma in Industrial Marketing	IIFT Delhi	Aug. 2011- Jan. 2013 Aug. 2012 - Jan. 2014	33 65
5.	Executive Post Graduate Diploma in Capital and Financial Markets	IIFT Delhi	Aug. 2011 - Jan. 2013 Aug. 2012 - Jan. 2014	29 35
B. PART TIME CERTIFICATE COURSES				
1.	Certificate Programme in Export Management	IIFT Delhi	Nov. 2012 - Feb. 2013	66
2.	Certificate Programme in Capital & Financial Markets	IIFT Delhi	April - July 2012	25
3.	Certificate Programme in Global Trade Logistics & Operations	IIFT Delhi	Nov. 2012- Feb. 2013	36

Sl. No.	Programme	Sector(s)	Venue	Dates	No. of Participants
C. MANAGEMENT DEVELOPMENT PROGRAMMES					
(i) OPEN PROGRAMMES					
1.	Training and Capacity Development Programme for SEZ Units/Developers/Officers of SEEPZ SEZ, Mumbai	SEZs/Exports	Mumbai	26-27 April 2012	29
2.	International Payment Methods & Letter of Credit with Implication of UCP- 600	Banking, Trade & Infrastructure	IIFT, New Delhi	18 May 2012	28
3.	Talent Management	Trade, Telecom, Life Care, etc.	IIFT, New Delhi	7-8 June 2012	28
4.	Logistics Management for International Business Development	Telecom, Power & Infrastructure	IIFT, New Delhi	9-11 July 2012	18
5.	E-Governance: Smart Strategies	IT Deptt. of Govt. / Banking	IIFT, New Delhi	7-8 Aug. 2012	32
6.	Corporate Social Responsibility	PSUs (Infrastructure, Power, etc.)	IIFT, New Delhi	23-24 Aug. 2012	14
7.	Export-Import Procedure & Documentation	EPCs and other Export Houses	IIFT, New Delhi	3-7 Sept. 2012	18
8.	Emerging Trends & Issues in International Business and Challenges before the SEZs	SEZs	IIFT, New Delhi	24-26 Sept. 2012	25
9.	Financing of International Trade	Infrastructure, Commodity Boards, Banking, etc.	IIFT, New Delhi	5-6 Nov. 2012	16
10.	Export-Import Management	Infrastructure, Banking, Aeronautics, etc.	IIFT, New Delhi	17-19 Dec. 2012	17
11.	Currency Risk Management & Strategies	Infrastructure, Banking, etc.	IIFT, New Delhi	14-15 Feb. 2013	10

Sl. No.	Programme	Sector(s)	Sponsors	Venue	Dates	No. of Participants
(ii) SPONSORED PROGRAMMES						
1.	International Trade & Conventions for Indian Revenue Service Probationers	Govt. (Custom & Central Excise)	NACEN, Faridabad	Faridabad	9-18 April 2012	78
2.	Export Management Skills for Coconut Exporters	Coconut Export	Coconut Development Board (Kochi)	Kochi	23-27 April 2012	39
3.	International Trade & Conventions for Indian Revenue Service Probationers	Govt. (Custom & Central Excise)	NACEN, Mumbai	Mumbai	28 May 2011 to 8 June 2012	41
4.	International Economics & Business Management for IFS Probationers	Government (Foreign Service)	FSI, Ministry of External Affairs, Govt. of India	IIFT, New Delhi	11 June - 19 July 2012	34
5.	Innovation & Technology Management for officers of African countries at Teri Gram Retreat	Technology partnership with Africa	CII (Confederation of Indian Industry)	Gurgaon	26-31 July 2012	20
6.	International Trade and Management for Dy. Managers of MMTC Ltd.	International Trade	MMTC	IIFT, New Delhi	27 Aug.- 28 Sept. 2012	28
7.	Leadership & Building High Performance Teams" for IPS & Other Senior Police Officers	Government (Police)	BPR&D, Ministry of Home Affairs	IIFT, New Delhi	27 Aug - 1 Sept. 2012	21
8.	Marketing of Services for Power Grid Corpn.	Telecom	Power Grid Corpn.	IIFT, New Delhi	29-31 Aug. 2012	22
9.	Domestic & International Business for the Senior Executives of GAIL (India) Ltd.	Energy	GAIL (India Ltd.)	Noida	8-10 Oct. 2012	19
10.	Export-Import Procedure and Documentation for the Probationary Officers of STC of India Ltd.	International Trade	STC	IIFT, New Delhi	15-19 Oct. 2012	28

Sl. No.	Programme	Sector(s)	Sponsors	Venue	Dates	No. of Participants
11.	Import-Export and Clearance Activities at Ports for GAIL Executives	Energy	GAIL (India) Ltd.	Noida	10-12 Dec. 2012	20
12.	Nine-Months Training Programme for ITS Probationers	Government (Trade Services)	DGFT, Dept. of Commerce, Govt. of India	IIFT, New Delhi	25 Dec. 2012-26 Sept. 2013	20
13.	Export Management Skills for Coir Exporters	Coir Export	Coir Borad, Ministry of MSME, Govt. of India	Kochi	3-5 Jan. 2013	29
14.	Marketing, Negotiation and Presentation Skills for Officers of Power Grid Corp.	Power & Telecom	Power Grid Corp.	IIFT, New Delhi	21-23 Jan. 2013	21
15.	Workshop on CSR for Public Sector Enterprises for Officers of REC Ltd.	Power	REC Ltd.	IIFT, New Delhi	7 Feb. 2013	20
16.	Export Management Skills for Coir Exporters	Coir Export	Coir Board	Bengaluru	18-22 Feb. 2013	25
17.	Import-Export and Clearance Activities at Ports for GAIL Executives	Energy	GAIL (India) Ltd.	Noida	21-23 Feb. 2013	29
18.	Decision Support System & Technologies for Scientists	IT	M/o Science & Technology, Govt. of India	IIFT, New Delhi	25 Feb.-1 March 2013	8
19.	Agro Commodity: Trading & Risk Management for the executives of STC	Trade & Commodity	STC	IIFT, New Delhi	4-5 March 2013	24
20.	International Business Management for the executives of Coromandel	Agro, Fertilizer, etc.	Coromandel Ltd. (Murugappa Group)	Mumbai	18-21 March 2013	20

Research at IIFT

1. Evaluation of Marketing Development Assistance Scheme

The study was conducted on behalf of Ministry of Commerce & Industry, Government of India. In order to strengthen external trade, government provides the industry with needed support in various ways. Government export promotion activities are aimed to promote exports through various aids to exporters ranging from information on exporting and export markets to financial assistance and tax rebates. The Indian Government too, has introduced plethora of export assistance and export promotion schemes so that the exporters can efficiently compete in the international markets by offering quality Indian products and services. One of the important schemes introduced by the Department of Commerce, Government of India includes the Marketing Development Assistance (MDA) Scheme. The basic objective of the MDA Scheme is to assist exporters for enhancing their markets abroad through participation in trade fairs and exhibitions. The MDA Scheme is designed particularly to assist Export Promotion Councils to undertake export promotion for their products. This study covered a detailed analysis of the activities performed under the MDA Scheme by the different Councils since its inception. On the basis of the evaluation done in this report, the MDA Scheme is found to be useful and supportive of the small and medium enterprises in its current form. Primary data have been collected from the Export Promotion Councils as well as the exporters participating in the fairs and other events funded by this scheme. Interactive sessions were also held with select exporters from different Councils.

2. Study on Sustainability of AHVY Clusters who have completed three years but have not completed five years of project period as on 30.9.2010 (Category II)

The Study was entrusted by the Office of Development Commissioner - Handicrafts, Ministry of Textiles, Govt. of India to conduct assessment study

about the impact of AHVY Scheme in 273 Clusters which were sanctioned after 30 September 2005. Following are the objectives of the study:

- To assess each cluster based on the sustainability index and submit individual reports.
- To examine the effectiveness of interventions sanctioned.
- To assess exposure of artisans to marketing avenues, tools and technologies, design, banking and insurance facilities.
- To identify bottlenecks (if any) in development of the cluster and the artisans.
- To examine the extent of artisans coverage under Artisans Credit Card Scheme.
- To assess the performance of CFCs (if any) in these clusters.
- To analyze the level of Entrepreneurship and Business Skill among the artisans.
- To reflect an overall picture of the said cluster on entire country basis.
- To make recommendations for effective implementation in terms of change in scheme and implementation process.

One Cluster was found to be wrongly included in the list. Out of the remaining 272 clusters, survey and cluster reports for 241 clusters have been submitted by the Institute.

3. Creation of Trade Data Base, Assessing the Implications of Existing Free Trade Liberalization Agreements and Providing Assistance for Negotiations on FTAs

The study was commissioned on behalf of Ministry of Agriculture. The following were the objectives of the study:

- Create a database of India's trade flows (export and import) for 20 years for products identified under Ministry of Agriculture.
- Conduct competitiveness analysis of India's agricultural products for exports and identify the

products/tariff lines with export prospects/export potential.

- Identify the high growth exports and products that are constrained by tariffs and non-tariff barriers.
- Conduct an analysis of vulnerability of India's agricultural products and identify the products/tariff lines with import threats.
- Identify products of export interest and import threat for Free Trade Agreement (FTA) negotiations for each region and country.
- Carry out an analysis of FTAs
 - The concluded FTAs
 - The FTAs under negotiation.

4. Strategy Paper for Allocation of Funds to Commercial Wings of Indian Missions Abroad under Market Expansion Activities

The study was entrusted by Ministry of External Affairs. The following were the objectives:

- To identify focus regions and countries which are to emerge as thrust markets for India in the coming years.
- To examine the priority sectors corresponding to each of the selected regions / countries, so as to lay down a need based strategy for allocation of funds to the Indian Missions for Market Expansion activities.

- To map the sectors where India is currently exporting and the sectors which are of relevance so far as the import by the selected countries are concerned.
- To prepare templates for region/country wise market expansion activities to be identified by the Indian Missions based on an assessed rationale so as to achieve tangible returns by prioritizing focus areas and sectors.
- Based on this strategy paper, to identify scope for further detailed research on specific region and / or sector wise mapping.

5. Prospects for India-Iran Trade: An Assessment of Opportunity and Challenges

The study was conducted on behalf of Embassy of India, Tehran. The following were the broad objectives of the study:

- Create a database of Iran's trade flows with the major trading partners whose exports show substantial variations, namely the EU, Japan and China. This database would be at a disaggregated product level and aggregated at an industry level.
- Provide a detailed analysis of import trends of Iran in terms of goods and commercial services and identify export potential products and services for India. The focus shall be primarily on the following sectors: (a) Oilfield equipment and services; (b) Steel; (c) Power; (d) Automobile spare-parts; and (e) Transport equipments.



Industry Stakeholders Consultation on Identifying New Opportunities in India-Iran Economic Trade Relations, Mumbai, 17 April 2012.

- Examine the market access issues in Iran in terms of trade policies, exchange rate issues and other government policies.
- Organize industry consultations in collaboration with Confederation of Indian Industry (CII).

6. Pilot Survey on International Trade in Education Sector

The study was entrusted by Directorate General of Commercial Intelligence and Statistics, Department of Commerce. The terms of reference for the project included: (1) to examine the overall pattern of trade flows in India's higher education services; (2) to analyze the pattern of receipts and payments from trade in higher education services as per the four modes under GATS; (3) to analyze the direction of export and import of trade in higher education both at country and regional level; (4) to identify the number of educational personnel (viz., faculties) engaged in trade in educational services; and (5) to identify the barriers to trade in education services at country level and in different categories of services provided. The scope of the pilot survey has been restricted to Higher Education services, covering technical education, management education, medical education and general discipline (University level courses), and 160 Institutes/Universities have been selected for this purpose. The report observed that trade in higher education services generates positive net revenue for India, although the extent varies significantly across the different categories of higher education. Maximum revenue has been generated from movement of students (Mode 2 under GATS classification), followed by the education services offered through ICT-enabled route (Mode 1). In the case of education service exports from India, North America is a major destination followed by West Asia, South Asia, North Africa and South-East Asia. With regard to imports, North America is a major source followed by Europe, East Asia and the Pacific and South-East Asia. Students have come from abroad to study in Indian universities / institutes from South Asia, West Asia, South-East Asia, North Africa, North America, East Asia and the Pacific, while Indian students have primarily travelled to Europe, North America, East Asia and the Pacific for studying in

foreign academic institutions. The Indian faculties have generally visited North America, Europe, East Asia and the Pacific and South-East Asia for delivering services, while foreign faculties have come to teach in India primarily from North America and Europe. Non-tariff barriers to education service exports are witnessed mainly with regard to the movement of students and faculty. At the institutional level, government policies, national requirements, limitations on FDI, etc. have emerged as major constraints for Indian exports.

Ph.D. Programme

Ph.D. 2012 Programme commenced on 6 July 2012. Fourteen candidates (13 part-time + 1 full-time) have been enrolled for the programme on the basis of written exam and viva-cum-interview. Five students were awarded Ph.D. Degree at the 47th Annual Convocation held on 21-22 March 2013.

Foreign Trade Review

The Institute publishes a quarterly journal *Foreign Trade Review* (FTR) focusing on areas of international economics, trade, finance, international marketing, IT, consumer behaviour, WTO issues and any other issues relating to cross-border transaction in goods and services. In its more than



four and half decades of existence, it has catered to need-based requirements of academicians, researchers, policy-makers and trade & industry. This premier trade journal is now being published by Sage India from January 2013. With the involvement of reputed publisher like Sage, the journal promises to widen its visibility and reach out to larger section of its stakeholders. The first issue of the journal was released by Dr. C. Rangarajan, Chairman of the Prime Minister's Economic Advisory Council, during the third biennial conference on Empirical Issues in International Trade and Finance (EIITF) held at Kolkata Campus of the Institute during 10-12 January 2013.

International Cooperation

Student Exchange Programme

Inbound Students

During the 2012-13 academic session, 19 students came from different universities and institutions across Europe.

Outbound Students

During the 2012-13 academic session, 26 IIFT students went to foreign universities.

IIFT Faculty Participation in National Conference/Training Programme

1. Prof. Sanjay Rastogi, Associate Professor, attended a National Workshop on “Analytical Techniques for Research”, at Dalhousie during 28 April-4 May 2012.
2. Dr. R.K. Mitra, former Registrar, presented a paper titled “Strategic Assets Hold the Secret: Dissecting Samsung” at the International Conference on Marketing and Business Strategy held at IBS-Hyderabad during 10-11 May 2012.
3. Dr. M. Venkatesan, Associate Professor, attended Management Development Programme on “Multivariate Data Analysis (MDA)” organized by Indian Institute of Technology, Kharagpur during 4-9 June 2012.
4. Dr. Satinder Bhatia, Chairperson, and Dr. Tamanna Chaturvedi, Consultant, conducted one-day national level Workshop for Floriculture Exporters on “Boosting Floriculture Exports from India” on 12 July 2012 at MCCIA, Pune.
5. Dr. Sweta Srivastava Malla, Assistant Professor, attended a Seminar on “Cross Cultural Issues in Global Marketing Management” held at All India Management Association, New Delhi during 13-14 July 2012.
6. Dr. Himani Gupta, Assistant Professor, attended 6th International Conference on Contemporary Business Title of the Paper “Environment

Sustainability Initiatives in Indian Business School” organized by IIT Delhi during 18-19 October 2012.

7. Dr. Niti Nandini Chatnani, Associate Professor, attended London Metal Exchange Seminar in New Delhi on 7 December 2012 organized by London Metal Exchange.
8. Dr. Deepankar Sinha, Associate Professor, attended XVI Annual International Conference of SOM (Society of Operations Management) and presented papers titled (1) Casual Framework for Measurement of Performance of Supply Chain, and (2) Integrating Logistics with Core Business of a Global Firm: A Strategic Decision Support System based on Casual Framework organized by IIT Delhi & IIM Lucknow during 21-23 December 2012.
9. Dr. Jaydeep Mukherjee, Assistant Professor, attended India Finance Conference, 2012 on “Is the Indian Stock Market Co-integrated with Asian *vis-a-vis* other Developed Markets? A Time Series Analysis in the Presence of Endogenous Structural Breaks” organized by IIM Kolkata during 18-21 December 2012.
10. Dr. R.K. Singh, Associate Professor, attended Emerging Paradigms in Operations and SCM on “Select Enablers of Emerging Trends for Improved Sales in the Downward Supply Chain” organized by IIM Lucknow & IIT Delhi during 22-23 December 2012.

IIFT Faculty Participation in International Conference/Training Programme

1. Prof. Ravi Shanker, Chairperson, attended the International Workshop on “4th MGG Partner Workshop” organized by DIE, Bonn, Germany during 17-20 April 2012.
2. Prof. Satinder Bhatia, Chairperson, presented a paper on *Private Company Accounting Drivers in Asia* at the International Workshop on “2nd annual International Conference on Accounting & Finance (AF 2012)”, in Singapore during 21-22 May 2012.

3. Dr. Sunitha Raju, Chairperson, attended International Seminar on “India” Future Leaders Programme” during 27 May - 2 June 2012 organized by Spain-India Council Foundation and Ministry of Foreign Affairs of Spain.
4. Dr. Vijaya Katti, Chairperson, presented a paper titled “*Analysis of the Food Security Situations in India: In Perspective of Millennium Development Goals*” at Conference on Engaging India: Human & Social Dimensions of Science & Technology organized by Shastri Indo-Canadian Institute at University of Calgary, Alberta, Canada during 3-4 June 2012.
5. Dr. R.K.Singh, Associate Professor, presented a paper titled “*ISM Based Model to evaluate flexibility index of a supply chain*” in the Twelfth Global Conference on Flexible Systems Management during 30 July -1 August 2012.
6. Dr. Ashim Raj Singla, Assistant Professor, presented a paper titled *Service Oriented Architecture Adoption and Trends* at the Fifth International Conference on Contemporary Computing at JIIT, during 6-8 August 2012.
7. Dr. Pinaki Dasgupta, Associate Professor, attended International Conference on Management in the New World order and presented a paper titled “Association between sourcing issues and logistics performance variables in apparel exports: An empirical analysis of sourcing intermediaries” at IIM Ranchi during 13-15 August 2012.
5. Mr. Kerry Miles, General and Business Manager, Griffith University, Australia visited IIFT on 10 May 2012.
6. A twelve-member delegation from Grenoble Business School, France visited IIFT during 28 May - 1 June 2012 for the Module “Doing Business in India”.
7. An eleven-member delegation came from Nyenrode University, Netherlands for the Module “Doing Business in India” during 2 June - 9 June 2012.
8. Mr. Debnath Shaw, High Commissioner Dar-es-Salaam, Tanzania visited IIFT on 14 June 2012.
9. A twenty-member high level delegation headed by Hon’ble Minister for Tertiary Education, Skills and Empowerment of New Zealand, Mr. Steven Joyce visited IIFT on 18 October 2012 to enhance cooperation between IIFT and University of New Zealand.
10. A delegation from IFM, Tanzania consisting of Dr. Natu, Chairperson; Prof. Godwin, IFM Rector; and Prof. Tadeo A. Satta, IFM Rector for Academics visited IIFT for review of MOU with IIFT & IFM on 16 October 2012.
11. Prof. Bob de Wit from Nyenrode University visited IIFT on 22 January 2013.
12. An IFM delegation visited IIFT on 20 March 2013 for discussions with Director & Senior Officials of IIFT. They also attended the Convocation on 21 March 2013 held at IIFT Campus, New Delhi.
13. Dr. Surajit Mitra, Director, IIFT and Dr. R.M. Joshi, Chairperson had a meeting with Hon’ble Mr. Jean Paul Adam, Foreign Minister, Republic of Seychelles on 3 November 2012, during his visit to Delhi wherein the Foreign Minister of Seychelles showed keen interest in conducting Executive Development Programme on International Business at Seychelles and detailed modalities were discussed. The programme has been conducted in Seychelles during 10-14 June 2013 in collaboration with Ministry of Foreign Affairs, Seychelles.

