



# 50th ANNUAL REPORT 2013-14

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**INDIAN INSTITUTE OF FOREIGN TRADE  
DEEMED UNIVERSITY**

# **50<sup>th</sup>**

# **ANNUAL REPORT**

# **2013-14**



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

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



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# The Year Under Review

After a protracted period of economic slowdown, the global macroeconomic scenario has shown signs of improvement during 2013-14 and is expected to recover further in 2014-15. The *World Economic Outlook (WEO) Update* released by the IMF in April 2014 has projected the global growth to strengthen from 3 per cent in 2013 to 3.6 per cent in 2014 and further to 3.9 per cent in 2015, with advanced economies contributing much of the impetus for growth recovery (Table 1). In advanced economies, growth is expected to increase from 1½ per cent in 2013-14 to about 2¼ per cent in 2014-15, driven primarily by reduction in fiscal tightening, coupled with continued accommodative monetary policy. While in the United States (US), the recovery is fast paced and solidly grounded, in other advanced economies like Japan, stronger efforts need to be initiated by the government to stimulate aggregate demand for a sustainable growth. In fact, Japan is affected the most by the “spillovers” on two counts, integration with emerging Asia and reduced scope for an accommodative monetary policy response. The Eurozone is expected to witness a mixed growth pattern: stronger for the core economies like Germany backed by an accommodative monetary policy, improved consumer confidence and reduction in fiscal tightening; but weaker in countries outside the core with high debt (both private and public) and weak credit demand. Overall, economic growth in the Euro area is projected to reach only 1.2 per cent in 2014 and 1.5 per cent in 2015.

The emerging market and developing economies are projected to contribute more than two-thirds of global growth, with growth expected to pick up gradually from 4.7 per cent in 2013 to about 4.9 per cent in 2014 and further to 5.3 per cent in 2015 (Table 1). While stronger external demand from advanced economies shall help revive export growth in many such economies, the lower than expected recovery can be attributed largely to increased financial volatility with the changing external environment.

Among the emerging market economies, growth is projected to remain robust in many emerging and developing Asian economies, like China where the government has initiated measures to put a check on rapid credit growth and implement reforms targeted towards a more balanced and sustainable growth path. Countries in Latin America and the Caribbean are expected for only a modest recovery in growth, mainly due to tighter financial conditions coupled with deteriorating economic prospects in Argentina and Venezuela. In sub-Saharan Africa, growth is expected to increase from 4.9 per cent in 2013 to 5.5 per cent in 2014-15, driven primarily by strong external demand, depreciated currency and a boost to commodity-related projects. Growth in Middle East and North Africa (MENA) region has also improved and is projected to grow further, both due to recovery in oil-exporting economies and strong public spending in non-oil activities in other economies. However, fallout from recent developments in Russia and Ukraine and geopolitical risks in Iraq and Syria has the potential to derail the growth recovery in this region as oil prices are expected to become more volatile (Source: *World Economic Outlook*, IMF, April 2014).

Although overall downside risks have diminished in many advanced economies, risks have not disappeared altogether. Lower-than-expected inflation at about 1½ per cent on average – driven by decline in commodity prices, especially fuels and food, carries a major macroeconomic risk for many advanced economies and reflects widening output gaps. Despite an accommodative monetary policy, global inflation is expected to average around 2.6 per cent in 2013, down from 2.9 per cent in 2012. In the US, core inflation is averaging less than 1.5 per cent during 2013; in Eurozone, the steady decline in inflation since late 2011 has been further strained with both headline and core inflation falling below 1 per cent since the fourth quarter in 2013. Any further reduction in inflationary expectations in these economies may lead to an even lower inflation

**TABLE 1**  
**WORLD ECONOMIC OUTLOOK PROJECTIONS**

(% change unless noted otherwise)

World Economic Outlook Indicators	Year over Year			
	Actual		Projections	
	2012	2013	2014	2015
<b>World Output</b>	<b>3.2</b>	<b>3.0</b>	<b>3.6</b>	<b>3.9</b>
<b>Advanced Economies</b>	<b>1.4</b>	<b>1.3</b>	<b>2.2</b>	<b>2.3</b>
United States	2.8	1.9	2.8	3.0
Euro Area	-0.7	-0.5	1.2	1.5
Germany	0.9	0.5	1.7	1.6
France	0.0	0.3	1.0	1.5
Italy	-2.4	-1.9	0.6	1.1
Spain	-1.6	-1.2	0.9	1.0
Japan	1.4	1.5	1.4	1.0
United Kingdom	0.3	1.8	2.9	2.5
Canada	1.7	2.0	2.3	2.4
Other Advanced Economies	1.9	2.3	3.0	3.2
<b>Emerging Market and Developing Economies</b>	<b>5.0</b>	<b>4.7</b>	<b>4.9</b>	<b>5.3</b>
CIS	3.4	2.1	2.3	3.1
Emerging and Developing Asia	6.7	6.5	6.7	6.8
China	7.7	7.7	7.5	7.3
India	4.7	4.4	5.4	6.4
ASEAN - 5	6.2	5.2	4.9	5.4
Emerging and Developing Europe	1.4	2.8	2.4	2.9
Latin America and the Caribbean	3.1	2.7	2.5	3.0
Middle East, North Africa, Afghanistan and Pakistan	4.2	2.4	3.2	4.4
Sub-Saharan Africa	4.9	4.9	5.4	5.5
<b>World Trade Volumes (Goods and Services)</b>	<b>2.8</b>	<b>3.0</b>	<b>4.3</b>	<b>5.3</b>
<b>Imports</b>				
Advanced Economies	1.1	1.4	3.5	4.5
Emerging Market and Developing Economies	5.8	5.6	5.2	6.3
<b>Exports</b>				
Advanced Economies	2.1	2.3	4.2	4.8
Emerging Market and Developing Economies	4.2	4.4	5.0	6.2
<b>Commodity Prices (US Dollars)</b>				
Oil	1.0	-0.9	0.1	-6.0
Non-Fuel	-10	-1.2	-3.5	-3.9
<b>Consumer Prices</b>				
Advanced Economies	2.0	1.4	1.5	1.6
Emerging Market and Developing Economies	6.0	5.8	5.5	5.2
<b>London Interbank Offered Rate (%)</b>				
On US Dollar Deposits (six month)	0.7	0.4	0.4	0.8
On Euro Deposits (six month)	0.6	0.2	0.3	0.4
On Japanese Yen Deposits (six month)	0.3	0.2	0.2	0.2

*Source: World Economic Outlook , IMF, April 2014.*

in the current period, or in the worst case scenario, to deflation. This in turn may lead to an increase in private and public debt burdens and push up the real interest rates, further weakening investment demand and output. In contrast, in emerging market and developing economies inflation has accelerated slightly from 5.4 per cent in 2012 to 5.6 per cent in 2013, reflecting among others a rise in consumption and investment demand particularly in East Asia and Latin America and the Caribbean, lower fuel subsidies and higher minimum wages (Source: *World Economic Situation and Prospects 2013: Updates as of Mid-2013*, United Nations, 2013).