Delegations from Abroad

1. A two-member delegation from Tanzania consisting of Prof. John Kingu and Dr. Ishemoi Lewis (Dean, Academics) visited IIFT in the month of April 2012.
2. A two-member delegation from Nyenrode University, Netherlands visited IIFT on 18 April 2012 for discussion on short-term MDPs and Faculty Exchange.
3. IFM, Tanzania delegation visited IIFT on 22 April 2012 for discussing CPEM (online) programme.
4. A three-member delegation from ESC Rennes Business School, France visited IIFT on 27 April 2012 for finalization of the Student & Faculty Exchange programme.

14. A high level delegation from Togo led by Hon'ble Mrs. Essossimna Legzime, Minister of Trade & Private Sector Promotion visited IIFT on 19 March 2013. In the meeting it was decided that IIFT will conduct an Executive Development Programme on International Business in Togo. The programme has been conducted in Togo during 26-30 August, 2013 in collaboration with Chamber of Commerce & Industry, Togo.

Off-campus Programmes

MBA(IB) at IFM Tanzania

The programme MBA(IB) 2010-12 concluded successfully and Degrees were prepared and distributed to 73 students in the Convocation held on 1 March 2013.

Eight students visited IIFT for attending Convocation in IIFT on 21 March 2013.

VSAT Based Programmes

• Executive Post Graduate Diploma in International Business (EPGDIB-VSAT)

The 8th batch of EPGDIB (VSAT) 2012-13 programme was launched on 17 December 2012 with a batch strength of 77 participants. Fifty per cent of the participants have more than 9 years of work experience. The programme will end in December 2013.

• One-Year Bridge Programme for EPGDIB (VSAT) to EMBA

This Programme in collaboration with HCIL was launched with the contact week slated for 16-20 January 2012. Students who had completed EPGDIB

(VSAT) were eligible for participation in this programme. The Programme was of one year duration and ended in December 2012.

• Four-month Online Certificate Programme in Export Management (CPEM)

The second batch of CPEM online was started in April 2012 with the strength of 25 participants from across India, neighbouring countries including one participant from Singapore. The programme began with a 4-day on-campus module, followed by live interactive sessions via the internet. These sessions were held only on weekends and could be attended from home/office in any city. The third batch of CPEM was started in November 2012 with the strength of 24 participants from across India and was concluded in March 2013.

• Post Graduate Diploma in International Business Strategies (PGDIBS)

The new batch of PGDIBS 2012-13 programme in collaboration with NIIT was launched on 17 November 2012 with batch strength of 66 participants. The programme will be ending in December 2013.

• Certificate Programme in Capital & Financial Markets (CPCFM)

A new batch of Certificate Programme in Capital & Financial Markets (4-month online Programme) was launched to commence during June-October 2012.

New Initiatives

- A five-day module "Doing Business in India", is being planned for Grenoble University, France from 28 May 2012 - 1 June 2012.

PROGRAMMES CONDUCTED DURING 2012-13 – AT A GLANCE

S. No.	Programme	Venue	Duration	No. of participants
1.	Executive Post Graduate Diploma in International Business (EPGDIB-VSAT)	IIFT, Delhi	2011-12 2012-13	78 77
2.	One Year Bridge Programme for EPGDIB (VSAT) to EMBA	IIFT, Delhi	Jan.2012-Dec.2012	30
3.	Post Graduate Diploma in International Business Strategies (PGDIBS)	IIFT, Delhi	2011-12 (Dec. 11 - Dec. 12) 2012-13 (Dec. 12 - Dec. 13)	44 66
4.	Four month Online Certificate Programme in Export Management (CPEM)	IIFT, Delhi	April 2012- Aug. 2012 Nov. 2012- March 2013	25 24
5.	Certificate Programme in Capital & Financial Markets (4-month online Programme)	IIFT, Delhi	June 2012 – October 2012	14

- A five-day module “Doing Business in India” is being planned for Nyenrode University, Netherlands during 4-8 June 2012.

New Collaborations

- An MoU was signed with University of International Business and Economics, Beijing,

China on 1 May 2012 in the area of Student & Faculty Exchange.

Renewal of MoU

- The MoU was renewed with IFM Tanzania in December 2012 for the period 2013 to 2018 for the conduct of MBA (IB).

INTERNATIONAL PROJECTS

The International Projects Division (IPD) of IIFT has the following objectives:

(i) Conduct Capacity Development Programmes on International Business for African Countries

Since 2009, the Institute has conducted such programmes in 13 African countries - Ethiopia, Egypt, Botswana, Namibia, Angola, South Africa, Uganda, Senegal, Rwanda, Burkina Faso, Sudan, Mauritius and Seychelles. During the current year 2013-14, the Institute plans to conduct such programmes in another 4-5 countries. These programmes, funded by the Ministry of External Affairs, Government of India, have been customized to the training needs of the countries and have received favourable feedback from all stakeholders.

(ii) Establish the India-Africa Institute of Foreign Trade (IAIFT) in Africa

The Government of India envisages large benefits both to Africa and India through establishment of such an Institute. The plan is to organize both short-term and long-term training programmes on different facets of International Business and conduct Africa-focused research on trade policy and practices. The African Union has identified Kampala, Uganda as the location for the India-Africa Institute of Foreign Trade. The Government of Uganda is now in the process of identifying an appropriate location for the Institute. The Ministry of External Affairs and the Ministry of Commerce & Industry, Government of India together with IIFT are following up with the Government of Uganda on this issue. In the meanwhile, there is a proposal to operationalize the Institute through rented premises in Uganda.

(iii) Conduct Off-Campus Programmes Internationally

Currently, the Institute is running MBA (International Business) and MBA (International Trade Logistics & Operations) at Dar-es-Salaam in Tanzania, Africa, in collaboration with the Institute of Finance Management (IFM), Dar-es-Salaam, Tanzania. MBA (IB) has been running in Tanzania since the year 2001 and MBA (International Trade Logistics & Operations) will be starting for the first time from October/November 2013.

(iv) Conduct Study Tours for African Companies to India and Indian Companies to Africa

IIFT is in a unique position of having established links both with trade & industry as well as the government. Besides, it is well equipped with knowledge on international business matters. The IPD has planned for two such Study Tours during 2013-14.



Shri S.R. Rao, Commerce Secretary, Government of India & Chairman, IIFT awarding Degree to IFM student at 47th Convocation held at IIFT New Delhi.

Centres of IIFT

Centre for International Trade in Technology (CITT)

New initiatives were taken by the CITT to forge linkages between trade and technology through specialized studies as well as it continued its activities related to policy research, education and training. During the year the following major activities were taken up:

(1) CITT completed the European Union (EU) sponsored project named “India Gate” with an objective of “Increasing the Dialogue between India and Europe by Improving EU Awareness and Access to Indian Research and Innovation Technology Programmes.” The project was completed on 31 December 2012 and the final report has been sent to the European Union.

(2) On a request from Dr. Sam Pitroda of the National Innovation Council, a Sectoral Innovation Council has been constituted on “Trade, Commerce and International Business Strategy” by the Department of Commerce. CITT has been asked to play the nodal role for this Sectoral Council.

During the year, two meetings of this Sectoral Innovation Council were held in July 2012 and February 2013. Several members of the Council have prepared background papers with respect to innovation in trade which were presented in the second meeting. The work of preparing the road map for this Sectoral Council is in progress.

(3) A new study has been taken up by CITT on “Trade Competitiveness through Innovation in Business Practices: Roadmap for India 2020”. This project has been sponsored by Department of Commerce under their MAI Scheme.

The draft report has been prepared after several interactions with exporters and EPCs arranged through Federation of Indian Export Organizations (FIEO). The draft report is in final stage of preparation.

(4) In order to disseminate key issues related to trade and technology, both in India and abroad, CITT is bringing out a weekly electronic newsletter, namely “E-Zine”. This is sent to around 4,000 readers across government, industry and educational institutions. During the year, 50 issues have been circulated and CITT has received a lot of appreciation for this initiative.

(5) In order to assess the impact of various R&D programmes undertaken by the Government and Industry in India, a pre-feasibility Study was taken up by CITT on “Key Output Indicators for Performance Evaluation of Scientific Research and Development Activities in India”. This study was completed during the past year and submitted to DST.

(6) Training programme for African delegates on “Innovation and Technology Management”. On the request of MEA, CII had asked CITT to conduct a five-day training programme on the above subject for around 20 participants from African countries. This training programme was successfully held during 26-31 July 2012. The delegates from Africa have expressed a lot appreciation that this training programme was very useful.

Centre for MSME Studies

IIFT’s Centre for MSME Studies aims at providing continuous support to the SME sector by carrying out activities which can broadly be classified into conducting *Training Programmes*, provision of *Business Intelligence services* through comprehensive information hub and acting as a catalyst for *Interfacing* with other concerned and associated institutions and organizations, both within the country and abroad.

Under its wide gamut of activities, training and capacity building of SMEs both at National and International levels stands as one of the prime activities. These programmes are being conducted in various areas of international business such as international marketing, trade operations and

logistics, international finance, WTO related issues, documentation and trade facilitation measures, entry level strategies, etc. The modules are being designed for SMEs, trade bodies, industry associations, policy-makers and negotiators. Customized solutions are being provided on case to case basis with sectoral inputs taking leverage of strong industry-academia linkage developed by the centre over its existence of almost 8 years now. This calls for collaboration of the centre with sectoral Export Promotion Councils and commodity boards towards extending the knowledge support on pertinent issues of trade interest for the SMEs. Some of the sustainable partners for the Centre include APEDA, Council for Leather Exports, Textiles Committee, ACMA, Gems and Jewellery EPC, ELCINA, EEPC, etc. Other export promotion agencies/bodies with which the centre is working closely includes Rubber Board, Silk Board, Coir Board of India, DC (Handicrafts), etc. Further, in order to provide SMEs with necessary hand-holding support towards expanding their existing domestic business to foreign markets, the Centre plans to set up an incubation centre shortly.

The Centre has been identified as one of the stakeholders towards Constitution of Sub-Group on 'MSMEs' under the Planning Commission Working Group on "Boosting India's Manufacturing Exports" for the Twelfth Five Year Plan (2012-17). The Centre has been quite instrumental towards spreading information on regulatory issues across SMEs brining new business opportunities in foreign markets. One of the most recent initiatives in this regard has been spreading awareness on Unfair Competition Law and its impact on SMEs across various clusters: a study conducted with ASSOCHAM.

At international level, the Centre has collaborated with Mekong Institute, Thailand, in assisting them towards "Trade and Investment Facilitation" within GMS region and help the region to improve their trade competitiveness. The Centre in collaboration with CBI Netherlands (Centre for the Promotion of Imports from Developing Countries) has been conducting training programmes for IIFT students on certain core areas like Export management; Market knowledge; Product and production improvement, etc. The Centre is also actively participating to work for the development of SMEs in Africa.

Centre for WTO Studies

The Centre for WTO Studies was set up with the support of the Department of Commerce, Government of India, in the year 1999. The Centre was established at IIFT in November 2002. Over the years, the Centre has evolved into an institution conducting in-depth and independent research on trade-related issues including the WTO. One of the primary objectives of the Centre is to provide research and analytical support on the WTO and other trade negotiations to the Department of Commerce. The Centre also has its own body of publications, and conducts outreach and capacity building programmes by organizing seminars, workshops, subject specific meetings, etc. to disseminate its work, create awareness on topical trade issues and build consensus between stakeholders and policy-makers. An important activity undertaken by the Centre during 2012-13 was conducting the 8-week Regional Trade Policy Course in partnership with the WTO Secretariat. In addition, the Centre conducted international training programmes under India Technical and Economic Cooperation programme of the Ministry of External Affairs. Detailed list of training programmes and research undertaken is attached. However, some key activities are highlighted below:

International training programmes conducted in partnership with the Ministry of External Affairs, Government of India

Training of Ethiopian Officers in the context of Ethiopia's accession to the WTO; 2-Week Introductory Course on WTO; 8-Day Specialized WTO Course covering Agriculture, TRIPS, Services, and RTAs; 8-Day Specialized WTO Course covering Anti-Dumping, Subsidies, Safeguards, Dispute Settlement and TRIMS; Specialized Training Programme to Facilitate WTO Accession of Afghanistan; and 8-day Training Programme on WTO and Doha Round Negotiations.

International training programmes conducted in partnership with the WTO Secretariat

WTO Regional Trade Policy Course for Asia-Pacific Countries; 3-day Training on SPS; and Workshop on WTO Dispute Settlement.

Training programme conducted in partnership with the University of Sussex

Training on TRADESIFT Software.

Research for WTO trade negotiations and for effective participation of India at the WTO

Trade and Labour Standards; Relationship between Exchange Rate and International Trade : Can Currency Misalignment be Countervailed; Studies on Different Aspects of Energy Security and Trade Issues; Research

to Support India's Agriculture Notifications; Studies on Remanufacturing in the Context of Doha Negotiations; Trade and Climate Change Linkages; India and G-33's Proposal at the WTO on Food Security.

In addition, the Centre for WTO Studies was actively involved in some of the WTO Trade Disputes, including India - Certain Measures Relating to Solar Cells and Solar Modules (DS 456); and India - Measures Concerning the Importation of Certain Agricultural Products (DS 430).

A. STUDIES COMPLETED DURING 2012-13

Sl. No.	Topic of the Study	Sl. No.	Topic of the Study
1.	Trade and Labour Standards	12.	Analysing US Farm Bill 2012
2.	Stimulating manufacturing sector in India in a WTO consistent manner through local content requirement	13.	Analysis of US secondary sanctions due to Iran
3.	BRICS: Likely impact of FTA	14.	WTO negotiations on ITA 2: Analysis of trade trends and stakeholder feedback
4.	Analysis of India's trade in pharmaceutical sector with reference to imports from China	15.	Analysis of WTO dispute reports
5.	Jurisprudence on SPS Agreement (in the context of dispute raised by the US on Avian Flu)	16.	Studies on Remanufacturing
6.	Possible Bilateral Agreement on Trade in Services between India and Chile: Prospects and Implications	17.	Study on Export Credits
7.	Possible Bilateral Agreements on Trade in Services between India and Peru, Colombia and Panama: Prospects and Implications	18.	Trade and Climate Change Linkages
8.	Relationship between exchange rate and international trade : Can currency misalignment be countervailed	19.	Impact of India's FTAs
9.	Four Studies on different aspects of Energy Security and Trade issues	20.	Update on TPP Negotiations
10.	Impact of ITA in India's IT sector	21.	Analysis of subsidies to renewable energy sector provided by developed countries
11.	Research to support India's Agriculture Notifications	22.	Brief paper on issues relevant for WTO negotiations on trade through global supply chains
		23.	International Services Agreement: Analysis of key proposals
		24.	EU-US Trans-Atlantic Trade and Investment Agreement Negotiations: Likely implications for India
		25.	India's proposal on Food Security

B. TRAINING PROGRAMMES / WORKSHOPS / CONFERENCES ORGANISED DURING 2012-13

Sl. No.	Event	In Collaboration with	Dates
1.	Training of Ethiopian Officers in the context of Ethiopia's accession to the WTO	MEA	16 - 20 April 2012
2.	Training Programme on Trade and Development Issues	WTO Secretariat and Afro-Asian Legal Consultative Organization	21- 25 May 2012
3.	Seminar on Trade Facilitation	RIS and FICCI	28 May 2012
4.	Workshop on Public Procurement Bill		4 June 2012
5.	2-Week Introductory Course on WTO	ITEC, MEA	18-29 June 2012
6.	Training on TRADESIFT Software	University of Sussex and British High Commission	23-27 July 2012

Sl. No.	Event	In Collaboration with	Dates
7.	8-Day Specialized WTO Course covering Agriculture, TRIPS, Services, and RTAs	ITEC, MEA	16-25 July 2012
8.	WTO for Business	ITC Geneva	27-28 July 2012
9.	Seminar on Ethiopian WTO Accession Negotiations with Focus on Trade in Financial Services	MEA	31 July -2 August 2012
10.	Outreach with Gujarat Govt.	Ahmedabad	6-7 Aug 2012
11.	Outreach for State Governments - Training of Trainers on WTO issues	New Delhi	22-23 August 2012
12.	3-day Training on SPS	WTO Secretariat, Geneva	28-30 August 2012
13.	Training on CGE Modeling	SANEM (Dhaka) and SAWTEE (Kathmandu)	27-31 August 2012
14.	Outreach with Himachal Pradesh Govt		4 September 2012
15.	Outreach with Kerala Govt		17-18 September 2012
16.	WTO Regional Trade Policy Course for Asia-Pacific Countries	WTO Secretariat	24 September - 16 November 2012
17.	Stakeholder consultations on remanufacturing; and ITA	FICCI	Pune: 12 Sept 2012 Mumbai: 13 Sept 2012 Bangalore: 11 Oct 2012 Delhi: 12 Oct 2012
18.	Outreach with Orissa Govt.		5-6 Oct. 2012
19.	Outreach with Mizoram Govt./ NEC		8-9 Nov. 2012
20.	Workshop on WTO Dispute Settlement	WTO Secretariat, ACWL and ICTSD	26- 30 November 2012
21.	Managing Growth in a changing world: What lessons can the BRICS learn from each other	OP Jindal Global University and Getulio Vargas Foundation (FGV) São Paulo, Brazil	6-8 December 2012
22.	Brainstorming on TRIPS-CBD linkage at WTO		14 Dec 2012
23.	Workshop on Compulsory Licensing		15 Dec 2012
24.	Outreach with Tamil Nadu Govt		9-10 January 2013
25.	8-Day Specialized WTO Course covering Anti-Dumping, Subsidies, Safeguards, Dispute Settlement and TRIMS	ITEC, MEA	21-30 January 2013
26.	Outreach with Manipur Govt		5-7 February 2013
27.	Trade Talk: WTO in crisis - and what about India?	Christian Haberli, World Trade Institute, Berne	6 February 2013
28.	Specialised Training Programme to Facilitate WTO Accession of Afghanistan	EOI Kabul, MEA	11- 22 February 2013
29.	Brainstorming on International Investment Agreements	Martin Khor, Executive Director, South Centre, Geneva	20 February 2013
30.	Trade Talk: Development at the WTO: Looking Beyond the Doha Round	Prof. Sonia Rolland, Northeastern University School of Law, Boston (USA)	26 February 2013
31.	Brainstorming on Integrating South Asia in Regional Supply Chains: New Directions for Research and Sharing Experiences		7-8 March 2013
32.	8-day Training Programme on WTO and Doha Round Negotiations	ITEC, MEA	11-20 March 2013
33.	Outreach with Karnataka stakeholders		14-15 March 2013
34.	Outreach with Rajasthan government		25 March 2013

Placement

In its Golden Jubilee year, IIFT emerged as one of the first three B-schools in the country to have achieved 100 per cent placements and in an emphatic manner with a 9 per cent increase in the median salary.

The healthy participation of recruiters from various industries and its segments has underscored the need and strength of the students of the Institute. The recruiters have expressed their satisfaction over the course curricula and management skills and techniques that they imbibe from these courses.

The number of companies that made offers was 74 and out of this 34 recruiters were new who came to the Institute for the first time. The overall average salary was ₹12.40 lakh p.a. The highest domestic salary of ₹22 lakh per annum was offered by an e-commerce company and the highest international offer was made by a trading company.

Before start of the Placements, 23 per cent of the batch got the PPOs from industry stalwarts including AT Foods, Britannia, CEB, Citibank, CBC, Colgate-Palmolive, DBS, Flipkart, GCPL, Goldman Sachs, ITC, Madura F&L, Mahindra & Mahindra, Nomura Holdings, Procter & Gamble, Reckitt Benckiser, Tata Motors, Tata Steel and Vodafone.

Marketing & Sales offers continued their upward trend at IIFT and the Institute yet again attracted the biggest names in this domain like ITC, Britannia, Colgate-Palmolive, Emami, Godrej, Reckitt Benckiser, SAB Miller, VVF, etc.

In Finance, companies like Goldman Sachs, HSBC and Nomura Holdings offered profiles in investment banking, treasury and risk management. Citibank, HDFC and ICICI offered roles in risk management, commercial banking & operations and technology. Crisil, DBS and PFC were first-time recruiters at IIFT offering roles in credit rating, equity research and commercial banking, whereas Vodafone and Wipro also offered their Corporate Finance profiles.

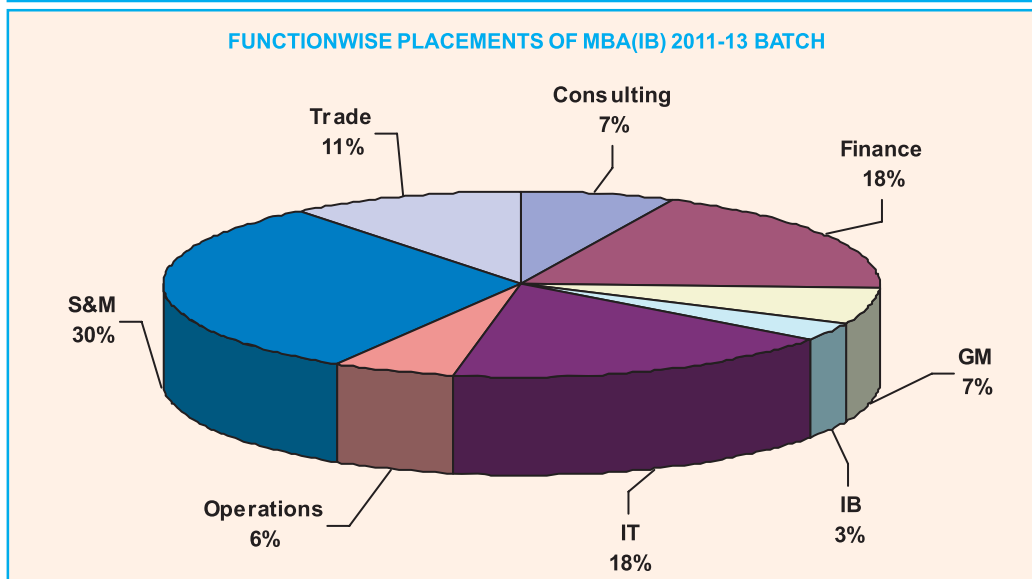
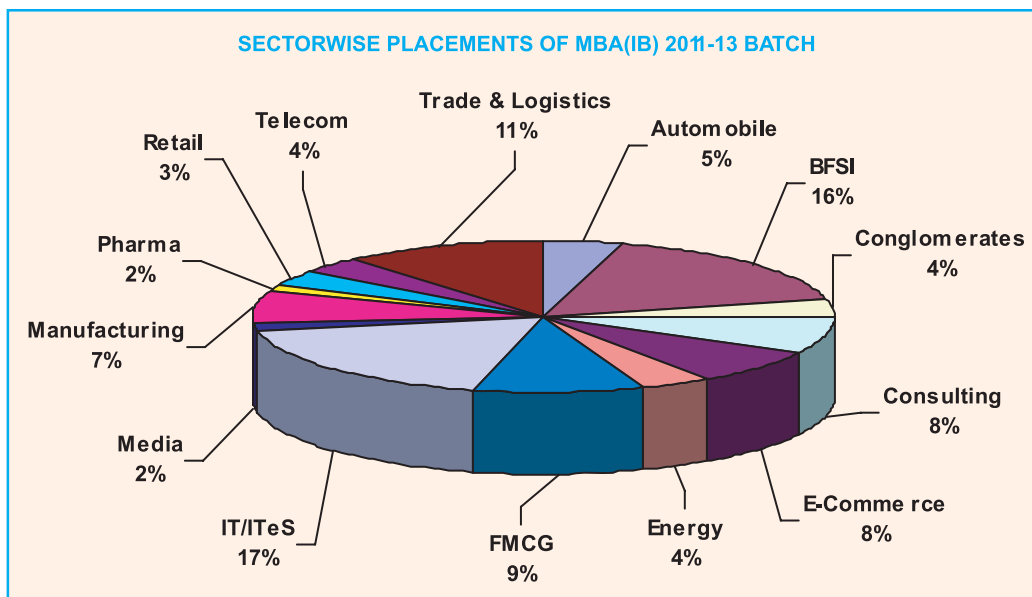
IIFT has leveraged its niche in Trade & International Business with global trade powerhouses. Companies like Stemcor, Glencore, Tricon Energy Group, Sharaf Group, Rockfort Trading and Swiss Singapore offering both domestic and international profiles across locations spanning Africa, Middle East and South-East Asian countries whereas Tricon Energy, Bajaj Auto, Hero Motorcorp and Power Grid offered their niche international profiles. Other prominent recruiters at the campus were MMTC, PEC, STC and Valency International.

The Operations and Supply Chain domain saw marquee recruiters offer their coveted roles to the students at IIFT. Companies like AT Foods offered its much sought after global procurement role, Tata Steel made the highest number of offers in this domain with multiple profiles to choose from and Tata Motors offered its prestigious operations role in the automotive sector whereas Star Agri was one of our new recruiters at campus, making multiple offers for its sourcing role.

Alumni Support

The illustrious alumni of the Institute extended earnest support and played a special role in bringing to campus some of the esteemed brands. Presence of Alumni during the placement processes helped in ensuring that all aspects of the corporate engagement were streamlined in the best possible manner.

The sectoral and functional Placements are as given below:



Social Awareness Programme

The objective of SAP is to sensitize the minds of the students with social issues through presentation by partner NGOs and conducting projects. This year, 38 NGOs (21 NGOs in Delhi and 17 NGOs in Kolkata) were identified as partner NGOs under Social Awareness Programme. The students did their projects for three weeks with NGOs which carried four credits.

Interface with Industry, Trade & Commerce

The Institute provides an excellent platform for leaders and experts from the Industry to share their rich experience and knowledge with the students which help them to interact with luminaries from the

industry, gain better understanding of the corporate world and improve their learning curve. Some eminent speakers during the year were:

<i>Speaker</i>	<i>Designation</i>	<i>Company</i>
Shri Abhay Betharia	Branch Manager - Dairy Business	Olam International
Shri Alok Nagpal	CFO, Roads Business	Reliance Infrastructure
Shri Amit Pant	Senior VP	Olam International
Shri Amresh Deshpande	Associate General Manager	Schneider Electric
Shri Anil Agarwal	Executive Chairman	Vedanta Group
Shri Arun Thukral	Director CRM	HCN Consultants
Shri Arup Guha	Analysis Expert	Dunhumby
Shri Ashish Chawla	Senior Director - Information, Media and Entertainment	Cognizant Business Consulting
Shri Ashish Malhotra	Vice President, Risk & Quantitative Analytics	BlackRock India
Shri Ashit Ranjan	Vice President, Human Resources	Tecnova Global Consulting
Shri Gaurav Sahni	Director	Estee Advisors
Shri Gautam Pande	Entrepreneur in Residence	Jabong
Shri Harmeet Lamba	Senior Director, Marketing	Dr Reddy's Laboratories Ltd
Shri Jaspreet Singh	Associate Director - Transaction Banking	Standard Chartered Bank
Shri Kenny Abraham	Sales Director	Kellogg Company
Shri Lalit Pawar	VP - Business Development & Sales	Promed Group
Shri Murali Krishna	Sales Director	Croda Chemicals India (Pvt) Ltd
Shri Naranamalpuram Ramesh	Head for Organization Change Management & Operating Strategy+B8	TCS
Shri Niraj Kumar	Regional Manager (North)	Colgate Palmolive
Shri Paras Kaushik	Head Retail- HR	Madura F&L
Shri Pratiman Kumar	Global Marketing Lead	Nestle
Shri Rantej Singh	Head, Strategy	Thomson Reuters
Shri Rohit Gulati	Head, Marketing	Bausch and Lomb
Shri Rohit Kapoor	Director, Strategy	Max India

<i>Speaker</i>	<i>Designation</i>	<i>Company</i>
Shri Sandeep Upadhyay	DGM, Customer Life Cycle Management	Bharti Airtel Limited
Shri Sanjay Tripathi	Marketing Director	Harley Davidson India
Shri Sanjeev Arora	Vice President	Pulsar Knowledge Center
Ms. Shanoo Singh	Head, Staffing	Merck Sharp & Dohme
Shri Subhrangshu Neogi	Director, Brand & Corporate Communications	Religare
Shri Sudhir Rehgarh	Business Head, Middle-East	Marico International
Shri Sumit Das	VP & Growth Unit Head, Vitamins Business	Jubilant Life Sciences
Shri Sunny Wajid	Global Head Steel Raw Material, Iron Ore	Swiss Singapore
Mr. Tim Philpot	Judge	Fayette Circuit Family Court, USA
Shri Venu Somineni	Founder & CEO	MyDeals247.com
Shri Vijay Chopra	National Head - Advisory and Channel Sales	Fullerton Securities
Shri Vijay Shrinivas	Global Corporate Strategic Account Manager	Du Pont
Shri Vishal Bhardwaj	Director- Head, Citi Phone	Citi Group

Koshish Club

This club was established as an effort by the student fraternity to extend all possible help and support to the underprivileged and needy sections of the society. Some of the activities undertaken by the members of Koshish Club are as under:

1. Blood donation camp was organized at IIFT Delhi Campus.



Blood Donation Camp organized by KOSHISH CLUB of IIFT, New Delhi.

2. A live project was floated in association with **Medhavi Foundation** which involved tie-ups with government schools to provide quality education in the fields of science and mathematics.
3. Members attended a conference on “Gross National Happiness of Bhutan” at India Habitat Centre.
4. IIFT students participated in a debate competition amongst B-schools on Corporate Social Responsibility (CSR) organized in India Habitat Centre where IIFT students won the first prize.
5. A case study competition was launched in association with “Teach for India”.
6. Constant interactions with various NGOs were organized throughout the year so that students can understand the ground reality and the way various NGOs work.
7. A book and old newspaper collection drive was organized which received overwhelming response

from the students. The funds thus collected were used for various charitable activities.

International Trade Conclave, Singapore

International Trade Conclave was organized in association with Singapore Management University (SMU) on 7 September 2012. The theme of the conclave was: Resource scarcities in the rapidly changing world. Eminent persons from Olam International, McKinsey & Co., Asia Central Editing Desk, Noble Resources Pte. Ltd. participated as speakers in the conclave.

E-Summit

An E-Summit 2012 was organized at IIFT Kolkata campus on 3 September in association with the National Entrepreneurship Network (NEN). Corporate leaders & entrepreneurs shared insights on Entrepreneurship from their personal experience. The speakers were: Hari Balasubramanian, MD, Ontrack Systems Limited and Abhishek Rungta, Founder/CEO, Indus Net Technologies.

National Marketing Symposium

Cashonova organized the National Marketing Symposium organized by Brandwagon - the Marketing Club at IIFT. The Conclave was centred on the theme 'New Waves in Marketing'. The objective was to throw light on the pertinent issue of whether or not Marketing, as understood today, is going through a major fundamental change. Eminent marketing veterans across industries including Citibank, Microsoft, Ford India, Ericsson, HT Media, Delhi Daredevils, Dabur Foods and Excelcia, Lowe Lintas, Medtronic - to name a few - shared their ideas with a wide audience comprising of management students, academicians and Industry representatives.

Shri V.M. Rajasekharan, Chief Executive, Matches and Agarbatti Business Unit, ITC graced the occasion as the Chief Guest. Shri N. Rajaram, Chief Marketing Officer, Bharti Airtel Consumer Business, delivered the key note address.

National Finance Symposium

IIFT concluded the 7th National Finance Symposium on 10 September, based on the theme "The new era of regulations in finance". The symposium was well-attended and witnessed enthusiastic participation from eminent personalities drawn from the industry as well as media. Dr. Subir Gokarn, Deputy Governor of RBI was the Chief Guest who addressed the inaugural session of the Symposium. The event was graced by the august presence of delegates from Goldman Sachs, JP Morgan Chase, Asia Pacific Loan Market Association, SMC Global Securities Ltd., Future Capital Holdings Ltd., Escorts Financial Service and Yes Bank.

National Operations Conclave

The Energy, Operations and Manufacturing Cell organized the National Operations Conclave on 27 September on the theme "Building competitive advantage in the Supply Chain" which focused on the fact that an agile and responsive supply chain is the differentiator that puts a firm ahead of its competitors. Despite being the 1st conclave by the EOM cell which was launched last year, it was a major success. The chief guest for the conclave was IIFT alumni, Shri S.K. Roongta, MD, Vedanta Aluminium. Besides, the event was attended by people from KPMG, Reckitt Benckiser, Mahindra Group, Maruti Suzuki, Symantec, among others.

Quo Vadis

The Annual Management Cultural Festival was held during 23-25 November 2012 amidst much fanfare with students from across top B-schools of the country like IIM (A, B, C, L, K, I, S, R), FMS, XLRI, MDI, SP Jain, JBIMS, NITIE, NMIMS, XIMB, IMT, MICA, IMI, KJ Somaiya as well as institutes from Delhi University taking part in the events.

The events ranged from business plans, case studies and strategy events to band performances and concerts. The major crowd pullers were Shastra with its prize money of ₹1.5 lakh, Inceptum - the B-plan competition with 100 plus entries, War of bands, Ahvan - the nukkad-natak and last but not the least the electrifying performance by Lucky Ali.

AWARDS WON BY IIFTIANS IN NATIONAL/ INTERNATIONAL EVENTS DURING 2012-13

Competition Name	Organized by: (college/ organization, etc.)	Position	Student Team Member
International Level Events:			
CFA Institute Global Investment Research Challenge 2012	CFA	1st	<ul style="list-style-type: none"> Anshul Baranwal Ramil Sobti Sakshi Garg Swati Jindal Sweta Jain
Lee Kuan Yew Global Business Plan Competition at Singapore Management University, Singapore	SMU-Singapore	Semi-Finalist	<ul style="list-style-type: none"> Anshul Baranwal
HULT-Global Case Challenge'12 (New York)	HULT	2nd	<ul style="list-style-type: none"> Anurag Kumar Nidhi Gupta
HULT-Global Case Challenge'12 (New York)	HULT	3rd	<ul style="list-style-type: none"> S. Venkatraman Jasmeet S. Chawla
Schneider Electric - Go Green	Schneider, Paris	International Semi-finalist	<ul style="list-style-type: none"> Bhavna Verma
National Level Events:			
'Unilever Unplugged'	HUL	1st	<ul style="list-style-type: none"> Aayush Singh Aritra Sengupta Ankit Agarwal Nitin Tandon Shreyash Aggarwal Jahnvi
'Citius Altius Fortius'	SP Jain	1st	<ul style="list-style-type: none"> Ankit Agarwal
'Citius Altius Fortius'	SP Jain	3rd	<ul style="list-style-type: none"> Aayush Singh
'Evolvere'	XLRI, sponsored by Aircel	3rd	<ul style="list-style-type: none"> Sachet Ahuja Soumiran Banerjee Mohit Saxena
XLRI - Communication Strategy Competition	XLRI	2nd	<ul style="list-style-type: none"> Yogesh Kumar
Marketing Strategy Competition	Technopak	1st	<ul style="list-style-type: none"> Sachet Ahuja
ITC Interrobang Case Challenge	ITC	3rd	<ul style="list-style-type: none"> Aritra Sengupta Gagandeep Kaur
Op-Era	NMIMS	3rd	<ul style="list-style-type: none"> Romit Srivastava
Wealthassurance, finance case study event	NMIMS	2nd	<ul style="list-style-type: none"> Anmol Chopra Sunil Sangvan
"BNP Paribas Ace Manager - Finance Case Study Competition"	BNP Paribas	7th, Global 3% teams	<ul style="list-style-type: none"> Abhishek Shukla Anshul Baranwal
Budget, Macroeconomic policy competition	IIM-A	10th	<ul style="list-style-type: none"> Chinar Gupta
Chakravyuh	IIM-A	3rd	<ul style="list-style-type: none"> Prince Jain Parth Chandra

<i>Competition Name</i>	<i>Organized by: (college name/ organization, etc.)</i>	<i>Position</i>	<i>Student Name</i>
Policy making	IIM-A	3rd	<ul style="list-style-type: none"> Ashish Jain Riddhi Ahuja
M&A Frenzy	IIM-A	2nd	<ul style="list-style-type: none"> Anshul Baranwal
Nissan Brand Manager	Nissan	1st	<ul style="list-style-type: none"> Parth Sheth
‘Improving Business Performance through Trader Performance Measurement’	Infosys	1st	<ul style="list-style-type: none"> Abhishek Shukla
White Paper Competition	IIFT Singapore meet	2nd	<ul style="list-style-type: none"> Arnav Kapur
White Paper Competition	IIFT-SMU	1st	<ul style="list-style-type: none"> Firasat Ali
UDYOG competition	IRMA	3rd	<ul style="list-style-type: none"> Yash Chaudhari
Print Advertisement Udaan 2012	IRMA	3rd	<ul style="list-style-type: none"> Riya Bose
Marketing case study	IIT-D	1st	<ul style="list-style-type: none"> Surjodeb Sarkar
Nutcracker, marketing case study	IIT-D	1st	<ul style="list-style-type: none"> Anmol Chopra Ankit Dokania
Nutcracker, marketing case study	IIT-D	3rd	<ul style="list-style-type: none"> Shreyash Agarwal
Uththaan	FMS	1st	<ul style="list-style-type: none"> Partha Chandra
Fiesta	FMS	1st	<ul style="list-style-type: none"> Surjodeb Sarkar
National Marketing Strategy Competition by AIRCEL	FMS	2nd	<ul style="list-style-type: none"> Ankur Sinha
Business Valuation	SIBM Pune	2nd	<ul style="list-style-type: none"> Priya Singh
Operations & Supply Chain Competition	SIBM Pune	1st	<ul style="list-style-type: none"> Shashwat Sinha
Case Study Competition	SIBM Pune	2nd	<ul style="list-style-type: none"> Yogesh Kumar
GlaxoSmithKline’s Last Man Standing	SIBM Pune	2nd	<ul style="list-style-type: none"> Shreyash Agarwal
Consilium - a strategy-themed case competition	ISB	2nd	<ul style="list-style-type: none"> Avinash Shandilya Ramil Sobti Nishant Shekhar
Paradigm, Strategy Case and Business Simulation	ISB	3rd	<ul style="list-style-type: none"> Chinar Gupta Ramil Sobti Pushpajit S. Malik Priya Juneja
Most Innovative Product Line at Entrepid	IIM-I	1st	<ul style="list-style-type: none"> Anshul Baranwal
Creative Writing Competition, Perspective ’12	NIRMA	2nd	<ul style="list-style-type: none"> Anmol Chopra
finQ	IIM Shillong	1st	<ul style="list-style-type: none"> Prince Jain
Conquest	IIM Shillong	2nd	<ul style="list-style-type: none"> Romit Srivastava
Nestle A+ Poster ad competition	IIM Shillong	1st	<ul style="list-style-type: none"> S. Venkata Ramanan
Emerge - Case Study	IIM Shillong	2nd	<ul style="list-style-type: none"> Ramanathan B. S. Venkata Ramanan
Chanakya	IIM-C	2nd	<ul style="list-style-type: none"> Swati Jindal Sweta Jain
Community Connect Competition	Thomson Reuters’	2nd	<ul style="list-style-type: none"> Sukhwinder Singh
Community Connect Competition	Thomson Reuters’	3rd	<ul style="list-style-type: none"> Shreyash Agarwal