A key challenge to the policy-makers in many advanced and emerging market economies is the employment situation which is expanding but well below its potential. Among the advanced economies, the unemployment rate in the US has fallen to 7.5 per cent in March 2013 and further to 6.7 per cent in December of the same year. It is projected to average around 7 per cent in 2014. However, the unemployment rate in the US is still much above its natural rate and the drop partly reflects a substantial reduction in labour force participation. A sharp reduction in economic activity coupled with tight fiscal policy has worsened the unemployment scenario in many of the Eurozone countries, for example, in Spain and Greece where the unemployment rate increased to 26.7 and 27.2 per cent respectively in early 2013. Average unemployment rate of the Eurozone reached a record high of 12.1 per cent in March 2013 and is projected to grow further to 12.8 per cent in 2014. Greece is worse off with youth unemployment rate in the country exceeding 59 per cent in 2013. The unemployment scenario among the emerging market and developing economies has been less severe in the face of economic slowdown than its advanced counterparts. An exception is Africa, where despite robust growth in the last few years, high unemployment continues to be a key challenge, driven by existence of large informal sectors, high shares of low-quality jobs, high youth unemployment and low labour force participation rates particularly among women (Source: *World Economic Situation and Prospects 2013: Updates as of Mid-2013*, United Nations, 2013).

According to *Global Financial Stability Report* released by IMF in April 2014, the global financial system has been undergoing a number of structural changes aimed at achieving a sustainable stable growth. But the financial reform is incomplete, and stability conditions are far from regular. The US monetary policy has begun to normalize with economic recovery gaining momentum; in the Eurozone, banking capital positions have been strengthened. For the emerging market economies, financial conditions have tightened in recent period in response to a more difficult external financial environment, with bond rates and spreads showing an upward trend. Gross capital inflows have declined, and exchange rates have depreciated. The high cost of capital due to increase in policy rates, is acting as an impediment to boost private investment demand and economic growth in many of the emerging economies (including Brazil, Indonesia, South Africa, and Turkey). While bank credit growth has started to slow down in many economies, it still remains at double-digit rates with ratios of bank credit to GDP having doubled in some economies (notable being Brazil and Turkey) during 2006-2013.

Ensuring a successful shift from “liquidity-driven” financial markets characterized by low interest rates to a “growth-driven” one calls for strong actions by policy-makers in both advanced and emerging market economies. The transition can be achieved through normalizing monetary policy in the US, greater financial balancing in emerging market economies, a shift from “fragmentation to a more robust framework for integration” in the Eurozone countries and the successful implementation of “Abenomics” – a shift from deflation to stable inflation in Japan (Source: *Global Financial Stability Report*, IMF, April 2014).

The global financial crisis of 2008-2009 and the subsequent Eurozone crisis of 2011-12, have transformed trade patterns in both developed and developing countries. Growth in global trade volume slowed substantially in the aftermath of these crises raising the very question about the relevance of international trade as an engine of global growth. Imports by all developed regions had fallen below



their pre-crisis level. The growth rate of trade volume for emerging economies has also slowed down significantly both in terms of exports and imports. Their export volume which grew at an average annual rate of 11.3 per cent during the pre-crisis years (2002-07), declined to only 3.5 per cent between January 2011 and April 2013. Growth in the volume of their imports also slowed down from 12.4 to 5.5 per cent over the same period (*Source: Trade and Development Report, UNCTAD, 2013*). However, data on world trade growth since 2008 indicate that weakening in global trade was in tune with the slowdown in investment growth and overall economic activity. In 2013, global trade volume growth is projected to recover slightly to 3.5 from 2.7 per cent in 2012, and is expected to strengthen further to 5 per cent in 2014. The positive expectations are in line with the strengthening of global activity, reflecting a moderate pickup in import demand in both advanced economies and many of the emerging market and developing economies, particularly, in East Asia and Latin America and the Caribbean.

Current account balances of most emerging economies have declined in 2013 on account of several factors, namely: (a) adjustment in external environment in the stressed economies of Eurozone, (b) higher imports of energy resources by Japan post-earthquake and tsunami effect of 2011, (c) reduction in net imports of energy products by the US, and (d) declining oil export revenues coupled with increase in expenditures by fuel exporting economies. Coming to exchange rate behaviour, the Japanese yen has depreciated sharply by 22 per cent against US dollar between September 2012 and April 2013 on account of the fundamental changes in the country's monetary policy strategy. In contrast, the United Kingdom affected by safe haven considerations, and the Eurozone attributed to capital inflows in line with lowering of perceived risk in sovereign debt default, saw appreciation of their currencies. Many of the emerging market and developing economies, particularly Brazil, Mexico, the Philippines and Thailand, have seen gradual appreciation of their currencies since late 2012, mostly as a result of increase in capital inflows.

To sum up, the immediate challenge for policy-makers across the globe is to support consumer and investor confidence through a balanced recovery in growth, with particular focus on productive job creation. For advanced economies, policy-makers should be cautious towards any premature withdrawal of monetary accommodation in the light of lower-than-expected inflation and projected fall in commodity prices. The challenge for the emerging market and developing economies is to ensure continued resource flows for supporting a high medium-term growth target, at the same time avoiding too much build-up of public and external debt.

## INDIAN ECONOMY IN 2013-14

The world economic downturn which started with the Eurozone crisis continued during 2013-14 as well, as a result of which full recovery of global demand was not witnessed. Hence external demand-fueled recovery of Indian economy remained weaker. In addition, Indian economy faced the challenges of domestic structural constraints and inflationary pressures, which set a weak growth spiral in motion. The structural constraints include a wide range of factors, namely fiscal problems due to lack of targeted allocation of subsidies, low value addition in manufacturing, low agricultural productivity, presence of a large informal sector, etc. The economic downturn has also led to a dampening effect on consumption expenditure. While the average government final consumption expenditure over 2010-11 to 2013-14 has been 11.6 per cent of GDP, the corresponding figure for private final consumption expenditure has been 56.8 per cent. As a result India's growth rate remained confined to an average of 4.6 per cent in 2012-13 and 2013-14, *vis-a-vis* an average of 8.3 per cent per annum during 2004-05 to 2011-12 (*Economic Survey 2013-14, Government of India*).

One major underlying reason behind the high growth phase since 2003-04 has been the rise in capital formation. The average investment to GDP ratio between 1990-91 to 2003-04 and from 2004-05 to 2012-13 has been 24.5 and 35.4 per cent

respectively. The investment rate declined to 34.8 per cent in 2012-13 and did not increase significantly during first half of 2013-14. Although household investment has increased to some extent, both public and private corporate investment showed signs of slowing down. The lower investment rate has been explained by several factors, namely policy uncertainty in the sphere of land acquisition, stringency in obtaining environmental clearances, infrastructural constraints, regulatory measures like ban on mining in certain areas, etc. The recent government policies of reviving industrial sectors through implementation of the National Manufacturing Policy (NMP) and promotion of clusters and industrial corridors, creation of national investment and manufacturing zones (NIMZ), etc. are expected to attract productive investment inflows and propel the growth engine forward (*Economic Survey 2013-14*, Government of India).