<i>Competition Name</i>	<i>Organized by: (college name/ organization, etc.)</i>	<i>Position</i>	<i>Student Name</i>
Tata Innovista'11(Innovation contest)	carbonbazaar.com	Semi-Finalist	• Anurag Kumar
Sans Peril - Flagship Sales & Marketing Competition	MDI	1st	• Aritra Sengupta
Teach for India - A Case Study competition	MDI	1st	• S. Venkata Ramanan
Mahindra War Room 2011	Mahindra & Mahindra	2nd	• Arnav Kapur
Nirnay - Operations Event	XIMB	1st	• Ashis Jain
Mahindra ScorpionKing Marketing Challenge 2012	Mahindra & Mahindra	2nd	• Atul Kumar
Strepsils case study competition	Reckitt Benckiser	2nd	• Hitesh Yadav
Cognizant Business Consulting Event	Cognizant	2nd	• Bhavna Verma
Bizzare	SCMHRD	3rd	• Swati Khurana
Pidilite Industries' Event	SCMHRD	3rd	• Bhavna Verma
Ad-o-Holic	IMT Ghaziabad	1st	• Sachet Ahuja
"Adrenaline Hike"	IMT-G	2nd	• Bhavna Verma
Designing Print ad for Bougainvilla Hermitage	GIM	2nd	• Dipti Kumar
Operations Beer Simulation Game	GIM	3rd	• S. Venkata Ramanan
Business simulation competition	GIM	2nd	• Ramanathan B.
Brand Building Challenge	Brand Audit Group	1st	• S. Venkata Ramanan
Brand Building Challenge	Brand Audit Group	2nd	• Bibaswan Banerjee
Novus Visum	IIFT	1st	• Swati Jain
Murphy's Laugh-Digital Marketing Competition	IIM Calcutta	2nd	• Gagandeep Kaur
Strategy	Knolscape	2nd	• Romit Srivastava
Emblazon	KJ Somaiya	1st	• Chinara Gupta
Avenues	SJSOM	1st	• Pushpajit Singh Malik
Mbryo	IIMK	1st	• Dhruba J. Chatterjee
Case Challenge	SJSOM	1st	• Sulabh Vij
Building Tomorrows Enterprise	Infosys	1st	• Sachet Ahuja
Moneyball - Branding strategy for OBC - Marketing World Cup 2012	IMT Ghaziabad	1st	• Mohit Saxena
REincarnation - Relaunch strategy for Bajaj RE60 - Marketing World Cup	IMT Ghaziabad	2nd	• Dhruba J. Chatterjee
			• V.S. Vamsi Kiran
			• Ramil Sobti
			• Pallavi Saxena
			• Romit Srivastava
			• Shashank Malhotra
			• Moksha Sharma
			• Om Pashupati
			• Nirjhar Bhattacharya
			• Akhila Kakani
			• Aneev Davis
			• Nikhil Mundra
			• Nikhil Mundra
			• Sakthi Krishna
			• Tanu Kaushik

<i>Competition Name</i>	<i>Organized by: (college name/ organization, etc.)</i>	<i>Position</i>	<i>Student Name</i>
Last Manager Standing, MICAnvas 2012	MICA	2nd	• Nikhil Mundra
Vardhushik- Finance event	IIM Raipur	1st	• Akhil Aggarwal
Arthsankalp- Economics event	IIM Raipur	1st	• Akhil Aggarwal • Sanket Sakpal
Mantra Case Files- Marketing event	IIM Raipur	1st	• Akhil Aggarwal • Sanket Sakpal
Googly (2012-13) Runners Up in National Finals	NITIE	2nd	• Charchita Biswas • Ritankar Roy
National Runner ups in “Markediction” - at DMS IIT Delhi	IIT Delhi	2nd	• Shanthi Ramagopal • Amanpreet Kalra
Epoch, event organized by Strategy & Consulting club	IIFT	3rd	• Amit Gupta
Jack of All Trades	IIFT	2nd	• Ankit Agarwal
MARKOPEDIA	IIFT	1st	• Ashish Dhamija • Gagandeep Kaur
Consigliere, M&A based event	IIFT	1st	• Anmol Chopra • Ramil Sobti
Consigliere, M&A based event	IIFT	3rd	• Saurabh Vijay • Rachit Singla
Inceptum: B-Plan Competition	IIFT	1st	• Aritra Sengupta
Novus Visum, national-level negotiation competition	IIFT	2nd	• Faisal Sharhan
Srijan, Case Study Competition	IIFT	2nd	• Gagandeep Kaur • Gaurav Kumar • Radhika Medritta
Novus Visum, International Negotiations Competition	IIFT	1st	• Arnab Kapur • Dhruba J. Chatterjee



Winners of CFA Institute Global Investment Research Challenge 2012.

Student Activities

The IMF is an elected body of students of MBA(IB) programme at IIFT. It consists of 10 members - 5 each from Delhi and Kolkata campus. IMF coordinates all activities such as organizing international and national conclaves, national symposiums, sports and other club activities. It also provides a platform to students to interact with leaders across all domains.



Industry Interaction

The Institute provides an excellent platform for leaders and experts from the Industry to share their experience and knowledge with the students which help them to interact with luminaries from the industry, gain better understanding of the corporate world and improve their learning curve.

Koshish Club

This club was established as an effort by the student fraternity to give back to the society, help the underprivileged and sensitize the society. Throughout the year, waste books and clothes collection was done by the Club to help prevent wastage. The club also organized a blood donation camp where over 75 units of blood were donated by IIFTians.

Quo Vadis

The Annual Management Cultural Fest was held from 23rd to 25th November, 2012 amidst much fanfare with students from across top B schools of the country like IIM (A,B,C,L,K,I,S,R), FMS,XLRI, MDI, SP Jain, JBIMS, NITIE, NMIMS, XIMB, IMT, MICA, IMI, K J

Somaiya as well as institutes from Delhi University taking part in the events.

The events ranged from business plans, case studies and strategy events to band performances and concerts. The major crowd pullers were Shastra with its prize money of Rs. 1.5 lakhs, Inceptum - the B-plan competition with 100 plus entries, War of bands, Ahvan - the nukkad-natak and last but not the least the electrifying performance by Lucky Ali.

Conclaves and Symposiums

Various conclaves and symposiums were organized throughout the year which witnessed notable speakers from the industry delivering lectures in their domain of expertise. The following conclaves/symposiums were organized:

- National Marketing Symposium, Delhi
- E Summit, Kolkata
- International Trade Conclave, Singapore
- National Finance Symposium, Delhi
- National Operations Conclave, Delhi
- National Trade Symposium, Kolkata

Foreign Trade Library

DELHI CAMPUS

The Foreign Trade Library is a knowledge bank of an organized collection of information resources on International Business & Economic Environment which are accessible in printed or e-form to its Readers for their reference or borrowing. It continued with its endeavor to add to its collection specialized publications, reports, databases, e-Journals, print journals, articles, etc. and get itself updated regularly. Presently, the Library has an impressive collection of 1,00,990 resources that comprises 74,008 books/CDs-volumes, 17,381 bound periodicals, and 447 periodicals on the subjects such as Statistical Theory, Banking, Industries, Management, Marketing, Consumerism, Geopolitical Economic System, Services, Computers, IT, Trade, Science and Technology, Transport and Business Communications, etc. The Library is also having 40,000 articles on above areas. In addition to these, its collection includes research reports, company reports, statistical annual publications, case studies CD-ROMs, video-cassettes. The Library has a special collection on **e-resources** for both its Centers i.e. Delhi and Kolkatta and it is also having a specialized Centre, **the WTO Resources Centre** which provides rich information exclusively on WTO and related issues.

POSITION OF LIBRARY ACQUISITIONS DURING 2012-13

Section	Acquisition in 2012-13	Total as on 31.3.2013
Books, Reports, Video Cassettes & CD-ROMs	654	74,008
Documents	NIL	9,122
Bound volumes of periodicals (incl. journals received free)	100	17,381
Subscribed/Complimentary Journals	1	460
Databases/Online Sites (incl. complimentary e-journals)	1	32
Total	756	100,990*

* 163 Complimentary Journals/Magazines/Douanes Customs Jr discontinued (printing ceased).

* 193 EIU Country Reports/Profiles in pdf.

Further, the Library continuously enriches itself with the publications from national and international organizations such as United Nations Agencies, ITC/UNCTAD/WTO, International Monetary Fund, World Bank, Ministries and Departments of Government of India, Export Promotion Councils, Commodity Boards and other Trade Promotion Organizations.

Section-wise distribution of the Library acquisitions during 2012-13 is given in the Table.

e-Resources

In order to facilitate online access of information round the clock to its readers from both the centers, i.e. Delhi and Kolkata, the Library is also subscribing 32 online and offline databases like Capataline Plus, CMIE databases (Prowess, India Trade and Industry Analysis Service), CEIC, Commodity Price Bulletin, DGCIS Statistics, Epharmail, IFS, India Stat.com, Inside Trade.com, ISI Emerging Market (World Services), NextLinx, ProQuest, Sums Magazine, Trade Map World Bank Online Databases, World Trade Atlas, WITS; 4 e-journal packages, viz. Blackwell Synergy (21 E-Journals), Sage collection, EBSCO and Emerald Management extra 175 Journals and several individual journals. These e-resources are regularly updated with new additions like 'Datamonitor 360' and 'China Scope Financial' having been added. These databases provide valuable information on Country Studies; Statistical Data on Agriculture, Economy, Demography, Labour, Media, Education, Market Forecast, Market Reports; Annual Data of Companies; Stock Market, Tariff and Non-tariff barriers; WTO related disputes; Cases and day to day development in WTO; indicators of different countries; data for Indian States; Foreign Trade, Regional Integration of India with different countries and many other areas related to foreign trade.

The latest development is web OPEC on intranet in which the readers can access, download and print e-books, articles, etc. wherever the symbol of 'e' (internet) is available, by clicking on it.

In-House Publications

“Monthly List of Additions” of new books and reports (annotated) and “Artindex” Fortnightly (annotated) is prepared regularly for in-house circulation.

WTO Resource Centre

WTO Resource Centre set up in the Library is a well recognized Centre specializing in the field of exclusive WTO and related issues. The Centre fulfills the needs of research scholars, policy-makers and academicians on the issues relating to WTO and its implications for India. The Centre has a rich collection of books, reports, journals, video cassettes, CD-ROMs and news items/articles on the WTO and related issues. The Centre brings out “WTO Documentation List” (monthly) (annotated) and “Additions to WTO Resource Centre” (monthly) (annotated) on a regular basis for in-house circulation and partially in Ministry of Commerce & Industry. Till date, the collection in WTO Resource Centre comprises 7,000 articles 4,000 books.

Research scholars from various universities both Indian and foreign make use of the Library for their Doctoral and Post-doctoral research work.

KOLKATA CAMPUS

The library at Kolkata Campus is gradually growing with traditional resources as well as electronic and virtual information. It includes over 3,000 books and CDs and around 100 national and international journals in the field of management and its related facets. Almost all business dailies are also available in its periodical section. The collection comprises documents in the field of Management, Statistics, Economics, Mathematics, Marketing, International Trade, Psychology, Operation Research, Business Communication, Advertising and light readings, etc. It is primarily intended for the faculty, students, scholars, staff members, consultants of the Institute. The library covers the resources available in languages like Bangla, Hindi, Spanish, German, Italian, French along with major resources in English.

The collection is fully automated with the facility of Online Public Access Catalogue and the bar-coded circulation system. The library extends its services to

its users throughout the year except the Govt. holidays.

e-brary

The Library is enriched with its virtual resources, called the e-brary, which is accessible round the clock. A large number of full text journal articles, industry profile, country report, book, trade publication, newspaper, analytical commentary, annual reports, industry statistics and indicators, legislation, monetary data, news analysis, official gazette, press release, ranking and statistical data on Administrative Setup, Agriculture, Banks and Financial Institutions, Civil Supplies and Consumer Affairs, Companies, Cooperatives, Crime and Law, Demographics, Economy, Education, Electoral Data, Environment and Pollution, Foreign Trade, Forest and Wildlife, Geographical Data, Health, Housing, Industries, Insurance, Labour and Workforce, Market Forecast, Media, Meteorological Data, Mines and Minerals, Petroleum, Power, Social and Welfare Schemes, Sports, States and Union Territories, Telecommunication, Tourism, Transport, Urban Areas, Villages of India as well for the rest of the countries of the world are available through the e-brary.

These resources are available through the licensed databases like EBSCO, Proquest, Emerald, Blackwell, CMIE, JSTOR, ISI Emerging Markets, Indiatat, World Trade Online, IMF databases, OECD online, World Trade Atlas, etc.

Moreover, the Library is planning to provide modern facilities and access to more research based information to its users in near future.

IIFT KOLKATA LIBRARY ACQUISITION DURING 2012-13

Resources	Acquisition in 2012-13	Total as on 31-3-2013
Books (Complimentary & Purchased)	173	3,263
Journals (Complimentary & Purchased)	6	99
Bound Volumes	-	729
Databases/Online resources	Nil	Same as Delhi campus

Computer Centres at IIFT

DELHI CAMPUS

THERE are well equipped Computer Centres exclusively for the students and for training & research activities of the Institute. The computer centres for the students are open round-the-clock and have access to all IT facilities, including internet. The Institute has 50 mbps lease line to provide internet access to all the terminals. The network facilities have been extended to all possible places in the campus through wired and wireless devices. The class-rooms are equipped with LCD projectors and PCs for presentation.

The following services are being carried out in the Institute:

- E-mail
- Web services
- SME Resource Centre
- RDBMS
- Library Information System
- Audio communication facilities
- Online Quiz Test
- Result Processing
- Feedback processing
- File & Print Server
- Financial Accounting
- Employee Information System
- Learning Resource Centre for students
- Campus Network for student activities.

The Institute has the following IT infrastructure:

Servers

Following servers have been implemented in the Institute:

- Three CISCO Servers with EMC unified storage system
- Three HP Servers
- Two Dell Servers

Network

The local area network comprises CISCO Switches, CISCO Router, Firewall, McAfee Appliances at gateway,

etc. with fibre optic connectivity in different building blocks. Secured Wi-Fi connectivity is also available in the campus. Delhi and Kolkata Campuses are connected with two dedicated links (4mbps & 2mbps).

Video Conference

Video conference facilities are available between Delhi and Kolkata campuses.

Nodes

Core 2 duo and i5 computers with colour monitors loaded with Windows-7/XP, MS-Office 2000/XP 300 Nos.

Printers

1. HP 2550 and 5550 colour laserjet printers
2. HP 8150/9040 DN network printer
3. HP LaserJet 1022/1015 printer

Scanners

1. HP 7400/8390 scanners

Database

India Trade and prowess database from CMIE are available on the Institute's network.

KOLKATA CAMPUS

The Kolkata Campus has a computer Centre with 15 PCs available for all students. All services including internet, email, databases, etc. available at Delhi campus are provided at Kolkata through dedicated link.

The Centre has the following IT infrastructure:

Servers

1. HCL WIN 2003
2. HP Proliant DL 380

Nodes

Fifty-three computers with 15" colour monitors installed with Windows XP and MS Office 2003 software.

Publications

THE Institute brought out the following periodicals during the year 2012-13, in addition to various brochures, prospectuses and folders:

Foreign Trade Review

The Institute's quarterly journal, *Foreign Trade Review* (FTR), is an international quarterly published by SAGE. The journal aims to address critical issues concerning international trade, business, economics and cross border transaction of investment flows. In its more than four and a half decades of existence, it has remained a platform for dissemination of analysis relating to the foreign trade in the context of India's integration with world economy; global economy in general. It publishes papers from experts, academicians, researchers, trade and industry having a track record of proven expertise in the field.

With SAGE collaboration the journal aims to attract research papers from renowned experts not only from India but also from various developed and developing countries.

Focus WTO

With the establishment of World Trade Organization (WTO) in 1995, the entire gamut of

international trade has undergone a sea change. Hence, providing analysis and information about the WTO and how it helps, promotes and affects exports, imports and entire business operations and transactions, for Indian trade and industry is an area that needs continuous analysis and projections. Since there had been no bulletin or magazine available in the country dealing exclusively with WTO issues, the Institute launched in May 1999 a bi-monthly journal entitled *Focus WTO* to fill this void.

Each issue of *Focus WTO* is dedicated to a particular theme. The issues brought out during the year focused on various important issues of the WTO. The journal has three sections - the first section carries Lead Article(s) while the second section presents a snapshot of news appearing in the domestic and international Press, the third section provides excerpts or complete official document(s) that are not easily available to trade and industry, as well as to the academia and other researchers.

Research Papers published by IIFT Faculty

Dr. Ranajoy Bhattacharyya, Professor

- "Globalization and Labour Markets", in *Development and Sustainability* (ed), S. Banerjee and A. Chakravarty, Springer Publications, 2013.
- "Catching Up in Terms of Product Quality" (Co-authors: Munmun Mukherjee), in *Trade Globalization and Development* (ed.), R. Acharyya and S. Marjit, Springer Publications, 2013.

Dr. Deepankar Sinha, Associate Professor

- "Dimensions of Changing Directions of Trade - A System Dynamics Framework", in *India-Canada Trade and FDI Bilateral Flows*, Allied Publishers, 2013, ISBN: 978-81-8424-818-0
- Paper titled "A Causal Framework for Measurement of Performance of Supply Chain", presented at XVI



Annual International Conference of Society of Operations Management at IIT Delhi, 21-23 December 2012.

- Paper published in compendium titled “Advances in Operations & Supply Chain Management - Vol I & II”, IIT Delhi.
- Paper titled “Integrating Logistics with Core Business of a Global Firm: A Strategic Decision Support System Based on Causal Framework”, XVI Annual International Conference of Society of Operations Management at IIT Delhi, 21-23 December 2012.
- Paper titled “Risk based Pricing Framework for Products in Global Markets: A Systems Dynamics Approach”, SIMSARC-12, Symbiosis Institute of Management Studies (SIMS), Pune, 13 December 2012.
- Paper published in book titled “Inclusiveness & Innovation Challenges for Sustainable Growth of Emerging Economies”, Excel Publishers, ISBN: 978-93-82062-74-5.
- Paper titled “Cargo Mix Strategy for Ports: A Case of Major Ports of India”, International Conference of Management Cases, Goerge Mason University, USA and BIMTECH, 29-30 November 2012 at BIMTECH Campus, Greater Noida.
- Paper published in book titled “Capability Building for Organizational Transformation”, Bloomsbury Publication, ISBN: 978-93-82563-41-9.
- “Integrating Logistics Cost in International Pricing Framework for Exporting Firms: A System Dynamics Approach”, IMT Ghaziabad, FOBE, 2012, International conference at IMT Ghaziabad, 29-30 November 2012.
- Paper published in book titled “Beyond Norms - Strategies for Excellence”, Bloomsbury Publication, ISBN: 978-93-82563-45-7.
- Paper titled “An Intelligence Based Electronic Supply Chain Management Framework: A System Dynamics Approach”, Supply Chain Issues and Opportunities in a Volatile Global Environment, National Conference at LBSIM, 17-18 August 2012.