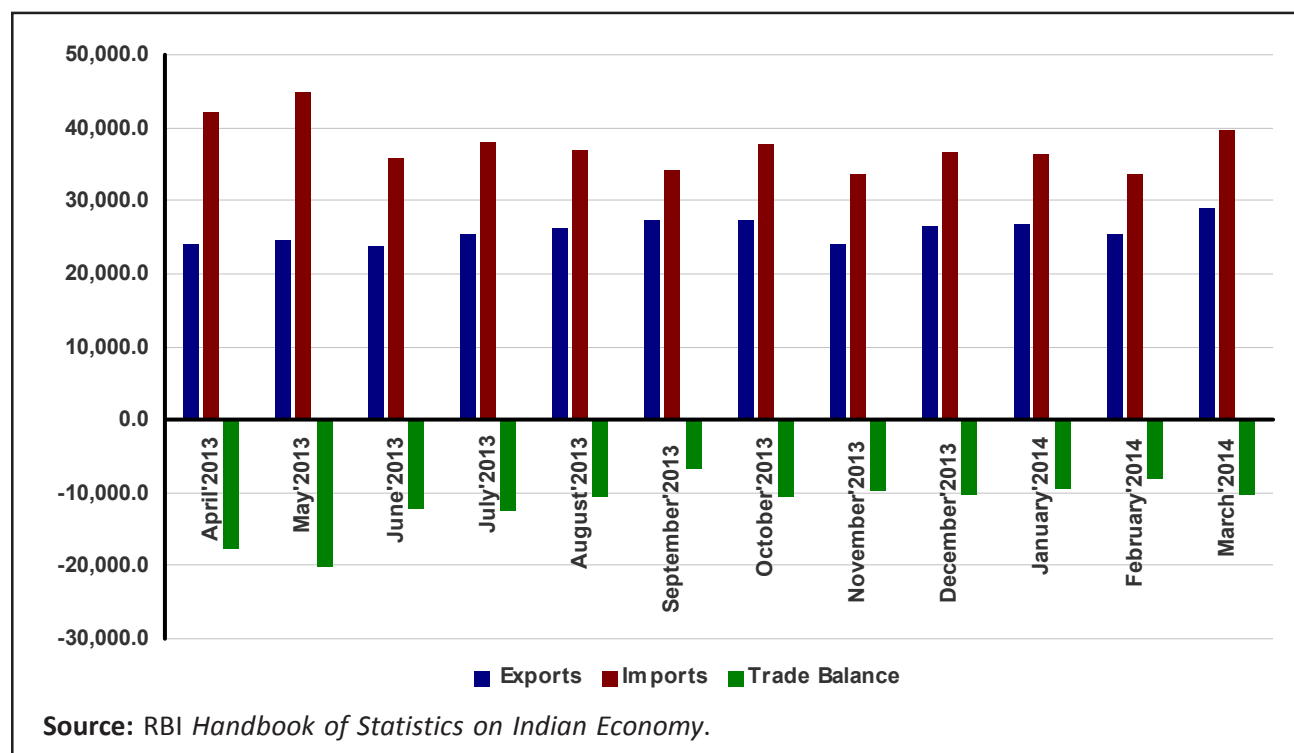
Controlling the perils of price rise has been one of the major challenges for the Government over the last decade, with the inflation averaging 8.6 per cent over the past three years. The average WPI inflation reached a four-year low of around 6 per cent in 2013-14, providing a relief. The downward trend has been caused primarily by reduction in inflation in non-food manufactured products due to fall in global commodity prices, which came down to a four-year low of 2.9 per cent in 2013-14. Although food inflation remained high during the first two quarters of 2013-14, a declining trend was noticed during the last quarter. The effects of various product groups on food inflation was clearly witnessed – cereals and protein items caused food inflation to rise in Q1 of 2013-14, while vegetables, especially onions, played a key role during Q2 and Q3 in this regard. Fuel inflation, however, registered a double-digit figure during Q2, Q3 and Q4 of 2013-14, mainly owing to depreciation of the Indian rupee against the US dollar and rise in fuel prices.

Owing to the quantitative easing followed by the US, capital outflows from India since May 2013 onwards led to depreciation of Indian rupee. To maintain foreign exchange market equilibrium, Reserve Bank of India increased interest rates and

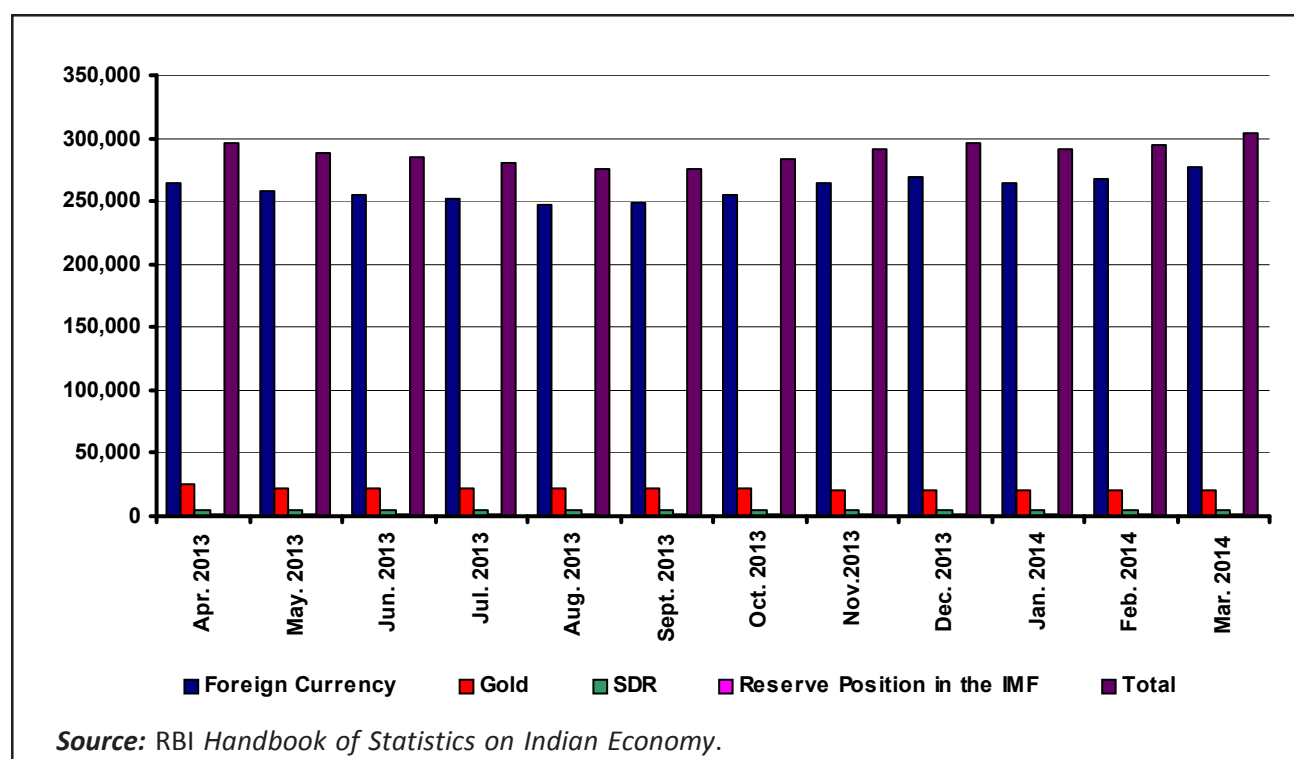
compressed domestic money market liquidity, which created additional inflationary pressures. The exceptional movements in the foreign exchange market led to government interventions, as a result of which liquidity conditions had to be tightened during Q1 and Q2 of 2013-14. The other monetary measures included a hike in the minimum daily cash reserve ratio (CRR) requirement to 99 per cent from 70 per cent in July 2013, which was reduced to 95 per cent in October 2013. In addition, the repo rate was increased to 7.75 and 8 per cent in October 2013 and January 2014 respectively to contain inflation and inflationary expectations. As a result, the effects of rupee depreciation have not been fully reflected in Indian exports (*Economic Survey 2013-14*, Government of India).