- Paper published in book titled “Supply Chain Issues and Opportunities in a Volatile Global Environment”, Excel India Publishers, 2012, ISBN: 978-93-82062-52-3.

Dr. Nitin Seth, Associate Professor

- “Supply Chain Risk and Security Management: An Interpretive Structural Modelling Approach” (Co-author: A. Saxena), *International Journal of Logistics Economics and Globalisation*, (2012) Vol. 4., No.1, pp. 117-132.
- “Analytic Hierarchy Process to Assess Supply Chain Risk and Security Management” (Co-author: A. Saxena), *International Journal of Procurement Management* (2013).
- “TQM Implementation on Engineering Education in India: An Interpretative Structural Modeling Approach” (Co-authors: N. Mehta and P. Verma) *TQM and Business Excellence* (2013).
- “Supply Chain Competitiveness: Concept and Framework” (Co-author: A. Verma) *Materials Management Review*, April 2013.

Dr. Saikat Banerjee, Associate Professor

- “Strategic Branding Roadmap for SMEs Operating in Business-to-Business Sector: A Study on Indian Auto Component Sector” (2012), *Journal of Research in Marketing and Entrepreneurship* (an Emerald Publication), Vol. 14 Issue: 2, pp.142-163.
- “Centuryply: Developing a Powerbrand in a Commoditized Market”, Ivey Publishing, Richard Ivey School of Business Foundation, Richard Ivey Business School, University of Western Ontario, Canada; Product No. 9B12A042, Publication Date: 9/05/2012.

Ms Areej Aftab Siddiqui, Assistant Professor

- “Foreign Institutional Investment Flows and Indian Financial Market: Relationship and Way Forward”, (Co-author: N.A. Azad) *Vision: The Journal of Business Perspective*, September 2012 16: 175-185, <http://vis.sagepub.com/content/16/3/175.abstract>

Dr. Himani Gupta, Assistant Professor

- “Global Climate Change and Indian Carbon Market” (Co-author: N. Singhal), *Gurukul Business Review* (GBR), Vol. 8 (Spring 2012), pp. 51-60.

Dr. Basanta K. Sahu, Assistant Professor

A. International Publications

- “Impact Analysis of Global Downturn on the Indian Economy”, in N.M.P. Verma (Ed.), *Recession and Its Aftermath: Adjustments in the United States, Australia, and the Emerging Asia*, Springer, 2013, (ISBN 978-81-322-0531-9)
- “Pro-poor Housing Finance: Role of Microfinance in India”, in R. Pradhan (Ed.), *Strategic Framework of Infrastructure Financing*, Bloomsbury (Bloomsbury Publishing India Pvt Limited); 2012, ISBN No: 978-81-924302-1-8.
- “Gender Equity, Water and Food Security in Drought Prone Areas: A Case Study of Odisha and Gujarat”, *Water Policy Research Paper No. 28*, 2012, International Water Management Institute (IWMI) - TATA Water Policy Programme (http://www.iwmi.cgiar.org/iwmi-tata/pdfs/2012_Highlight-28.pdf)

Dr. Debashis Chakraborty, Assistant Professor

- “The Private Sector’s Role in Achieving Universal Health Coverage in India”, *EMHN Briefing Note No. 3*, London, 2013.
- “Negative Influence of Fiscal Subsidies on Environment: Empirical Evidence from Cross-Country Estimation” (Co-author: S. Mukherjee), National Institute of Public Finance and Policy Working Paper No. 117, New Delhi, 2013.
- “Is there any Relationship between Foreign Direct Investment, Domestic Investment and Economic Growth in India? A Time Series Analysis”, (Co-author: J. Mukherjee), *Review of Market Integration*, 4(3): 309-337, 2012.
- “Is there any Long-run Relationship between India’s Current and Capital Account Balance? A Time Series Analysis” (Co-authors: J. Mukherjee and T. Sinha), *Global Business Review*, 13(3): 433-447, 2012.

- “Entry, Competitiveness and Exports: Evidence from the Indian Firm Data” (Co-authors: A. Barua and C.G. Hariprasad), *Journal of Industry, Competition and Trade*, 12(3): 325-347, 2012.
- “ASEAN and China: New Dimensions in Economic Engagement” (Co-author: A. Kumar), *China Report*, 48(3): 327-349, 2012.
- “Environmental Compliance of Indian Leather Firms in the Post-WTO Period: Some Empirical Findings”, *Foreign Trade Review*, 47(3), 23-43, 2012.
- “EU-India Bilateral Trade and Investment Agreement: Opportunities and Challenges” (Co-author: A. Kumar), in L. Peral and V. Sakhuja (Ed.), *The EU-India Partnership: Time to Go Strategic?*, pp. 57-74, European Union Institute for Security Studies (EUISS) and Indian Council of World Affairs, Paris and New Delhi, 2012.
- “The Causal linkage between FDI and Current Account Balance in India: An Econometric Study in the Presence of Endogenous Structural Breaks” (Co-authors: J. Mukherjee and T. Sinha), IIFT Working Paper No. 17, 2012.
- “EU-India Bilateral Trade and Investment Agreement: A Review of Issues” (Co-authors: J. Chaisse and A. Kumar), IIFT Working Paper No. 16, 2012.
- “Developing Country Coalitions in WTO Negotiations: How Cohesive would IBSAC (India, Brazil, South Africa, China) be?” (Co-authors: P. Banerjee and D. Sengupta), IIFT Working Paper No. 12, 2012.

Dr. Jaydeep Mukherjee, Assistant Professor

(i) Refereed Journals:

International:

- “Is there any Relationship between Foreign Direct Investment, Domestic Investment and Economic Growth in India? A Time Series Analysis” (Co-author: D. Chakraborty), *Review of Market Integration* (Sage Journal), 4 (13), pp. 309-337, 2013.
- “Deconstructing Service and Investment Negotiating Stance: A Case Study of India at WTO GATS and

Investment Fora” (Co-authors: J. Chaisse and D. Chakraborty), *Journal of World Investment and Trade*, 14 (1), pp. 44-78, 2013.

- “The Sustainability of Trade Deficits in the Presence of Endogenous Structural Breaks: Evidence from the Indian Economy” (Co-author: B. Nag), *Journal of Asian Economics* (Elsevier Journal), 23 (5), pp. 519-526, 2012.
- “The Structural Relationship Between Current and Capital Account Balance in India: A Time Series Analysis” (Co-authors: D. Chakraborty and T. Sinha), *Global Business Review* (Sage Journal), 13(3), 433-447, 2012.

(ii) Conference Presentations / Acceptance:

International:

- “Cointegration between FDI and Current Account Balance in India: Empirical Analysis in the Presence of Endogenous Structural Breaks” (Co-authors: D. Chakraborty and T. Sinha), *Third Research Conference on Empirical Issues in International Trade and Finance*, IIFT, Kolkata, 10-11 January 2013.
- “Is the Indian Stock Market Cointegrated with other Global Stock Markets? Evidences in the Presence of Endogenous Structural Breaks” (Co-author: S. Rajwani), *Third Research Conference on Empirical Issues in International Trade and Finance*, IIFT, Kolkata, 10-11 January 2013.
- “Is the Indian Stock Market Cointegrated with Asian vis-à-vis other Developed Markets? A Time-Series Analysis in the Presence of Endogenous Structural Breaks” (Co-author: S. Rajwani), *India Finance Conference*, 19-21 December 2012, IIM Calcutta.
- “Linkages between Indian Stock Market and Other Asian Markets: An Empirical Analysis in the Presence

of Endogenous Structural Breaks” (Co-author: S. Rajwani), *4th Conference on Excellence in Research & Education*, 10-13 May 2012, IIM Indore.

(iii) Working Papers:

- “How has FDI influenced Current Account Balance in India? Time Series Results in presence of Endogenous Structural Breaks” (Co-authors: D. Chakraborty and T. Sinha), IIFT Working Paper No. EC-12-17.

Ms Sonu Verma, Assistant Professor

- “Agility in Manufacturing: Tool for Competitive Advantage” (Co-author: Kavita Chauhan), *Emerging Paradigms in Marketing*, pp. 347-358, Wisdom Publications, Delhi, 2013. ISBN: 978-93-81505-42-7
- “Effect of Innovative products and Practices on Brand Equity” (Co-author: Kavita Chauhan), “National Conference on Innovation and Entrepreneurship: An Indian Experience” at Centre for Management Studies, Jamia Milia Islamia University, New Delhi, 20 February 2013 .
- “Evolution of R&D Indicators: A historical Review” (Co-author: Kavita Chauhan), “National Conference on Innovation and Entrepreneurship: An Indian Experience” at Centre for Management Studies, Jamia Milia Islamia University, New Delhi, 20 February 2013 .

Conferences Attended by Faculty

- **Himani Gupta** and N. Singhal (2012), Environment Sustainability Initiatives in Indian Business Schools, 6th International Conference on Contemporary Business 2012 jointly organized by IIT Delhi and Curtin University, Australia, 18-19 October 2012.

राजभाषा हिंदी की गतिविधियां



राष्ट्रपति श्री प्रणब मुखर्जी द्वारा 'क' क्षेत्र में वर्ष 2010-11 के दौरान संस्थान में राजभाषा नीति के श्रेष्ठ कार्यान्वयन के लिए 14 सितम्बर 2012 को हिंदी दिवस समारोह के अवसर पर राजभाषा इंदिरा गांधी तृतीय पुरस्कार प्रदान किया गया।

संस्थान अपने मूल उद्देश्य शिक्षण, प्रशिक्षण एवं अनुसंधान की ही भांति संघ की राजभाषा नीति के कार्यान्वयन के प्रति पूरी तरह सचेत और जागरूक है। कार्यालयीन कामकाज में अधिक से अधिक राजभाषा हिंदी का प्रयोग किया जाता है। वर्ष 2012-13 के दौरान संस्थान द्वारा हिंदी के प्रगामी-प्रयोग से संबंधित कार्यों का विवरण निम्न प्रकार है :

1. **धारा 3(3) का अनुपालन** — संस्थान में सभी कार्यालय आदेश, परिपत्र, अधिसूचनाएं, कार्यालय ज्ञापन, सभी साइनेज, अधिकारियों द्वारा प्रयोग की जाने वाली रबड़ की मोहरें, नाम पट्ट आदि पूर्ण रूप से द्विभाषी हैं। अवकाश आवेदन, भविष्य निधि, चिकित्सा प्रतिपूर्ति बिल, यात्रा रियायत बिल, वाहन व्यय इत्यादि के प्रपत्र पूरी तरह हिंदी और अंग्रेजी में समान रूप से उपलब्ध हैं। उक्त के अनुपालन में संस्थान द्वारा जारी होने वाले सभी प्रवेश पत्रों को द्विभाषी कर दिया गया है। संस्थान के सभी अनुभागों/विभागों में प्राप्त हिंदी पत्रों का उत्तर हिंदी में ही दिए जाने के अतिरिक्त "क" और "ख" क्षेत्र में अधिक से अधिक पत्राचार हिंदी में किया गया है। इस प्रकार संस्थान में हिंदी पत्राचार की स्थिति संतुष्टिपूर्ण है।
2. संस्थान में समय-समय पर खाली पदों को भरने हेतु दिए जाने वाले विज्ञापन पूर्णरूप से द्विभाषी दिए गए हैं।
3. **संस्थान की द्विभाषी वेबसाईट** — संस्थान की वेबसाईट हिंदी व अंग्रेजी दोनों भाषाओं में है तथा समय-समय पर इसका अद्यतन किया गया है।
4. **प्रशिक्षण कार्य** — राजभाषा नियमों के अंतर्गत सेवाकालीन प्रशिक्षण के अंतर्गत हिंदी टंकण व हिंदी भाषा के प्रशिक्षण का लक्ष्य शत प्रतिशत पूरा कर लिया गया है। सभी सफल प्रशिक्षणार्थियों से अधिक से अधिक हिंदी में काम कराने के लिए प्रोत्साहन के रूप में सरकार की ओर से मिलने वाले वित्तीय लाभ दिए गए। हिंदी आशुलिपि प्रशिक्षण के लक्ष्य को शत प्रतिशत पूरा करने के लिए हिंदी शिक्षण योजना आर के पुरम कार्यालय के दिशा निर्देशों में संस्थान में केन्द्र चलाए जाने हेतु प्रक्रिया जारी है।
5. **तिमाही बैठक** — राजभाषा नियमों के अनुपालनार्थ प्रत्येक तिमाही में निदेशक महोदय की अध्यक्षता में विभागीय राजभाषा कार्यान्वयन समिति की बैठक का आयोजन किया गया। इन बैठकों के दौरान संस्थान में राजभाषा कार्यों की समीक्षा व प्रगामी प्रयोग संबंधी

निर्णय लिए गए। वर्ष 2012-13 के दौरान आयोजित बैठकों की तिथि निम्न प्रकार हैं :

तिमाही	आयोजन की तिथि
अप्रैल-जून 2012	26 जून 2012
जुलाई-सितंबर 2012	25 सितम्बर 2012
अक्टूबर-दिसम्बर 2012	19 दिसम्बर 2012
जनवरी-मार्च 2013	15 मार्च 2013

6. **हिंदी कार्यशाला** — संस्थान में हिंदी कार्यशालाओं का नियमित आयोजन किया गया। इन कार्यशालाओं में कर्मचारियों को हिंदी में कार्य करने के लिए प्रेरित एवं प्रशिक्षित किया गया। वर्ष 2012-13 में हिंदी कार्यशालाओं की तिथि इस प्रकार हैं :

तिमाही	आयोजन की तिथि
अप्रैल-जून 2012	22 जून 2012
जुलाई-सितंबर 2012	27 सितम्बर 2012
अक्टूबर-दिसम्बर 2012	28 दिसम्बर 2012
जनवरी-मार्च 2013	25 मार्च 2013

7. **हिंदी पखवाड़े का आयोजन** — प्रत्येक वर्ष की भांति इस वर्ष भी संस्थान में 14-28 सितम्बर 2012 के दौरान हिंदी पखवाड़े का आयोजन किया गया। पखवाड़े के अंतर्गत निबंध लेखन, हिंदी टाईपिंग, भाषण एवं प्रश्नोत्तरी प्रतियोगिताओं का आयोजन किया गया। इसके अतिरिक्त हास्य कवि सम्मेलन तथा साहित्य कला परिषद के सौजन्य से रंगारंग सांस्कृतिक कार्यक्रम आयोजित किए गए। संस्थान में इस अवसर पर उपर्युक्त कार्यक्रमों में भाग लेने वाले कर्मचारियों को नगद पुरस्कार राशि व प्रमाण-पत्र प्रदान कर प्रोत्साहित किया गया।
8. **हिंदी में प्रकाशन** — संस्थान की वार्षिक रिपोर्ट वर्ष 2011-12 का हिंदी में प्रकाशन किया गया। संस्थान की स्वर्ण जयंती के अवसर पर हिंदी कक्ष द्वारा गृह-पत्रिका 'यज्ञ' अंक-6 वर्ष 2013 का स्वर्ण जयंती विशेषांक प्रकाशन किया गया। पत्रिका में संस्थान की मुख्य गतिविधियां तथा राजभाषा के नियमों के अतिरिक्त आईआईएफटी परिवार अपने मन की बात कविता, कहानी, नाटक, निबंध, आदि के माध्यम से व्यक्त करता रहा है। इससे सृजनात्मकता को बढ़ावा मिलता है एवं विचारों का आदान-प्रदान होता है।
9. **निरीक्षण** : 6 जून 2012 को संसदीय राजभाषा समिति द्वारा संस्थान का निरीक्षण किया गया। निरीक्षण के दौरान समिति द्वारा राजभाषा हिंदी के अधिक से अधिक प्रचार-प्रसार हेतु दिए गए सुझाव व सभी आश्वासन पूरे किए गए।

Independent Auditors' Report

TO

The Members
Board of Management,
Indian Institute of Foreign Trade
(A Society Registered under the Societies Registration Act, 1860)
Deemed University
New Delhi

1. We have audited the attached Balance Sheet of **Indian Institute of Foreign Trade (A Society Registered under the Societies Registration Act, 1860)** as at 31st March 2013, the Income & Expenditure Account and also the Receipt & Payment Account for the year ended on that date, annexed thereto (incorporating the accounts of Kolkata Centre of the Institute). These financial statements are the responsibility of the Board of Management. Our responsibility is to express an opinion on these financial statements based on our audit.
2. We have conducted our audit in accordance with auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material mis-statement. An audit includes examining on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by the management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.
3. Attention is invited to note 5, 6, & 7 of Notes to Accounts (Schedule 17) which relate to certain non-reconciled accounts, confirmation and subsequent reconciliations if any related to Current assets, Loans and advances and current liabilities. We are unable to comment on the resultant impact of the differences, if any, that may arise out of such reconciliations.
4. We report that:
 - (a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
 - (b) In our opinion, proper books of account, as required by the law, have been kept by the Society so far as appears from our examination of those books;
 - (c) The Balance Sheet and the Income & Expenditure Account and the Receipt and Payment Account dealt with by this report are in agreement with the books of account;
 - (d) In our opinion, subject to point number 3 of this report and to the best of our information and according to the explanations given to us, the said accounts read together with the significant accounting policies and notes to accounts give a true and fair view in conformity with the accounting principles generally accepted in India:
 - (i) in the case of the Balance Sheet, on the state of affairs of the Society as at 31st March 2013,
 - (ii) in the case of the Income & Expenditure Account, the excess of income over expenditure for the year ended on that date, and
 - (iii) in the case of the Receipt & Payment Account, on the receipts and payments of the Society for the year ended on that date.