Like the case of 2012-13, the slower recovery of leading trade partners from the Eurozone crisis adversely affected Indian merchandise and service exports in 2013-14 as well. In 2013-14, India's merchandise exports grew at 4.1 per cent as compared to the import growth rate of 8.3 per cent. According to the figures obtained from *Economic Survey 2013-14*, India's balance of trade during 2013-14 stood approximately at US\$(-)147.6 billion, while the corresponding figures for invisibles was US\$115.2 billion. As a result, current account balance during 2013-14 has been US\$(-)32.3 billion (1.7% of GDP), an improvement over the figure of US\$(-)88.1 billion (4.7% of GDP) during 2012-13. Barring decline in July and November 2013, export growth remained moderately steady during the financial year (Figure-1). Exports of petroleum products, engineering goods, chemicals and related products contributed significantly in the export basket. On the other hand, Petroleum-Oil-Lubricant (POL) imports increased by 0.7 per cent in 2013-14, while import of gold declined from the peak of 1,078 tonnes in 2011-12 to 664 tonnes in 2013-14, in response to corrective steps taken by the Government. On the whole, import value of gold and silver imports fell by 40.1 per cent to US\$33.4 billion in 2013-14. On the other hand, net capital inflows during 2013-14 declined to US\$47.9 billion as compared to the corresponding figure of US\$92.0 billion in 2012-13. The factors behind lower capital account balance

**FIGURE 1**  
**MONTH-WISE EXPORT AND IMPORT IN 2013-14 (US\$ MILLION)**



**FIGURE 2**  
**INDIA'S FOREIGN EXCHANGE RESERVE IN 2013-14 (US\$ MILLION)**



included lower portfolio inflows, net repayment of loans and trade credit & advances, etc. (*Macro-Economic Framework Statement, Budget 2014*, Government of India).

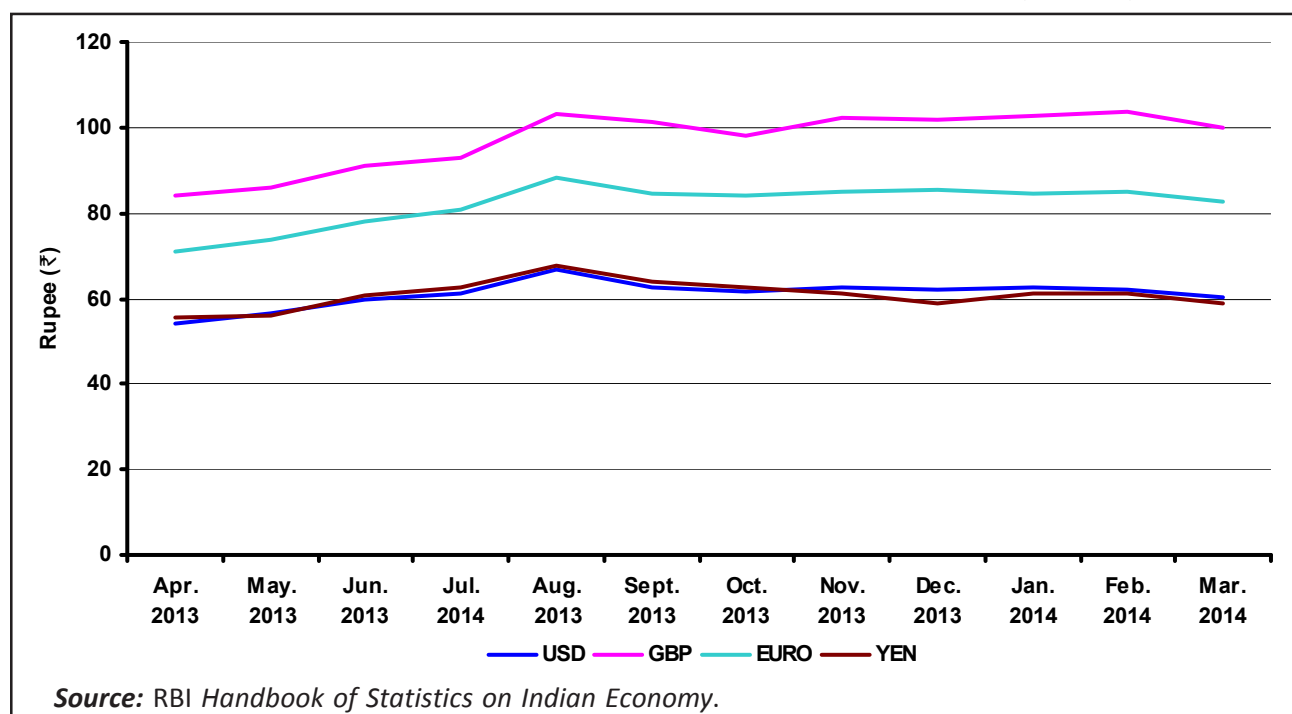
The uncertainties during 2012-13 led to a substantial drawdown of foreign exchange reserves, which reached US\$292.0 billion during March 2013. The foreign exchange reserve declined further to US\$275.5 billion in August 2013, but revived to the level of US\$304.2 billion in March 2014 (*Macro-Economic Framework Statement, Budget 2014*, Government of India). The month-wise movements in foreign exchange reserve are shown at Figure 2.

The internal and external macroeconomic factors led to a significant volatility in Indian Rupee exchange rate *vis-a-vis* the leading currencies of the world (Figure 3). As per RBI documents, the Rupee-\$ exchange rate, which stood at ₹54.21 per US\$ in March 2013, depreciated to ₹59.69 per US\$ in June 2013, and further to ₹68.36 per US\$ in August 2013. The declining exchange rate caused RBI to intervene in the foreign exchange market, as a result of which Rupee-\$ exchange rate steadily improved

to ₹60.09 per US\$ in March 2014 (*Macro-Economic Framework Statement, Budget 2014*, Government of India). In addition, the reduction in non-POL precious metals also contributed significantly in lowering excess demand for foreign currency by improving the current account deficit scenario. Improvement in capital flows and greater clarity on US Federal Reserve taper finally resulted into the annual average exchange rate of Indian rupee for 2013-14 as ₹60.50 per US\$. The depreciating rupee understandably led to higher debt service burden in rupee terms but the same remained within manageable limits owing to the prudent external debt management policy. India's external debt stock increased by about US\$21.1 billion (5.2%) to reach US\$426.0 billion over March-December 2013. The rise in external debt can be explained by long-term debt, particularly NRI deposits (*Economic Survey 2013-14*, Government of India).