For **J.P. Chawla & Co.**
Chartered Accountants
Firm Registration No. 001875N

43, Darya Ganj,
New Delhi-110002
Dated: 30 September 2013

sd/-
(Rajat Chawla)
Partner
M.No. 510745

INDIAN INSTITUTE OF FOREIGN TRADE

BALANCE SHEET AS AT 31ST MARCH 2013

(Amount : ₹)

Particulars	Schedule	31-03-2013	31-03-2012
CORPUS/CAPITAL FUND AND LIABILITIES			
Corpus, Capital & Other Funds	1	1,159,951,106	1,001,073,381
Earmarked/Endowment Funds	2	28,271,881	28,921,084
Current Liabilities and Provisions	3	238,009,328	159,673,307
TOTAL		1,426,232,315	1,189,667,772
ASSETS			
Fixed Assets	4	322,186,334	308,748,766
Investments in Earmarked Funds	5	28,271,881	28,921,084
Investments in Others	6	525,951,252	507,780,325
Current Assets, Loans, Advances, etc.	7	430,657,649	262,520,703
Interest Accrued on Investments	7A	119,165,199	81,696,894
TOTAL		1,426,232,315	1,189,667,772
Significant Accounting Policies	16		
Contingent Liabilities and Notes on Accounts	17		

In terms of our report of even date annexed

For **J.P. Chawla & Co.**
Chartered Accountants
Firm Registration No. 001875N

sd/-
Rajat Chawla
Partner
M. No. 510745

For & on behalf of Indian Institute of Foreign Trade

sd/-
DR. SURAJIT MITRA
Director

sd/-
PROF. ASHOK KAPOOR
Registrar

Place: New Delhi
Dated: 30 September 2013

INDIAN INSTITUTE OF FOREIGN TRADE
INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON 31ST MARCH 2013

(Amount : ₹)

Particulars	Schedule	31-03-2013	31-03-2012
A. INCOME			
Income from Services	8	513,351,256	432,232,948
Grants	9	3,663,501	–
Grant – Centre for WTO Studies	9A	50,500,000	76,428,476
Income from CWS	9B	13,278,113	1,776,061
Fees/Subscriptions	10	166,396	151,333
Income from Royalty, Publications, etc.	11	32,916	79,852
Interest Earned	12	16,952,228	12,821,075
Interest Accrued on Investments	12A	36,597,120	35,062,083
Other Income	13	4,944,319	9,913,031
Prior-Period Income	13A	3,248,268	231,495
TOTAL (A)		642,734,117	568,696,353
B. EXPENDITURE			
Establishment Expenses	14	178,287,495	181,891,606
Other Administrative Expenses, etc.	15	232,002,608	188,555,242
Depreciation – (Corresponding to Schedule 4, excluding on funded assets,		26,540,099	18,290,097
Prior-Period Expenses	15A	6,897,425	1,687,310
Expenses for Centre for WTO Studies	15B	69,914,196	64,516,370
TOTAL (B)		513,641,823	454,940,625
Balance being excess of Income over Expenditure (A – B)		129,092,294	113,755,729

In terms of our report of even date annexed

For **J.P. Chawla & Co.**
Chartered Accountants
Firm Registration No. 001875N

sd/-
Rajat Chawla
Partner
M. No. 510745

For & on behalf of Indian Institute of Foreign Trade

sd/-
DR. SURAJIT MITRA
Director
sd/-
PROF. ASHOK KAPOOR
Registrar

Place: New Delhi
Dated: 30 September 2013

INDIAN INSTITUTE OF FOREIGN TRADE
RECEIPTS AND PAYMENTS FOR THE YEAR ENDED ON 31ST MARCH 2013

(Amount : ₹)

Receipts	31-03-2013	31-03-2012	Payments	31-03-2013	31-03-2012
I. Opening Balances			I. Expenses		
(a) Cash and Stamps in Hand	70	34,650	(a) Establishment Expenses	16,369,449	23,651,654
(b) Bank Deposits			(b) Administrative Expenses	442,544,068	324,187,454
(i) Current Accounts	1,744,081	(14,118,823)			
(ii) Deposit Accounts (STD)	65,692,552	89,174,910	II. Investments and Deposits made		
II. Grants Received			(a) Out of own Funds (Investments - Others)	234,912,432	186,983,000
(a) From Government of India	449,778,113	175,000,000			
III. Income on Investments from			III. Expenditure on Fixed Assets & Capital Work-in-Progress		
(a) Earmarked/Endowment Funds	209,740	1,830,355	(a) Purchase of Fixed Assets	4,675,944	5,394,446
IV. Interest Received			IV. Other Payments	341,190,559	341,116,712
(a) On Bank Deposits	16,756,134	28,514,361	V. Closing Balances		
(b) Loans, Advances, etc.	–	25,811,215	(a) Cash & Stamps in Hand	–	78,376
V. Other Income			(b) Bank Balances		
(a) Market Survey/Seminar Fee, Training Fee/Property Income	463,749,122	393,962,966	(i) Current Accounts	(17,167,994)	20,867,097
VI. Other Receipts			(ii) Deposit Accounts (STD)	292,131,658	83,695,989
(a) Maturity of FD	217,852,211	146,039,692			
(b) Miscellaneous	98,842,344	139,725,401			
VII. Sale of Fixed Assets	31,749	–			
TOTAL	1,314,656,116	985,974,728	TOTAL	1,314,656,116	985,974,728

In terms of our report of even date annexed

For & on behalf of Indian Institute of Foreign Trade

For **J.P. Chawla & Co.**
Chartered Accountants
Firm Registration No. 001875N

sd/-
DR. SURAJIT MITRA
Director

sd/-
PROF. ASHOK KAPOOR
Registrar

sd/-
Rajat Chawla
Partner
M. No. 510745

Place: New Delhi
Dated: 30 September 2013

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2013

SCHEDULE 1: CAPITAL, CORPUS FUND & OTHER FUNDS

(Amount : ₹)

Particulars	31-03-2013		31-03-2012	
A. CAPITAL FUND				
Balances as at the beginning of the year				
Capital Grant for Land & Building		53,499,000		53,499,000
Capital Grant for New Building		107,289,068		107,289,068
Leasehold Land at Kolkata		1		1
Capital Grant for Construction of Kolkata Campus	114,051,690		96,544,312	
Additions during the year	30,316,994	144,368,684	17,507,378	114,051,690
Balance of other grants as at the beginning of the year	228,627,110		224,377,110	
Additions during the year	–	228,627,110	4,250,000	228,627,110
Donated Asset Fund				
Opening Balance	14,679		18,345	
Less: Depreciation	3,665	11,014	(3,666)	14,679
Permanent Membership	10,708,542		10,215,392	
Add: Interest (less adjustments)	554,979	11,263,521	493,151	10,708,542
Balances at the end of the year				514,190,090
B. CORPUS FUND				
Balance as at the beginning of the year	427,271,245		320,309,159	
Add: Balance of net income transferred from Income & Expenditure Account	129,092,294		113,755,729	
Total			434,064,888	
Less/Add: Transferred to Gratuity Reserve Fund/Leave Encashment Reserve Fund/Pension Corpus	6,412,464	549,951,074	6,793,643	427,271,245
C. Gratuity Reserve Fund		38,866,899		36,304,367
D. Leave Encashment Reserve Fund		16,863,324		14,132,234
E. Pension Corpus		9,211,410		9,175,445
TOTAL		1,159,951,106		1,001,073,381

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2013

SCHEDULE 2 – EARMARKED/ENDOWMENT FUNDS

(Amount : ₹)

Particulars	Fund-wise Break-up								
	STC Chair	EDI Chair VSNL	EDI Chair Balmer-Lawrie	APEDA Chair	MMTC Corpus	PEC Corpus	Dun & Brad Street Award	AK Sengupta Award	BM Ghai Award
(a) Opening balance of the funds (as at 1.4.2012)	5,316,071	6,725,651	1,506,723	3,953,933	8,807,970	1,725,261	68,192	6,962	25,243
(b) Additions to the funds during 2012-13									
(i) Income from investments made on account of funds	344,406	301,990	60,398	181,175	603,917	96,627	8,738	362	1,208
(ii) Other additions									
TOTAL (a+b)	5,660,478	7,027,641	1,567,121	4,135,109	9,411,887	1,821,887	76,930	7,324	26,451
(c) Utilisation/Expenditure towards objectives of the funds									
(i) Revenue expenditure									
- Salaries, wages and allowances, etc. (incl. prog. expenses)					2,286,983	141,500	74,855		
- Other administrative expenses									
- Adjustments (Interest reversal, etc.)									
TOTAL (c)	-	-	-	-	2,286,983	141,500	74,855	-	-
NET BALANCE AT THE END OF THE YEAR (a+b-c)	5,660,478	7,027,641	1,567,121	4,135,109	7,124,904	1,680,387	2,075	7,324	26,451
Particulars	Fund-wise Break-up					TOTAL			
	Sumitra Chishtii Award	Srinivas Iyenger Award	Rangaswamy Award	Scholarship Receipt A/c		2012-13			
(a) Opening balance of the funds (as at 1.4.2012)	40,205	12,929.19	8,459	723,485		28,921,084			
(b) Additions to the funds during 2012-13									
(i) Income from investments made on account of funds	3,455	603.86	362	250,892		1,854,135			
(ii) Other additions									
TOTAL (a+b)	43,660	13,533	8,821	974,377		30,775,219			
(c) Utilisation/Expenditure towards objectives of the funds									
(i) Revenue expenditure	-			-		-			
- Salaries, wages and allowances, etc. (incl. prog. expenses)						2,503,338			
- Other administrative expenses									
- Adjustments (Interest reversal, etc.)									
TOTAL (c)	-	-	-	-		2,503,338			
NET BALANCE AT THE END OF THE YEAR (a+b-c)	43,660	13,533	8,821	974,377		28,271,881			
Previous Year	40,205	12,929	8,459	723,485		28,921,084			

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2013

SCHEDULE 3 : CURRENT LIABILITIES AND PROVISIONS

(Amount : ₹)

Particulars	31-03-2013	31-03-2012
A. CURRENT LIABILITIES		
1. Sundry Creditors:	545,625	5,085,528
(a) Others	26,192,464	15,991,441
2. Advances Received	221,488	–
3. Other Current Liabilities		
(a) Others	133,224,178	94,800,807
(b) Grants Brought Forward	18,947,976	(6,931,404)
(c) Research Projects under Progress	–	–
TOTAL (A)	179,131,731	108,946,371
B. PROVISIONS		
1. Gratuity	38,866,899	36,304,367
2. Accumulated Leave Encashment	16,863,324	14,132,234
3. Bonus	269,412	290,334
4. Others	2,877,962	–
TOTAL (B)	58,877,597	50,726,935
TOTAL (A+B)	238,009,328	159,673,306

**INDIAN INSTITUTE OF
SCHEDULES FORMING PART OF THE BALANCE**

SCHEDULE 4: FIXED ASSETS – (DELHI AND KOLKATA MERGED)

Particulars	GROSS BLOCK				
	Rate of Depreciation	As on 01.04.2012	Additions	Adjustments	As on 31.03.2013
A.					
1. Land					
(a) Leasehold – Delhi Campus	–	27,738,561.00	–	–	27,738,561.00
(b) Leasehold – Kolkata Campus	–	1.00	–	–	1.00
2. Building					
(a) Freehold	–	–	–	–	–
(b) Leasehold	5.00%	147,310,566.00	4,133,822.00	–	151,444,388.00
3. Furniture & Fixtures, Electrical Equipment, Tape Recorders & Accessories, Audio-Visual Equipment	4.76%	90,394,988.00	3,213,636.00	–	93,608,624.00
4. Vehicles	8.33%	694,136.00	–	–	694,136.00
5. Typewriters, Duplicators, Air-conditioners, Transformers, Water Coolers & Office Equipment	6.25%	30,562,579.00	1,516,042.00	–	32,078,621.00
6. Computer Hardware	25.00%	113,385,537.00	2,087,530.00	–	115,473,067.00
7. Books	33.33%	24,917,003.00	1,190,918.00	–	26,107,921.00
8. Capital Work-in-Progress		114,348,264.00	30,316,994.00	–	144,665,258.00
TOTAL (A)		549,351,635.00	42,458,942.00	–	591,810,577.00
B.					
Other Fixed Assets					
(a) Assets SIDA					
(i) Photo Copiers, Books/Trade Directory, Printing Machine/ Lettering Machine & Typewriters	6.25%	568,982.00	–	–	568,982.00
(ii) Audio-Visual Equipment and Micro Fiche Reader	4.76%	897,520.00	–	–	897,520.00
(b) Donated Assets Fund					
(i) Computers	25.00%	2,136,508.00	–	–	2,136,508.00
(ii) Fountain & Saraswati Idol	4.76%	77,000.00	–	–	77,000.00
TOTAL (B)		3,680,010.00	–	–	3,680,010.00
TOTAL (A+B)		553,031,645.00	42,458,942.00	–	595,490,587.00
Previous Year		515,346,027.00	38,705,738.00	1,020,121.00	553,031,645.00

FOREIGN TRADE

SHEET AS AT 31ST MARCH 2013

(Amount : ₹)

DEPRECIATION					NET BLOCK	
Up to 31.03.2012	Deductions/ Transfers	For the year	Adjustments	Total as on 31.03.2013	As at 31.03.2013	As at 31.03.2012
–	–	–	–	–	27,738,561.00	27,738,561.00
–	–	–	–	–	1.00	1.00
–	–	–	–	–	–	–
71,123,442.07	–	4,002,573.22	–	75,126,015.29	76,318,372.71	76,187,123.93
40,108,883.00	–	4,402,871.55	–	44,511,754.55	49,096,869.45	50,286,105.00
140,805.40	–	57,821.53	–	198,626.93	495,509.07	553,330.60
8,924,474.00	–	1,990,111.38	–	10,914,585.38	21,164,035.63	21,638,105.00
97,468,683.00	–	16,241,882.00	–	113,710,565.00	1,762,502.00	15,916,854.00
22,851,260.00	–	2,322,449.00	–	25,173,709.00	934,212.00	2,065,743.00
–	–	–	–	–	144,665,258.00	114,348,264.00
240,617,547.47	–	29,017,708.68	–	269,635,256.15	322,175,320.85	308,734,087.53
568,982.00	–	–	–	568,982.00	–	–
897,520.00	–	–	–	897,520.00	–	–
2,136,508.00	–	–	–	2,136,508.00	–	–
62,321.25	–	3,665.20	–	65,986.45	11,013.55	14,678.75
3,665,331.25	–	3,665.20	–	3,668,996.45	11,013.55	14,678.75
244,282,878.72	–	29,021,373.88	–	273,304,252.60	322,186,334.40	308,748,766.28
224,343,469.00	208,285.40	20,176,720.00	29,025.00	244,282,878.00	308,748,766.00	291,001,415.00

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2013

SCHEDULE 5 : INVESTMENTS IN EARMARKED/ENDOWMENT FUNDS

(Amount : ₹)

Particulars	31-03-2013	31-03-2012
1. Investments in FDRs	28,271,881	28,921,084
TOTAL	28,271,881	28,921,084

SCHEDULE 6 : INVESTMENTS – OTHERS

Particulars	31-03-2013	31-03-2012
A. Corpus	461,009,619	448,168,279
B. Gratuity Reserve Fund	38,866,899	36,304,367
C. Leave Encashment Reserve Fund	16,863,324	14,132,234
D. Pension Corpus	9,211,410	9,175,445
TOTAL	525,951,252	507,780,325

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2013

SCHEDULE 7 : CURRENT ASSETS, LOANS, ADVANCES, ETC.

(Amount : ₹)

Particulars	31-03-2013		31-03-2012	
A. CURRENT ASSETS:				
1. Inventories:				
(a) Stock of books/stationery/photostat papers, etc. (At cost as certified by the Management)		2,286,781		2,629,888
2. Sundry Debtors:				
(a) Debts outstanding for a period exceeding six months Less: Provision for doubtful debts	13,407,702 2,592,046	10,815,656	14,221,990 2,592,046	11,629,944
(b) Others		91,971		11,942,616
3. Research Projects under Progress		—		4,584,955
4. Cash & Stamps in Hand		—		70
5. Bank Balances:				
(a) With Scheduled Banks:				
- In Current Account		(17,167,994)		1,744,081
- In Short Term Deposits		292,131,658		65,692,552
TOTAL (A)		288,158,071		98,224,106
B. LOANS, ADVANCES AND OTHER ASSETS:				
1. Loans:				
(a) Staff (incl. staff advances)		11,770,308		10,168,802
(b) Cash Imprest		95,548		78,306
2. Advances and other amounts recoverable in cash or in kind or for value to be received:				
(a) Prepayments		4,565,379		42,241,448
(b) Others		103,515,510		91,164,326
3. Tax Deducted at Source		22,552,832		20,643,715
TOTAL (B)		142,499,577		164,296,597
TOTAL (A+B)		430,657,649		262,520,703

SCHEDULE 7A : INTEREST ACCRUED ON INVESTMENTS

Particulars	31-03-2013	31-03-2012
1. On Long Term Investments	117,491,150	80,751,045
2. On Short Term Investments	1,674,050	945,849
TOTAL	119,165,199	81,696,894

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT
FOR THE YEAR ENDED ON 31ST MARCH 2013

SCHEDULE 8 : INCOME FROM SERVICES

(Amount : ₹)

Particulars	31-03-2013	31-03-2012
1. Income from Services		
(a) Maintenance Services (Equipment/Property)	22,581,850	16,847,997
(b) Training/Research Programmes	490,769,406	415,384,951
TOTAL	513,351,256	432,232,948

SCHEDULE 9 : GRANTS

Particulars	31-03-2013	31-03-2012
Grants received from Government of India for:		
1. Construction of Kolkata Campus	330,000,000	125,000,000
Add: B/F from Financial Year 2011-12	(594,905)	44,174,607
Less: Transfer to Capital Work in Progress	329,405,095	169,769,512
Less: Carry Forward to 2013-14	–	(594,905)
2. Capacity Building Programme for African Nationals B/F from 2011-12	(6,336,499)	–
Add: Amount received during 2012-13	10,000,000	796,437
Less: Expenditure on Programmes	–	7,132,936
Less: Carry Forward to 2013-14	3,663,501	(6,336,499)
TOTAL	3,663,501	

SCHEDULE 9A : GRANTS FOR CENTRE FOR WTO STUDIES

Particulars	31-03-2013	31-03-2012
1 Grants received for Activities of the Centre	50,500,000	50,000,000
Less: Grant Receivable from Govt. of India received in Financial Year 2011-12	–	(19,371,524)
Add: Grant Receivable from Govt. of India	–	45,800,000
TOTAL	50,500,000	76,428,476

SCHEDULE 9B : WTO INCOME

Particulars	31-03-2013	31-03-2012
1. Income Received During 2012-13	13,278,113	1,776,061
TOTAL	13,278,113	1,776,061

SCHEDULE 10 : SUBSCRIPTIONS

Particulars	31-03-2013	31-03-2012
1. Annual Subscriptions	166,396	151,333
TOTAL	166,396	151,333

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SCHEDULE 11 : INCOME FROM PUBLICATIONS

(Amount : ₹)

Particulars	31-03-2013	31-03-2012
1. Income from Publications	32,916	79,852
TOTAL	32,916	79,852

SCHEDULE 12 : INTEREST EARNED

Particulars	31-03-2013	31-03-2012
1. On Term Deposits:		
(a) With Scheduled Banks	16,939,776	12,815,504
2. On Loans:		
(a) Employees/Staff	12,452	5,571
TOTAL	16,952,228	12,821,075

SCHEDULE 12A : INTEREST ACCRUED ON INVESTMENTS

Particulars	31-03-2013	31-03-2012
1. Interest Accrued on Investments	36,597,120	35,062,083
TOTAL	36,597,120	35,062,083

SCHEDULE 13 : OTHER INCOMES

Particulars	31-03-2013	31-03-2012
1. Miscellaneous Income	4,944,319	9,913,031
TOTAL	4,944,319	9,913,031

SCHEDULE 13A : PRIOR PERIOD INCOME

Particulars	31-03-2013	31-03-2012
1. Programme Fee	34,893	149,200
2. Publications Income	63,652	17,639
3. Miscellaneous Income	3,149,723	64,656
TOTAL	3,248,268	231,495

SCHEDULE 14 : ESTABLISHMENT EXPENSES

Particulars	31-03-2013	31-03-2012
1. Salaries, Allowances and Wages	146,223,724	137,018,795
2. Contribution to Provident Fund	10,245,196	9,588,877
3. Staff Welfare Expenses	7,755,774	6,588,222
4. Expenses on Employees' Retirement and Terminal Benefits	11,257,406	10,942,022
5. Others (Faculty Development Programmes)	1,879,384	17,749,547
6. Contribution to meet deficit in IIFT Pension Trust	—	651
7. Pay Commission Arrears	926,011	3,492
TOTAL	178,287,495	181,891,606

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SCHEDULE 15 : OTHER ADMINISTRATIVE EXPENSES, ETC.

(Amount : ₹)

Particulars	31-03-2013	31-03-2012
1. Expenses on Security	10,671,906	8,553,543
2. Electricity and Power	20,820,538	15,581,924
3. Repairs and Maintenance	15,318,486	14,497,448
4. Rent, Rates and Taxes	25,944,963	29,675,547
5. Vehicle Running and Maintenance	1,570,136	1,455,427
6. Postage, Telephone and Communication Expenses	1,929,449	2,464,524
7. Printing and Stationery	1,467,661	1,462,683
8. Travelling and Conveyance Expenses	1,216,286	1,046,853
9. Expenses on Seminars/Workshops/Programmes	110,790,695	83,304,670
10. Subscription Expenses (Publication Expenses)	399,395	91,137
11. Auditors Remuneration	43,206	49,270
12. Advertisement and Publicity	1,949,633	2,920,969
13. Others	39,880,255	27,451,247
TOTAL	232,002,608	188,555,242

SCHEDULE 15A : PRIOR PERIOD EXPENSES

Particulars	31-03-2013	31-03-2012
1. Salary and Staff Welfare Expenses	2,199,348	361,372
2. Programme Expenses	–	725,825
3. Telephone Expenses	–	60,096
4. Postage & Telegram Expenses	–	74,145
5. Repairs & Maintenance	2,920	342,241
6. Legal and Consultancy Charges	5,618	–
7. Rent, Rates and Taxes	826,094	–
8. Other Expenses	3,863,445	123,631
TOTAL	6,897,425	1,687,310

SCHEDULE 15B : EXPENSES FOR CENTRE FOR WTO STUDIES

Particulars	31-03-2013	31-03-2012
1. Salaries & Wages	24,071,506	20,808,687
2. General Expenses	3,769,421	6,708,317
3. Magazines and Periodicals	293,281	1,138,084
4. Seminars/Workshops/Conferences, etc.	24,212,725	30,150,262
5. Lease Rent	3,600,000	3,600,000
6. Others	13,967,263	2,111,020
TOTAL	69,914,196	64,516,370

SCHEDULE 16: SIGNIFICANT ACCOUNTING POLICIES

1. ACCOUNTING CONVENTION

The financial statements are prepared on the basis of historical cost convention unless otherwise stated and on the accrual method of accounting.

- (a) Grant-in-aid received for recurring and non-recurring expenses (other than for fixed assets) is treated as income as and when received. Grant-in-aid for expenditure on Fixed Assets is transferred to Capital Fund.
- (b) Income from various activities has been accounted for on accrual basis, except Membership Fee, which is accounted for as and when received.
- (c) Permanent Membership Fee received is not treated as income and instead transferred to a specific fund.
- (d) Application Fee is recognized as income as and when received.
- (e) Interest on Long Term Deposits/Short Term Deposits with banks and advances given to employees are accounted for on accrual basis.
- (f) Interest received on investments made against specific fund and Permanent Membership Fee is transferred to the respective funds and are not treated as income.
- (g) Expenditure on Leave Travel Concession has been accounted for on Cash Basis.
- (h) Expenditure on software is expensed-off during the year of its acquisition.

2. FIXED ASSETS

Fixed Assets are stated at cost of acquisition (inclusive of inward freight, duties, taxes, and incidental and direct expenses related to acquisition) less accumulated depreciation.

3. DEPRECIATION

- (a) Depreciation on building is charged @ 5% on written-down value method.
- (b) Depreciation on other assets is charged on straight-line method based on the age of the assets determined by the Institute. The effective rate of depreciation works out as follows:

(i) Furniture, Fixture, Electrical Equipment, Tape Recorders & Audio-Visual Equipment.	4.76%
(ii) Typewriters, Duplicators, Air-conditioners	6.25%
(iii) Motor Cars, Scooters, & Cycles	8.33%
(iv) Library Books	33.33%
(v) Computers	25.00%
- (c) Depreciation is charged @ 50% of the applicable rate in case of assets acquired after 30th September.
- (d) Depreciation on assets created out of any specific fund is debited to the respective fund account.
- (e) Income and Expenditure on short term Training Programme/Market Functional Research activities are shown under Current Liabilities and Current Assets respectively and will be accounted for in the year of completion of Programme/Projects.

4. GOVERNMENT GRANTS/SUBSIDIES

Government grants/subsidies are accounted on realization basis.

5. RETIREMENT BENEFITS

Provision of Gratuity and accumulation leave is made on the basis of the actuarial valuation carried out for this purpose.

6. STOCKS OF BOOKS, STATIONERY, ETC.

Stocks of Books, Stationery, etc. are valued at cost on "First-Come-First-Out" basis.

7. PROVISION FOR DOUBTFUL DEBTS

Provision is created for debts outstanding for more than 3 years as per discretion of management.

SCHEDULE 17: NOTES TO ACCOUNTS

1. Contract for construction of Kolkata Campus has been awarded for an amount of ₹ 672.80 million. During the year an advance of ₹ 254.60 million (net) has been released to the Contractor (included in Schedule 9 under the Sub Head Construction of Kolkata Campus). As per "Schedule of Payments" agreed with Contractor, payments are being released in a phased manner, depending upon completion of each stage, recommendation of Project Management Consultant (PMC) of the work and submission of RA bills. Consequently, Contingent Liability, if any, is not ascertainable.
2. Provision for Gratuity Liability amounting to ₹ 3,041,692 (accumulating to ₹ 38,866,899; Previous Year ₹ 36,304,367) has been made during the year. Gratuity of ₹ 479,160 paid during the year has been adjusted against opening provision.
3. Provision for accumulated leave encashment benefit to the employees has been made to the extent of ₹ 7,042,330 (accumulating to ₹ 16,863,324; Previous year ₹ 14,132,234). Accumulated Leave of ₹ 4,311,240 was encashed during the year has been adjusted against opening provision.
4. Provision for doubtful debts amounting to ₹ 2,592,046 is standing in the books. All-out efforts are being made to collect maximum amount against the provision created.
5. Fee received by IIFT is not reconciled for the previous years under the proper heads. This fee recoverable needs to be reconciled.
6. There is difference in the opening balance of Indian Bank (account no. 767635122), which is in the process of being reconciled and we plan to complete the reconciliation exercise soon.
7. The current assets, loans and advances and current liabilities are subject to confirmation and subsequent reconciliation, if any.
8. Provision of ₹ 250,704 has been made for bonus for the year 2012-13. Bonus pertaining to the year 2011-12, amounting to ₹ 271,626 has been paid during the year.
9. In the opinion of the Institute, the provision for all known liabilities including depreciation are adequate.
10. The Balance Sheet, Receipt & Payment Account and Income & Expenditure Account have been drawn in accordance with the Common Format of Accounts prescribed vide OM No.G020008/2/2002-B&A dated 21st February 2002 of Govt. of India, Ministry of Commerce and Industry, Department of Commerce.
11. The Financial Results include Income & Expenditure of Kolkata Centre of the Institute for 2012-13 as below:

(₹ in million)

S. No.	Particulars	2012-13	2011-12
1.	Income	90.00	83.89
2.	Expenditure (before Depreciation)	94.85	86.57
3.	Depreciation	2.2	1.75
4.	Total Expenditure	97.05	88.32
5.	Deficit	7.05	4.43

12. Arrears of salary as per recommendation of 6th CPC (RP) Rules were paid during 2009-10 and 2010-11 to the administrative staff and faculty, amounting to ₹ 4,459,065. As per Sanction Order No. 16 (34)/2007 (I), dated 30th December 2008, 80% of the arrears so paid shall be reimbursed by Department of Commerce, Govt. of India. Accordingly, 80% of the arrears paid during the year, i.e. ₹ 36,398,473 have been carried forward as Grant Receivable from the Department. Request for release of amount has been made to Department of Commerce.
13. The Institute has created funds for leave encashment and gratuity for meeting future liability. The funds have been created out of Corpus Fund. Accordingly, part of the investment of Corpus Fund has been earmarked for these funds.

14. To meet pension obligations, Pension Corpus for ₹ 9,500,000 was created during 2009-10 out of Corpus Fund. Accordingly, part of the investment of Corpus Fund has been earmarked for this Fund. The opening balance of the fund was ₹ 9,175,445; during the year, an amount of ₹ 1,118,837 has been earned as interest on investment of the fund. Pension payments of ₹ 2,097,197 have been released during the year. As on 31.03.2013, the Corpus stands at ₹ 9,211,450.
15. Depreciation of ₹ 29,021,373 during the year on Own Assets Schedule-4 to Balance Sheet, includes depreciation of ₹ 2,477,609 charged on assets of Centre for WTO Studies which has been accounted for in the expenditure of the Centre under Schedule-15B and further ₹ 3,665 on donated assets which are charged-off to the donated asset fund. Balance of ₹ 26,540,099 has been accounted for as expenditure of IIFT in the Income & Expenditure Statement.
16. Previous year's figures have been regrouped or rearranged wherever necessary.
17. The figures given in the Receipt & Payment Account, Income & Expenditure Account and Balance Sheet are rounded off to the nearest rupee.

Schedules 1 to 17 form an integral part of accounts and have been duly authenticated.

In terms of our report of even date annexed

For & on behalf of Indian Institute of Foreign Trade

For **J.P. Chawla & Co.**
Chartered Accountants
Firm Registration No. 001875N

sd/-
DR. SURAJIT MITRA
Director

sd/-
PROF. ASHOK KAPOOR
Registrar

sd/-
Rajat Chawla
Partner
M. No. 510745

Place: New Delhi
Dated: 30 September 2013

IIFT Faculty

(as on date of publication)

<i>Name</i>	<i>Qualification</i>	<i>Specialisation</i>
DIRECTOR		
Dr. Surajit Mitra	M.A. (JNU), Ph.D. (Economics), University of Cambridge, UK	
CHAIRPERSONS/HEAD		
Bhatia, Dr. (Mrs.) Satinder	M.Com., M.Phil. (Organization Behaviour), Ph.D. (Financial Management) PMP (Project Management Professional)	Managerial Accounting, Financial Management, Project Appraisal and Finance and Commodity & Forex Derivatives, International Accounting Standards.
Joshi, Dr. Rakesh Mohan	M.B.A., E.M.I.T. (Gold Medalist) IIFT, Ph.D.	International Marketing, International Business, International Business Strategy, International Entrepreneurship.
Katti, Dr. (Mrs.) Vijaya	M.A. (Economics), Ph.D., Post Doctoral Research	India's Trade with SAARC, Indo-Nepal Economic Relations, WTO & Related Issues, RTAs and Rules of Origin, Ayush: International Business.
Raju, Dr. (Mrs.) D. Sunitha	M.A., Ph.D.	Agriculture Trade Issues, Economic Environment & Policy, Industry Sector Analysis.
Rangarajan, Dr. K.	M.Com., A.M.T., A.A.M.A. (Aus), Ph.D.	Strategic Management, Corporate Restructuring, Internationalization of SMEs.
Shanker, Dr. Ravi	M.Sc., M.B.A., Ph.D.	Marketing of Services, Marketing Management and Strategy, Distribution Management.
PROFESSORS/CONSULTANTS AT THE LEVEL OF PROFESSOR		
Bhattacharyya, Dr. Ranajoy	M.Sc. (Eco), M.Phil. (Eco), Ph.D. (Eco)	International Economics, Environment Economics.
Datta, Dr. Radhika Prosad	B.Stat. (ISI), M.Sc. (IIT), M.S. (Colorado State University), Ph.D. (University Texas at Arlington)	Management Information Systems, IT Applications in Management, E-Commerce, Data Mining (including Privacy Preserving of Data Mining), Mathematical Modelling and Simulation.
Kapoor, Ashok	B.Sc. (Hons), LL.B., CAIIB	International Financial & Forex Management, Banking and Financial Services, Export/Import Finance, International Payment Terms, Foreign Exchange Risk Management, Letters of Credit & UCPDC 600.

<i>Name</i>	<i>Qualification</i>	<i>Specialisation</i>
Mehtani, Rohit	M.Phil/M.S. in Management (BITS, Pilani), M.Tech. Mgt. (Deakin/Australia), M.A. Global Political Economy (Hull, England/British Chevening Scholarship), M.P.A. Trade Diplomacy (PU), M.B.A.(International Trade (IIFT), P.G.P. International Business (IIM Calcutta), P.G.P. Industrial Management (NCP), M.M.T. (IRT), B.S. Physical Sciences (Delhi)	International Political Economy, Globalization and Governance Structures, International Business Diplomacy, International Business Negotiations, International Business Strategy, International Business Operations.
Singh, Harkirat	M.Sc. (Chemistry), CAIIB, Diploma - International Marketing, CCEM (IIFT)	International Financial Management and Forex Management.
Srivastava, Rajiv M.	B.E. (Hons), M.B.A. (Fin), M.B.A. (International Finance)	International Financial Management, Security Analysis & Portfolio Management, Corporate Finance, Derivatives & Risk Management.
Wali, Dr. O.P.	Master in Rural Management (IRMA), Certified Software Quality Professional, Certificate Programme in Chinese Language, Certified in ITIL Foundation from CSEB (UK), Managing Global Governance (German Development Institute), Ph.D. (Jamia Millia Islamia University)	Marketing, Information System & Project Management, Research Methods, Decision Modeling.

ASSOCIATE PROFESSORS/CONSULTANTS AT THE LEVEL OF ASSOCIATE PROFESSOR

Banerjee, Dr. Saikat	G.M.P. (USA), PGDPR, PGDM&S, M.B.A. (Marketing), Ph.D.	Brand Management, Consumer Behaviour, Strategic Marketing.
Chatnani, Dr. Niti Nandini	B.Sc., M.B.A., Ph.D.	Finance: Financial Management, Security Analysis and Portfolio Management, Commodity Price Risk Management.
Das, Dr. Prabir Kumar	M.Sc. (Agri Statistics), Ph.D.	Business Statistics, Business Research Methods, Advanced Research Methods & Project, Marketing Research, Operations Research, Advanced Analytics, Financial Risk Management, Advanced Course on International Marketing & Strategy, Applied Marketing Research .

<i>Name</i>	<i>Qualification</i>	<i>Specialisation</i>
Dasgupta, Dr. Pinaki	M.Com., M.B.A., Ph.D.	Marketing, <i>Courses taught:</i> Consumer Behaviour & International Brand Management.
Dutta, Dr. Gautam Kumar	B.E. (Mechanical), M.B.A., Ph.D. (IIT)	Marketing & Entrepreneurship.
Kapil, Dr. Sheeba	M.B.A. (Finance), Ph.D., UGC-NET	Financial Management, Mergers & Acquisition, Business Valuation, Security analysis & Portfolio Management, Project Appraisal & Management.
Lakhanpal, Dr. Pooja	M.A. (Psychology), Ph.D. (Organization Behaviour) (IIT, Mumbai)	Psychology for Managers, Organizational Behaviour, Human Resource Management, Cross Cultural Management, Corporate Social Responsibility.
Nag, Dr. Biswajit	M.A., P.G. Diploma in Financial Management, Ph.D. (Economics)	Industrial Economics, Applied Econometrics, International Trade & Finance.
Rastogi, Dr. Sanjay	M.Sc. (Stat.), Ph.D.	Business Statistics, Quantitative Techniques, Business Research, Marketing Research, Econometric Modeling and Forecasting.
Seal, Dr. Jayanta Kumar	I.C.W.A., M.Phil., Ph.D.	Corporate Finance, Derivatives and Risk Management, International Finance, Security Analysis and Portfolio Management.
Seth, Dr. Nitin	B.E. (Mechanical), M.Tech (Production IITD), M.E. (Industrial Engg. & Management), Ph.D. (IITD)	Operations Management, Service Operations, Supply Chain Management, Total Quality Management, Project Management.
Sharma, Dr. R.P.	M.A. (Geography), M.B.A., Ph.D.	Marketing Management, Retail & Distribution Management, Marketing of Services, Sales Management.
Sharma, Dr. Ruppel W.	B.A. (Hons) in Economics, Masters Programme in International Business (MBA), Ph.D. (Brand Management)	Brand Management, Strategic Marketing, Marketing Effectiveness.
Singh, Dr. Ram	M.B.A., PGDIBO, Ph.D. MGG (Germany)	International Trade Operations and Logistics.
Sinha, Dr. Deepankar	M.Sc. (Physics) - NIT, Rourkela M.B.A. (Finance), Dip. in Operations Research - (ORSI), Higher Diploma in Computer Science (ALL-UPTRON) Ph.D. (IIT, Kharagpur)	Supply Chain Management & International Trade Logistics, Global Operations Management, Trade Analytics, Lean - Six - Sigma - Green Strategy, Systems Dynamics, Business Process Modelling and Simulation, MIS.
Tripathi, Dr. Saswati	M.Sc. (App. Maths), M.Phil (App. Maths), Ph.D. (Maths), NET Qualified CSIR Fellow)	Operations Research, Business Statistics, Business Research Methods (BRM), Supply Chain Management, Simulation & Modelling, Graph Theory, Numerical Methods, Linear and Non-Linear Differential Equations.

<i>Name</i>	<i>Qualification</i>	<i>Specialisation</i>
Vadlamudy, Dr. Raveendra Saradhi	M.Com., Ph.D. (IIM-Ahmedabad)	International Trade & Finance, International Financial Management, Financial Management, Management Accounting, Spreadsheet Modeling, Security Analysis and Portfolio Management.
Venkatesan, Dr. M.	M.A. (Psychology), M.Phil., Ph.D. (Social Psychology)	Organisational Behaviour, Behavioral Sciences, Psychometric Testing, Human Resource Management, Competency Mapping, Quantitative Research Methods, Change Management.

ASSISTANT PROFESSORS/CONSULTANTS AT THE LEVEL OF ASSISTANT PROFESSOR

Chakraborty, Dr. Debashis	M.A. (Economics), M.Phil. (Economics), Ph.D	International Trade, World Trade Organization and Indian Agriculture, Environmental Sustainability.
Chaturvedi, Dr. Tamanna	M.Sc. (Ag Economics), Ph.D. (WTO), IIFT	Agricultural Economics: WTO & Trade Policy Issues (Agriculture), SME Studies.
Chaudhuri, Dr. Bibek Ray	M.A. (Economics), M.Phil. (Economics), Ph.D. (Economics), NET-JRF	Macroeconomics, Productivity Analysis, Applied Econometrics, Survey (Export Potential, Competitiveness, etc.), Service Trade
Ghosh, Dr. T.P.	M.A. (Eco.), M.Phil. Ph.D.	Financial Management, Derivatives and Risk Management, Infrastructure Financing, Excel Spreadsheet Modeling in Finance, Performance and Corporate Governance of Family Firms, Financial Markets and Institutions.
Gupta, Dr. Himani	M.Sc. (Statistics), M.Phil. (Statistics), Ph.D. (IIT Roorkee)	Statistics, Estimation Theory, Operations Research, Business Research Methods, Climate Change Issues.
Malla, Dr. Sweta Srivastava	M.A., Ph.D.	Organisational Behaviour, Behavioral Science, Business Ethics, Organisational Justice, Positive Psychology, CSR, Corporate Governance.
Mishra, Dr. Mridula Savitri	M.B.A (Marketing), M.E. (Internet Technology & E-Business), Ph.D.	Retail Performance Measurement, Distribution Management, International Marketing, Digital Marketing and B2B Marketing.
Mohanty, Pratap Chandra	M.Phil (Economics)	ICT Growth and Rural Development, Microeconomics, International Trade, Econometrics.
Mukherjee, Dr. Jaydeep	B.A. (Econ., Gold Medalist), M.A. (Econ., Gold Medalist), Ph.D.	Macroeconomic Theory and Policy, Econometric Applications with special focus on Time-series Econometrics, Game Theory and its Applications, International Finance.