To sum up, in 2013-14 India has performed commendably in terms of managing the challenges of internal and external macroeconomic stabilization, reduction of current account deficit, etc. Nevertheless, the challenges of tackling

**FIGURE 3**  
**PERFORMANCE OF INDIAN CURRENCY VIS-A-VIS OTHER CURRENCIES (2013-14)**



inflation, still looms large. The persisting problems of high fiscal deficit (4.5% of GDP) and volatile exchange rate requires a strong fiscal and financial management. The high volatility in Indian rupee in particular lowered investor confidence, as a result of which capital inflows remained below expectation. One major challenge in coming year is therefore to stabilize the currency, improve investment climate and attract foreign investment to revive core manufacturing sector with employment creation. In addition, the reforms in the agricultural sector, which are long overdue deserves attention. Carrying out of these reforms would play an instrumental role in realizing the projected real GDP growth rate of 5.4 to 5.9 per cent in 2014-15, as noted in the *Macro-Economic Framework Statement, Budget 2014*.

## 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 and 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 Collaboration 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 developing countries through short-term and long-term programmes like Capacity Development Programmes and MBA(IB) in Dar-es-Salaam, Tanzania in Africa. Simultaneously, through focused research the Division analyzes India's trade and





investment opportunities with such countries. The Division also works closely with different trade bodies on enhancing India's policy issues.

The *Management Development Programmes (MDP) Division* of the Institute offers regular training programmes to the corporate and financial sector in the area of finance, export & trade operations, strategic management, human resource, IT and software management, corporate social responsibility (CSR), e-governance, special economic zones (SEZs), dollar-rupee valuation, 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 conducts programmes for IFS, IPS, IRS and ITS officers. Besides, MDP Division has provided training to ITI principals under the VTIP Scheme.

The *International Collaborations & Capacity Development (ICCD) Division* of IIFT plays an important role in the Institute by establishing academic ties with domestic and international universities/institutions to enable joint training and research programmes. Student and faculty exchange is an integral part of the academic cooperation with these institutions. ICCD Division continues to strengthen its engagement with the existing institutions and forge newer engagements with leading institutes. The Institute, by obtaining membership of renowned domestic and international institutions further consolidates the academic cooperation. The ICCD Division has conducted customized programmes on "Doing Business with India" for international students and executives and hosted interactive information sessions for foreign delegations, academicians and policy-makers from different countries who visited the Institute. The Division also facilitates participation of faculty in national and international training programmes and conferences.

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, three Executive Post Graduate Diploma Programmes, etc. The Flagship programme of the Institute, the two-year MBA (International Business) Degree Programme received overwhelming response with more than 36,000 applicants applying for 350 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 and it is expected that academic activities will commence soon from its newly built campus. 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. It has developed substantial consultancy capacity in analyzing international business situations and developing appropriate corporate strategies. The Institute has also been successfully bidding for both national and international projects. The *Research Division* keeps organizing crucial national and international conferences on contemporary 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. The Centre partnered with organizations including the WTO, UNCTAD, UNESCAP and the University of Sussex for organizing national/international training programmes and outreach activities for deepening the understanding of WTO issues among stakeholders at the national, regional and international levels. In partnership with the WTO Secretariat, during 9 September- 1 November 2013, it organized the Regional Trade Policy Course for Asia and Pacific Region. Under the Indian Technical and Economic Cooperation Programme of the Ministry of External Affairs, the Centre for WTO Studies organized three international training programmes on WTO issues for officers and diplomats from developing countries. In partnership with UNESCAP, the Centre for WTO Studies organized four trade-related capacity building training programmes for officers, academicians and industry in Myanmar.

IIFT's *Centre for Medium, Small and Micro Enterprises (MSME) Studies* aims at providing continuous support to the MSME 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. IIFT is in the process of setting up a dedicated MSME Centre at Shimla, Himachal Pradesh.

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 issues.

The Indian Institute of Foreign Trade has reinforced its standing as one of the top B-Schools of the country, by concluding final placements for the Batch of 2012-2014 in record time. In all 85 recruiters including 46 first-time recruiters made offers for 200 students of the graduating class of 2014. The highest domestic CTC stood at ₹24 lakh per annum with the average CTC rising by 15 per cent to ₹14.32 lakh per annum. The recruiters reaffirmed their faith in IIFT's talent by rolling out 32 Pre Placement Offers. Senior management roles, such as AVP - Operations, Country Head - Procurement, and Regional Sales Manager, were offered to IIFT students.

International placements saw a remarkable rise with 12 offers being extended for roles in Africa, the Middle-East, Indonesia, Singapore and Malaysia. The highest international offer stood at US\$88,500 with 3 out of the famed 'ABCD' of global trading - namely Bunge, Cargill and Louis Dreyfus offering multiple roles in trading. Other prominent recruiters in trade include the likes of Tricon Energy, Triton Group, Trimex International, Phoenix Commodities and Valency International.

## IMPORTANT MEETINGS

During the year, three meetings of the Board of Management on 19 July 2013, 20 September 2013 and 30 December 2013; three meetings of the Finance Committee on 16 September 2013, 18 October 2013 and 27 December 2013; and two meetings of Academic Council on 9 May 2013 and 6 November 2013, were held.

## GOLDEN JUBILEE LANDMARK EVENTS



*Shri Pranab Mukherjee, Hon'ble President of India, inaugurating Golden Jubilee Celebrations of IIFT, 2<sup>nd</sup> May 2013.*

IIFT celebrated its Golden Jubilee Year in 2013-14. The year-long celebrations saw the presence of the three highest constitutional heads of the country as part of the Institute's Golden Jubilee Function.

### 50th Foundation Day Celebrations

The year 2013 was historic for the Institute as it has been the Golden Jubilee year. Throughout the year, Golden Jubilee Events were held. One of the major landmark events was the Golden Jubilee Foundation Day which was observed on 2 May 2013 and the Honourable President of India Shri Pranab Mukherjee visited the campus as the Chief Guest. The hour-long function was historic as it was the first visit of the President to any Business School in India.

The function started with unveiling of sculpture (*Wings of Wisdom*). The sculpture symbolizes that wisdom and knowledge provide the wings to achieve commanding heights. The President also planted the sapling of Kadam tree in the lawns of

the Institute. One of the other events was the release of commemorative volume of IIFT's prestigious journal *Foreign Trade Review*. The journal was started 47 years ago and the select landmark papers were included in this Commemorative Volume, including one article by Shri Pranab Mukherjee which he wrote as the Finance Minister.

*Over the years, IIFT has broadened its academic framework by providing management education and PhD courses. Its endeavour should not only be to produce successful managers, business leaders and academic thinkers but also to prepare them as socially conscious citizens who have the capacity and willingness to respond and contribute to our society's needs.*

**– Shri Pranab Mukherjee**

Hon'ble President of India

2 May 2013 (Golden Jubilee Foundation Day)



During the function, the past Directors of the Institute were also felicitated by the President. In his speech the President lauded the efforts made by the Institute over the last 50 years in creating trained professionals for the external sector and becoming a premier research institution as well.

## Commemorative Postage Stamp Release by Honourable Prime Minister

The other important event was the release of postage stamp of the Institute by the then Prime Minister Dr. Manmohan Singh in December 2013. Recognizing the contribution made by the Institute, the Department of Posts, Government of India decided to bring out a commemorative stamp on the Institute.

The Stamp Release function was organized at the Prime Minister's Residence, 7th Race Course Road. Shri Anand Sharma, the then Minister of Commerce & Industry and Textiles, welcomed the guests. Shri Kapil Sibal, the then Minister of

Communications & Information Technology and Law & Justice introduced the Stamp and invited the Prime Minister for unveiling. The Prime Minister in his address highlighted the achievements of the Institute. He talked about the relevance of external sector for the economic growth of the country and thus the role which IIFT is playing in the economic development of India.

*I am very happy that IIFT has performed the role expected of it with great distinction. It has been conducting research both as part of in-house research programmes and also at the instance of client institutions, which include Central and State Governments, various Public Sector Undertakings and International organizations like the World Bank, the FAO and the WTO.*

**- Dr. Manmohan Singh**  
the then Prime Minister of India  
21 December 2013 (at the event to commemorate the Golden Jubilee of IIFT)



*Dr. Manmohan Singh, the then Prime Minister of India, addressing on the occasion of presentation of Commemorative Postage Stamp on IIFT.*

## Golden Jubilee Year Convocation Address

Shri M. Hamid Ansari, Hon'ble Vice President of India delivered the 48th Convocation Address of the Institute in the Golden Jubilee Year and awarded PhD degree and medals to the rank-holders in April 2014. He lauded the Institute's emergence as Centre for Excellence in the field of foreign trade management and research.



*A view of the 48th Annual Convocation held during the Golden Jubilee Year of IIFT.*

*IIFT has emerged as Centre for Excellence in the field of foreign trade management and research.*

**- Shri M. Hamid Ansari**  
Hon'ble Vice President of India  
17 April 2014 (Convocation Address)



*Shri M. Hamid Ansari, Hon'ble Vice President awarding Degree to the rank-holder at the Convocation.*



*Dr. Surajit Mitra, Director-IIFT awarding Diploma/ Certificate to the successful participant.*

# Education and Training

## FOUNDATIONAL PROGRAMMES

The Institute organized the following Graduate Studies Programmes during the academic year 2013-14.

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

The two-year full-time MBA (International Business) 2013-15 (28<sup>th</sup> batch) commenced on 1 July 2013. One hundred and sixty-five students were admitted at Delhi Campus and sixty students were admitted at Kolkata Campus on the basis of an all-India selection process comprising written test, group discussions, essay writing and interviews.

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

The 14<sup>th</sup> batch of three-year part-time MBA (International Business) Delhi Campus for working executives started on 6 July 2013. Fifty-six participants were admitted to the Programme on the basis of their performance in the selection process comprising of essay writing, group discussions and interviews.

### 3. MBA (International Business) Weekends (Fast Track MBA)

This year first batch of Fast Track MBA (International Business) Weekend programme has been introduced. The duration of the programme is two years & three months and classes are held on every Saturday & Sunday for full day at IIFT Campus in New Delhi. The course comprises of seven trimesters. The programme commenced on 11 January 2014. Twenty-nine participants were admitted to the Programme on the basis of their performance in the selection process comprising of essay writing, group discussions and interviews.

### 4. Executive Post Graduate Diploma in International Business (EPGDIB)

Executive Post Graduate Diploma in International Business (September 2013 – February 2015) programme commenced on 9 September 2013 with one hundred and seventeen participants drawn from corporate sector, export promotion & service institutions/organizations and government departments.

### 5. Executive Post Graduate Diploma in International Marketing (EPGDIM)

The fifth batch of Executive Post Graduate Diploma in International Marketing (September 2013 – February 2015) started on 9 September 2013 with thirty-six participants drawn from corporate sector, predominantly companies in the B2B segment of the industry and aspiring for higher level of responsibilities in the international marketing domain.

### 6. Executive Post Graduate Diploma in Capital & Financial Markets (EPGD CFM)

The fifth batch of Executive Post Graduate Diploma in Capital & Financial Markets (September 2013 – February 2015) started on 9 September 2013 with twenty-two participants drawn from corporate sector, financial institutions/organizations and government departments.

### 7. Certificate Programme in Export Management (CPEM)

The weekend batch of Certificate Programme in Export Management (November 2013– February 2014) commenced on 30 November 2013. Fifty students joined the Programme.

### 8. 48<sup>th</sup> CONVOCATION

48<sup>th</sup> Convocation of the Institute was held on 17 April 2014. Shri M. Hamid Ansari, Hon'ble Vice President of India delivered Convocation Address and awarded medals/prizes and certificates to the meritorious students securing first, second and

third positions in different Programmes organized by the Institute during the last one year.

Shri Rajeev Kher, Commerce Secretary & Chairman, IIFT and Dr. Surajit Mitra, Director IIFT

awarded degrees, diplomas and certificates to 753 students as per the following details.

Programme	No. of Students	Programme	No. of Students
• Ph.D. Programme	2	• EPGDIM 2012-14 Delhi	58
• Two-year MBA(IB) 2012-14 Delhi	143	• EPGDCFM 2012-14 Delhi	26
• Two-years MBA(IB) 2012-14 Kolkata	57	• PGDIBS 2012-13	65
• Part-time MBA(IB) 2011-14 Delhi	90	• CPEM Nov. 2012 - Feb. 2013	52
• Part-time MBA(IB) 2011-14 Kolkata	41	• CPGTLO Nov. 2012 - Feb. 2013	32
• EPGDIB 2012-14 Delhi	74	• O-CPEM Nov. 2012 - Feb. 2013	20
• EPGDIB (VSAT) 2012-13	73	• O-CPEIM Sept.-Dec. 2013	20

#### PROGRAMMES CONDUCTED BY GRADUATE STUDIES DIVISION (GSD) DURING 2013-14

Sl. No.	Programme	Venue	Duration	No. of participants
1.	MBA (International Business)	IIFT Delhi	2012-14	148
			2013-15	165
		IIFT Kolkata	2012-14	56
			2013-15	60
2.	MBA (International Business) Weekends	IIFT Delhi	2011-2014	106
			2012-2015	94
			2013-2016	56
			2013-2016 (second batch)	29
		IIFT Kolkata	2011-2014	42
			2012-2015	20
3.	Executive Post Graduate Diploma in International Business (On Campus)	IIFT Delhi	Sept. 2012- Feb. 2014	79
			Sept. 2013-Feb. 2015	117
		IIFT Kolkata	2012-14	25
			2013-15	23
4.	Executive Post Graduate Diploma in International Marketing	IIFT Delhi	Aug. 2012- Jan. 2014	65
			Aug. 2013- Jan. 2015	36
5.	Executive Post Graduate Diploma in Capital and Financial Markets	IIFT Delhi	Aug. 2012- Jan. 2014	35
			Aug. 2013-Jan. 2015	22
6.	Certificate Programme in Export Management	IIFT Delhi	Nov. 2013 -Feb. 2014	50



## MANAGEMENT DEVELOPMENT PROGRAMMES

During the year 2013-14, MDP Division conducted 25 programmes for managers and executives of various levels. Out of these, 7 programmes were open for all organizations, 5 programmes for Government Officers including a five-week certificate programme for IFS probationers, 7 programmes for public sector undertakings, 3 programmes for private companies and 3 long duration courses delivered via online mode. A total of 752 participants benefited from these programmes.