<i>Name</i>	<i>Qualification</i>	<i>Specialisation</i>
Sahu, Dr. Basanta K.	M.A. (Economics), M.Phil. (Economics), Ph.D. (Economics)	<i>Teaching:</i> International Economy, Indian Economy & Trade Policy, Macro Economics, Microfinance, Development Economics. <i>Research:</i> Household Risk Coping Analysis, Drought and Food Insecurity, Trade in Agriculture & Regional Food Security Gender.
Siddiqui, Areej Aftab	MIB, NET/JRF	Trade Operations & Logistics.
Singh, Ms. Parul	B.Tech. (Computer Sc.), M.B.A. (HR, Marketing), NET & JRF (UGC)	Information Technology, HR.
Singla, Dr. Ashim Raj	M.C.A., Ph.D.	Information Systems, Database Management Systems, E-Commerce, ERP Systems, System Analysis and Design, Data Modeling using MS Excel, Business Intelligence.
Symss, Dr. Jacqueline	M.Com., Ph.D.	Accounting, Financial Markets and Financial Services.
Verma, Ms. Sonu	B.E. (Electronics) M.B.A. (Marketing, Gold Medalist), NET (UGC) in Management	Business Statistics, Business Research Methods, Marketing Research, Production and Operations Management.

Centre for WTO Studies

HEAD

Das, Abhijit	M.Sc. (Physics)	Anti-Dumping, Subsidies, Safeguards, WTO Disputes, Agriculture, NAMA.
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PROFESSORS

Bhatnagar, Mukesh	B.Com. (Hons.), M.B.A.	Anti-Dumping, Subsidies, Safeguards, WTO Disputes
Mathur, Sajal	M.Sc., M.A. (Economics)	Non-Tariff Barriers, Trade and Environment, RTAs, SPS, TBT, Accessions and Trade Policy Reviews.

ASSOCIATE PROFESSORS

Kallummal, Dr. Murali	M.A. (Industrial Eco) M.Phil (Industrial Eco) Ph.D. (Economics)	SPS, TBT (Non Tariff Measures), NAMA (Sectorals)/Market Access Issues, FTAs/RTAs, Trade & Environment, Investments & Trade.
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ASSISTANT PROFESSORS

Gupta, Dr. Pralok	M.B.E., Ph.D UGC - NET	Economics of Services Trade, WTO & Related Issues, International Migration.
Singh, Shailja	B.A., LL.B. (Hons.), LL.M.	Disputes in WTO, Trade Remedies, Other Legal Aspects Relating to WTO.
Sharma, Dr. Sachin Kumar	Ph.D. (Economics)	Trade and Development, Agriculture and WTO.

IIFT Administration and Support Services

(as on date of publication)

Registrar

Prof. Ashok Kapoor

Deputy Registrar

Girish Chawla

Sr. Administrative Officer

Gaurav Gulati

Senior Finance Officer

Rajeev Talwar

Finance Officer

Deepa P.G.

Administrative Officers

Amit Ghosal

Bhuwan Chandra

Desh Raj

S.K. Verma

Section Officers

Anil Kumar Meena

Bratin Sarkar

B. Prasannakumar

Kavita Sharma

Lalita Gupta

Meenakshi Saxena

Meena Vij

Nalini Meshram

P.K. Khanna

Sumita Marwaha

Placement & Corporate Advisor

--

Jt. Placement & Corporate Advisor

Sanjay Verma

Systems Manager

Bimal Kumar Panda

Asstt. Systems Manager

S. Balasubramanian

Computer Programmer

Neha Vinayak

Editor

Anil Kumar Kanungo

Deputy Librarian

B. Pankti

Assistant Librarians

Amita Anand

R.S. Meena

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Val Pro

Mr. Ajay Kumar Chauhan
Sr. Asst. Professor
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JNU

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Utopia Freight Logistics Pvt. Ltd.

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IFRS Consultant

Mr. Anil Gupta
Sales Director,
Asia-PacificAtchik - Realtime

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Asst. Professor
IMT Ghaziabad

Dr. C.J. Mathew
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Tata Steel

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Adept H R Consulting

Mr. L.C. Singhi
Member,
Standing Council of Central Information
Commission

Ms. Madhumita Kothari
DGM (Legal)
Thapar Group

Ms. Debarati Byabartta
Spanish Language Expert

Mr. Natesa Prasad
Chief Consultant
Prascon Group

Ms. Neeta Tripathi
Professor
IIPM

Ms. Neha Markanda
Freelance Consulting

Mr. P.K. Agarwal
Director
Purpeeline Investment Adviser

Mr. Prabhat Kumar Yadav
Sr. Associate Professor
Institute of Management Nirma University

Dr. R.K. Mitra
Joint Secretary
Ministry of Home Affairs

Dr. R.K. Singh
Associate Professor
DTU

Mr. Rakesh Kumar
Professor
J.N.U.

Dr. Ravi Shankar
Professor
IIT Delhi

Mr. Ravi Kumar
Director,
Allied Modlingua Services Pvt. Ltd.

Dr. S.K. Garg
Professor
Delhi Technological University

Mr. S.L. Ganpathi
Managing Director (Logistics)
Plus India Ltd.

Capt. Sanjeev Harjai
GM (Logistics & Contracts)
Ministry of Defence

Mr. Sarabjit Singh Butalia
Consultant
V. Ships UK Ltd., New Delhi

Ms. Shreyanka Basu
Executive Director
Connecting Dots

Dr. Sudhir Kapur
Deputy General Manager
MMTC Ltd.

Permanent Members (as on 31.3.2013)

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|---|--|
| 1. A Sirkar & Co. (Jewellers) Pvt. Ltd.
Kolkata | 20. B.T.X. Chemicals (P) Ltd.
Mumbai |
| 2. Agri. & Processed Food Products
Export Development Authority
New Delhi | 21. Bank of India
Mumbai |
| 3. All India Handicrafts Board
New Delhi | 22. Bank of Madura Limited
Chennai |
| 4. Allahabad Bank
Kolkata | 23. Bharat Electronics Limited
Bangalore |
| 5. Allana Cold Storage Pvt. Ltd.
Mumbai | 24. Bharat Heavy Electricals Ltd.
New Delhi |
| 6. Amaravathi Textiles
Karur | 25. Bharat Heavy Plate & Vessels Ltd.
Visakhapatnam |
| 7. Amrutanjan Limited
Chennai | 26. Bharat Motors
Chennai |
| 8. Anglo French Drug Co. (Eastern) Ltd.
Bangalore | 27. Britannia Industries Ltd.
Bangalore |
| 9. Arvind Distillery & Chemicals Ltd.
Chennai | 28. Brooke Bond India Ltd.
Bangalore |
| 10. Andhra Bank
Hyderabad | 29. Balaji Distilleries Ltd.
Chennai |
| 11. AIMIL Ltd.
New Delhi | 30. Bird & Company Pvt. Ltd.
Kolkata |
| 12. Alleppey Company Ltd.
Alleppey | 31. Bank of Baroda
New Delhi |
| 13. Academy of Management Studies
Dehradun | 32. Bombay Dyeing & Mfg. Company Ltd.
Mumbai |
| 14. Amira Foods (I) Ltd.
New Delhi | 33. Bharat Aluminium Co. Ltd.
New Delhi |
| 15. AVIS International Ltd.
New Delhi | 34. Cotton Textile Export Promotion Council
Mumbai |
| 16. Alankar Global Pvt. Ltd.
New Delhi | 35. Cashew Export Promotion Council of India
Cochin |
| 17. Apparel Export Promotion Council
New Delhi | 36. Ceat Tyres of India Ltd.
Mumbai |
| 18. Adani Exports Ltd.
Ahmedabad | 37. Chase Bright Steel Co. Ltd.
Mumbai |
| 19. Ashok Leyland Ltd.
Chennai | 38. Chartered Institute of Transport in India
New Delhi |

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| 39. Chillies Export House Ltd.
Virudhunagar | 58. D.C.M. Limited
New Delhi |
| 40. Cimmco International
New Delhi | 59. Dun & Bradstreet Information
Services India Ltd.
Mumbai |
| 41. CMC Limited
New Delhi | 60. Eastern Silk Industries Ltd.
Kolkata |
| 42. CMS Institute of Foreign Trade
Hyderabad | 61. ECGC of India Limited
Mumbai |
| 43. CAPEXIL
Kolkata | 62. Electronics Corp. of India Ltd.
Hyderabad |
| 44. Coffee Board
Bangalore | 63. Electronics Trade & Technology Development
Corporation Ltd.
New Delhi |
| 45. Coir Board
Kochi | 64. Engineers India Limited
New Delhi |
| 46. Commerce & Export Promotion Wing
Govt. of Andhra Pradesh
Hyderabad | 65. Excel Industries Limited
Mumbai |
| 47. Council for Leather Export
Chennai | 66. Export-Import Bank of India
New Delhi |
| 48. Camphor & Allied Products Ltd.
New Delhi | 67. Engineering Export Promotion Council
New Delhi |
| 49. Carpet Export Promotion Council
New Delhi | 68. Ess Gee International
New Delhi |
| 50. Crescent Engineering College
Chennai | 69. Eagle Flask Industries Pvt. Ltd.
Mumbai |
| 51. Directorate of Industries
Govt. of Himachal Pradesh
Shimla | 70. Escorts Limited
Faridabad |
| 52. Directorate of Industries
Govt. of Madhya Pradesh
Bhopal | 71. Federal Bank Limited
Alwaye |
| 53. Directorate of Industries
Govt. of Maharashtra
Mumbai | 72. Ferns Exports
Mumbai |
| 54. Dr. Reddy's Laboratories Ltd.
Hyderabad | 73. Food Corp. of India
New Delhi |
| 55. Directorate of Export Promotion & Marketing
Govt. of Orissa
Bhubaneswar | 74. Federation of Indian Chambers of
Commerce & Industry
New Delhi |
| 56. Directorate of Industries & Commerce
Govt. of Karnataka
Bangalore | 75. Fertilizers & Chemicals (Travancore) Limited
Cochin |
| 57. Dhanalakshmi Weaving Works
Cannanore (Kerala) | 76. Ficom Organics Limited
Mumbai |
| | 77. Foam Mattings (India) Limited
Alleppy |

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| 78. G.S.T. Corporation
New Delhi | 98. Hindustan Organic Chemicals Ltd.
Mumbai |
| 79. Geep Industrial Syndicate Ltd.
New Delhi | 99. Hindustan Lever Limited
Mumbai |
| 80. Greaves Cotton & Co. Ltd.
Mumbai | 100. Hindustan Zinc Limited
Udaipur |
| 81. Grindwell Norton Limited
Mumbai | 101. Hyderabad Lamps Limited
Secunderabad |
| 82. Groundnut Extractions Export
Development Association
Mumbai | 102. IRCON International Ltd.
New Delhi |
| 83. Gujarat Alkalies & Chemicals Ltd.
Baroda | 103. Indian Renewable Energy Dev. Agency Ltd.
New Delhi |
| 84. Guru Nanak Mercantile Co.
Jalandhar | 104. I.T.C. Limited
Kolkata |
| 85. Gujarat International Trade Promotion Council
Gandhi Nagar | 105. India Trade Promotion Organization
New Delhi |
| 86. Geekay Exim (I) Ltd.
Mumbai | 106. India-CIS Chamber of Commerce & Industry
New Delhi |
| 87. Gandhi Institute of Technology and
Management (GITAM)
Visakhapatnam | 107. Indian Institute of Export and Import
Management
Mumbai |
| 88. G. Premjee Limited
Bangkok | 108. Indian Bank
Chennai |
| 89. Gitanjali Exports Corp. Ltd.
Mumbai | 109. Indian Cotton Mills' Federation
New Delhi |
| 90. Gem & Jewellery EPC
Mumbai | 110. Indian Overseas Bank
Chennai |
| 91. Gitanjali Gems Ltd.
Mumbai | 111. Indian Railway Construction Co. Ltd.
New Delhi |
| 92. Haryana State Small Industries
& Export Corporation Limited
Chandigarh | 112. Indian Rare Earths Limited
Mumbai |
| 93. H.M.T. (International) Ltd.
Bangalore | 113. Industrial Dev. Bank of India
Mumbai |
| 94. Hero Cycles Pvt. Ltd.
Ludhiana | 114. India Sugar and General Industry
Export-Import Corporation Ltd.
New Delhi |
| 95. H.P. State Small Industries &
Export Corporation Limited
Shimla | 115. Indian Institute of Export Management
Bangalore |
| 96. Hill Tiller & Company
Bangalore | 116. Imkemex India Limited
Mumbai |
| 97. Heavy Engineering Corpn. Ltd.
Ranchi | 117. Jindal Strips Ltd.
New Delhi |

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| 118. Jammu & Kashmir Bank Ltd.
Srinagar | 138. Marine Products Export Dev. Authority
Kochi |
| 119. Jute Corporation of India Ltd.
Kolkata | 139. MSTC Ltd.
Kolkata |
| 120. Kirloskar Oil Engines Ltd.
Pune | 140. Metal Box Company of India Ltd.
Chennai |
| 121. Kerala State Export Trade Development Council
Trivandrum | 141. Maharashtra State Textile Corpn. Ltd.
Mumbai |
| 122. Kissan Products Limited
Bangalore | 142. MECON Ltd.
New Delhi |
| 123. Kirloskar Pneumatic Co. Ltd.
Pune | 143. Mica Manufacturing Co. Pvt. Ltd.
Kolkata |
| 124. Kerala State Industrial Development Corpn.
Trivandrum | 144. MMTC Limited
New Delhi |
| 125. Kerala State Civil Supplies Corporation Ltd.
Kochi | 145. MSSIDC Limited
Mumbai |
| 126. Karnataka State Industrial Investment &
Development Corpn. Ltd.
Bangalore | 146. Mohan Exports (India) Ltd.
New Delhi |
| 127. Khushi Ram Behari Lal Ltd.
Delhi | 147. Maharashtra State Agricultural
Marketing Board
Pune |
| 128. Kudremukh Iron Ore Co. Ltd.
Bangalore | 148. Maxwell Exim Ltd.
Pondicherry |
| 129. Lakshmi Machine Works Ltd.
Coimbatore | 149. MVR Industries Ltd.
Pondicherry |
| 130. Lotus International
Mumbai | 150. Metrochem Industries Ltd.
Ahmedabad |
| 131. L.G. Balakrishnan & Bros. Ltd.
Coimbatore | 151. National Institute of Fashion Technology
New Delhi |
| 132. Liberty Footwear Company
Karnal | 152. Nagarjuna Signods Ltd.
Hyderabad |
| 133. Maruti Udyog Limited
New Delhi | 153. Narula Udyog (I) Pvt. Ltd.
New Delhi |
| 134. Mahindra & Mahindra Limited
Mumbai | 154. National Institute of Agricultural
Extension Management
Hyderabad |
| 135. Mazagon Dock Ltd.
Mumbai | 155. National Mineral Dev. Corpn. Ltd.
Hyderabad |
| 136. Magnum International Trading Company
Limited
New Delhi | 156. National Building Construction
Corporation Ltd.
New Delhi |
| 137. Mysore Coffee Curing Works Ltd.
Chikmagalur | 157. National Textile Corpn. Ltd.
Mumbai |

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| 158. National Small Industries Corpn. Ltd.
New Delhi | 178. Reckitt & Colman of India Ltd.
Kolkata |
| 159. National Agricultural Cooperative Marketing
Federation of India Ltd.
New Delhi | 179. Rajasthan Small Industries Corpn. Ltd.
Jaipur |
| 160. New Central Jute Mills Co. Ltd.
Kolkata | 180. Su-Raj Diamonds (I) Ltd.
Mumbai |
| 161. Nav Bharat Corporation
Mumbai | 181. Satnam Overseas Limited
New Delhi |
| 162. National Bank for Agriculture &
Rural Development
Mumbai | 182. Shah Pneumatics
Mumbai |
| 163. Ordnance Factory Board
Kolkata | 183. Sangli Bank Limited
Sangli |
| 164. Overseas Construction Council of India
New Delhi | 184. Shreeji Chemicals
Ahmedabad |
| 165. Pan Foods Limited
Panipat | 185. Shapoorji Pallonji & Co. Pvt. Ltd.
Mumbai |
| 166. Powerloom Development & EPC
Mumbai | 186. STC of India Ltd.
New Delhi |
| 167. Paam Pharmaceuticals (Delhi) Ltd.
Delhi | 187. Shriram Jute Mills Ltd.
Kolkata |
| 168. PSG Institute of Management
Coimbatore | 188. Steel Authority of India Ltd.
Kolkata |
| 169. PCI Ltd.
New Delhi | 189. SAIL International Ltd.
New Delhi |
| 170. Polyolefins Industries Ltd.
Mumbai | 190. Sanghavi Exports
Mumbai |
| 171. Parekh Brothers
Mumbai | 191. Synthetic & Rayon Textiles Export
Promotion Council
Mumbai |
| 172. Punjab & Sind Bank
New Delhi | 192. Spices Board
Cochin |
| 173. Projects & Equipment Corpn. of India Ltd.
New Delhi | 193. Sports Goods Export Promotion Council
New Delhi |
| 174. Punjab National Bank
New Delhi | 194. Seth Ghasiram Gopikishen Badruka
Educational Society (Regd)
Hyderabad |
| 175. Raanee Agency
Salem | 195. T. Abdul Wahid & Company
Chennai |
| 176. Rubber Board
Kottayam | 196. Tata Exports Limited
Mumbai |
| 177. Rashtriya Ispat Nigam Ltd.
Visakhapatnam | 197. Tata Industries Pvt. Ltd.
Mumbai |

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| 198. Technofab Engg. Ltd.
New Delhi | 207. Usha Intercontinental (India)
New Delhi |
| 199. Texmaco Limited
Kolkata | 208. V.D. Swami & Company Ltd.
Chennai |
| 200. Tea Board
Kolkata | 209. V.S. Dempo & Co. Ltd.
Panaji |
| 201. Thermax Limited
Pune | 210. Vardhman Spinning &
General Mills Limited
Ludhiana |
| 202. Triveni Structurals Ltd.
Allahabad | 211. Vasu Agarbathies
Mysore |
| 203. TNT India Ltd.
New Delhi | 212. Victor Tools Pvt. Ltd.
Jalandhar |
| 204. U.B. Exports
Bangalore | 213. VBC Educational Society
Visakhapatnam |
| 205. U.P. Cooperative Federation Ltd.
Lucknow | 214. Voltas Limited
Hyderabad Unit
Hyderabad |
| 206. U.P. Export Corporation Ltd.
New Delhi | |



भारतीय विदेश व्यापार संस्थान
INDIAN INSTITUTE OF FOREIGN TRADE
(DEEMED UNIVERSITY)

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

B-21 QUTAB INSTITUTIONAL AREA, NEW DELHI-110016

Phones: 91-11-26965124, 26966563, 26965051 Fax: 91-11-26853956, 26867841, 26867851

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