### A. OPEN PROGRAMMES

#### 1. Management Teachers' Programme on International Business Strategy

A five-day MDP on "Management Teachers' Programme on International Business Strategy" was held at Institute's premises during 24-28 June 2013.

The programme aimed at understanding of Drivers of Globalization, Global Political Economy and the Post Crisis Globalization Debate, Role of Globalization and the World Wide Industry, Interaction, Global Competitiveness – Markets & Products, Choice of Global Competitive Strategy - Segments & Brands, Using Trade Databases for International Strategy and Global Strategy & Finance, Research Issues in Strategy.

The programme content also included Global Competitiveness – HR Issues & Strategy, Using Trade Databases for International Strategy, Global Strategy Framework, International SCM Issues & Strategies and Presentation by Participants.

Fourteen participants (faculty from various management institutes) attended the programme.

#### 2. Management of International Payments – Letter of Credit and Impact of UCP 600 for Esuring Sustained Profitability

A one-day MDP on "Management of International Payments – Letter of Credit and Impact of UCP 600 for Esuring Sustained

Profitability" was held at Institute's premises on 15 July 2013.

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 and International Standard Banking Practices, discussion on main issues of UCP 600, etc. and ended with a question-answer session.

Forty-two participants from banking, trade and infrastructure sectors attended the programme.

#### 3. Challenges of Dollar/Rupee Valuation, Hedging and Profitability

Keeping in view, the contemporary market scenario of Dollar/Rupee fluctuation, MDP Division for the first time launched a one-day programme on "Challenges of Dollar/Rupee Valuation, Hedging and Profitability" which was conducted at Institute's premises on 22 July 2013.

The programme aimed at Understanding Changes in Valuation of Rupee against US\$/other major currencies and its implication on International Business Transactions, Basics of Forecasting Techniques and Forex Markets, Dynamics and Role of Forex Derivatives - Forward, Futures, Options and Swaps, Developing Hedging Strategies to Meet Volatility of Rupee Rates.

The programme also provided understanding of Hedging techniques and strategies adopted by leaders of Indian IT, Pharma and Auto sectors, Innovative approach for developing currency risk, Management strategies covering international trade and foreign currency borrowings for Indian companies.

Twenty-four participants from various PSUs, banking and private sectors attended the programme.

#### **4. Export-Import Procedure and Documentation**

A five-day MDP on “Export-Import Procedure and Documentation” was held during 23-27 September 2013.

The programme aimed at understanding of Getting Started in Export Import – Step by Step, Designing Cost Effective Trade Supply Chain Strategy, Global Business Environment, Scanning Global Markets for Exports, Commercial Documentation for Foreign Trade–Preparation & Handling, Regulatory Documents in Foreign Trade – Preparation & Handling, Export Credit Guarantee Schemes for Managing Credit Risks.

The programme also provided Presentation of Trade Documents to Customs/ RBI/ Central Excise – Preparation, Handling and Understanding Incoterms 2010, Duty Drawback & Claim Procedure, Export Incentives & Benefits, International Payment System with focus on Payment under L/C, International Payment System & Implications of UCP 600, Introduction to 21st Century Hybrid Payments Method, Currency Risk Management Strategies for Corporate – Case Study, Foreign Currency Loan Schemes for Exports & Imports – Cost Reduction Approach Discussion on Financial Unlayering of Export Chain.

Eighteen participants from various sectors attended the programme.

#### **5. Export Import Management**

A two-day MDP on “Export Import Management” was held during 16-17 December 2013.

The programme aimed at understanding of Getting Started & Availing Incentives in Export Import, Understanding Incoterms 2010, International Trade Financing Schemes – Cost Reduction Approach, Currency Risk Management – Issues and Strategies, Incorporating Sales Contract, Documentation for Foreign Trade – Preparation & Handling, Customs Clearance & DBK.

Fifteen participants from PSUs, banks and private companies attended the programme.

#### **6. Challenges & Issues of Import Business – Success Strategy**

Two-day MDP on “Challenges & Issues of Import Business - Success Strategy” was conducted during 24-25 February 2014.

The programme is new of its kind as it specifically focuses on import issues. The programme aimed at understanding Import Profile of India: Need & Emerging Opportunities, Getting Started in Import in India: Step by Step Approach, Import Facilitation Schemes in India, Import Financing Schemes in India, Currency Risk Management Strategies for Import Business, Customs Clearance of Imported Cargo.

Twenty executives from various PSUs and Government offices attended the programme.

#### **7. Analytical Approach to Online Marketing**

A two-day MDP on “Analytical Approach to Online Marketing” was conducted during 25-26 March 2014.

The programme aimed at understanding Online Marketing: Overview of New Tools for Marketers, Inbound Marketing, Analytics and Marketing Decisions, Online Communication Decisions, Design and Assessment of Media Spread, Step-by-step towards Quality Traffic, Communication Planning for Social Media.

Seven participants from banks and private companies attended the programme.

#### **B. SPONSORED PROGRAMMES FOR GOVERNMENT OFFICERS**

##### **1. Training Programme on “International Trade & Conventions” for the Indian Revenue Service Probationers**

An eight-day Training Programme on “International Trade & Conventions” for the Indian Revenue Service Probationers was conducted at NACEN Complex, Faridabad during 22 April-3 May 2013.

The main focus of the programme was to provide insight into the Contemporary Issues in International Business, Composition of India’s Trade

Basket, Trends & Policy, Recent Economic Crises: Implication for Developed & Developing Countries, Tariffs and Economic Development, Effects of Tariff – Revenue Effect, Price Effect, Domestic Supply Effect, and Consumption Effect.

The programme content also included Licenses & Approvals in Export/Import Business, Foreign Trade – Contracts & Documents, Negotiations on Agriculture, Hands-on Exercise & Trade Game, Sanitary & Phytosanitary Measures (SPS) and Technical Barriers to Trade (TBT), India's Free Trade Agreements & its Implication on International Trade, Trade Policymaking: Role of WTO & RTAs, Overview of International Commodity Markets, Development Dimensions of the WTO, Mapping ICT Application in International Trade Transaction, Negotiations on Trade Facilitation, Trade Defence Measures (Anti Dumping, Subsidies & Safeguards), Incoterms 2010, Export Incentive Benefits, Global Political Economy and Economic Diplomacy, Political Economy of the Regional Trade Blocs and Genesis of the Eurozone Crisis, Duty Neutralization, International Trade Logistics, TRIPS, Special 301, Intellectual Property Related Issues, 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.

Ninety-eight IRS probationers attended the programme.

## **2. Five-week Certificate Programme on “International Economic & Business Management” for the Indian Foreign Service Probationers (2012 Batch)**

A five-week certificate programme on “International Economic & Business Management” for the Indian Foreign Service Probationers (2012 batch) was conducted at IIFT Campus, New Delhi during 10 June-12 July 2013.

The main focus of the programme was to provide insights into the Fundamentals of Macroeconomics & International Economics, Global Business Environment, Fundamentals of International Marketing and Strategy, Fundamentals of International Finance, Fundamentals of WTO and Regional Trade Agreements. Under the programme, a visit to Maruti Plant was also conducted on 27 June 2013.

Thirty-seven IFS Probationers attended the programme.



*Participants of Certificate Programme on International Economic & Business Management for the Indian Foreign Service Probationers (2012 Batch).*





*ITS Probationers attending Training Programme at IIFT are seen with the President of India at the Rashtrapati Bhawan.*

### 3. Training Programme on “International Business” for the ITS Probationers (2012 Batch)

Nine-month Training Programme on “International Business” for the Indian Trade Service Probationers was started on 26 December 2012 and completed on 16 September 2013.

The comprehensive training was divided into three terms which provided the officers in-depth knowledge of Business Economics, Indian Economy & Trade Policy, IT Applications in Business, Human Resource Management, Business Communication & Ethics, Global Economic Environment & Policy, and International Marketing.

The curriculum also included Macro Economics, International Trade Operations, Global Sourcing & Import Management, International Finance, International Business Strategy & Negotiations, Service Rules, Office Procedure, Documentation etc., WTO Attachment, International Economics, International Trade Logistics, International Business Taxation (Customs and Excise), Export Import Procedure and Documentation, Foreign Trade Policy (FTP) and Foreign Trade Development & Regulation Act (FTDR Act), SEZ-Planning, Rules and Governance. Under foreign language component, French was taught to the participants.

Under the programme, ITS probationers were also attached to various industries, Government Departments including five days Parliamentary attachments and a special interaction with Hon’ble President of India.

Twenty ITS Probationers attended the programme.

### 4. Capacity Building Programme for ITI Principals

On the request of Ministry of Labour & Employment, Government of India, IIFT has started a series of Capacity Building Programmes for Principals of ITIs spread across the country. In the year 2013-14, two programmes have been conducted as given below:

<i>Date</i>	<i>Venue</i>	<i>No. of participants</i>
• 17-22 Feb. 2014	IIFT, New Delhi	29
• 3-8 March 2014	IIFT, New Delhi	20

The main focus of the programmes was to provide the ITI principals the knowledge of Organizational Development and Institutional Building, Strategy of Decision Making & Problem Solving, Finance for Non-finance Managers, Personal Growth & Interpersonal Relationship,



Operational Excellence Strategies, Stakeholder Care, Team Building/Influence Ability, Building the ITI Brand, Networking & Professional Etiquettes, Project Management, Entrepreneurial Skill Development, etc.

### **C. SPONSORED PROGRAMMES FOR PSUs**

#### **1. “Currency Risk Management and International Payments Method & Letter of Credit with Implication of UCP 600” for the Executives of IRCON International Ltd.**

A one day (two half-days) Training Programme on “Currency Risk Management and International Payments Method & Letter of Credit with Implication of UCP 600” for the executives of IRCON International Ltd. was conducted at the Institute’s New Delhi premises during 30-31 July 2013.

The programme aimed at understanding of Change in Valuation of Dollar/Rupee & its Implication on International Business, Understanding Functions of Forex Markets & Mechanisms of Merchant Rates Quotation, Understanding and Application of Forex Derivatives to Currency Risk Management & Strategies, Exchange Rate Fluctuations and Implication on Profitability, Costs and Competitiveness, etc.

Forty-three executives of IRCON International Ltd. attended the programme.

#### **2. “International Business, Trade and Finance” for the Executives of STC**

A one week Training Programme on “International Business, Trade and Finance” for the executives of STC was conducted at the Institute’s New Delhi premises during 9-13 September 2013.

The contents included International Payments 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 executives of STC India Ltd. attended the programme.

#### **3. “International Trade & Management” for the Deputy Managers of MMTC Ltd.**

A three-week Training Programme on “International Trade Management” was conducted for the Deputy Managers of MMTC Ltd. at their Adhchhi New Delhi Centre during 15 October – 7 November 2013.

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 in detail Commodity Derivatives & Applications and International Trade Financing, etc.

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

#### **4. “Marketing, Negotiations and Presentation Skills” for the Executives of Power Grid Corpn.**

A three-day MDP on “Marketing, Negotiations and Presentation Skills” for the Executives of Power Grid Corpn. was held at Power Grid’s premises during 27-29 November 2013.

The contents included a few mind openers, Pre-requisites of Sales & Marketing Professionals Assessment of Interpersonal Skills, Mastering Skills, Understanding Marketing Fundamentals – Key Tasks, Process and Activities, Communication Skills for Marketing Professionals – Questioning and Listening Skills – Two Way Process, 64 Squares, Listening Role Play and Sales Negotiation Process – the Win-Win Situation, etc.

Twenty-two executives of Power Grid Corpn. attended the programme.

**5. “Customer Relationship Management” for the Executives of Power Grid Corpn.**

A three-day MDP on “Customer Relationship Management” for the Executives of Power Grid Corpn. was held at Power Grid’s premises during 18-20 December 2013.

The Programme Aimed at Understanding of Key Concepts and Role of CRM in B2B Marketing, Assessing CRM, Readiness and Developing Customer Focus, Understanding and Calculating CLV Differential Pricing and Price Bundling, Key Dimensions of CRM and CEM.

Twenty-two executives of Power Grid Corpn. attended the programme.

**6. “Developing Networking and Employer Branding” for the Executives of Power Grid Corpn.**

A three-day MDP on “Developing Networking and Employer Branding” for the Executives of Power Grid Corpn. was held at Power Grid’s premises during 29-31 January 2014.

The Programme Aimed at Understanding of the Basic Premises and Value of Networking, to Remove the Psychological Bottlenecks to Networking, Competencies of an Ace, Net Worker, etc.

Twenty-three executives of Power Grid Corpn. attended the programme.

**7. “Export Import Procedure” for the Executives of GAIL (India) Ltd.**

A three-day MDP on “Export Import Procedure” for the executives of GAIL (India) Ltd. was conducted at GAIL Training Institute Noida during 24-26 March 2014.

The programme aimed at providing knowledge on Getting Started in Export Import: Step-by-Step, Letter of Credit & Implications of UCP 600 for Importers, Regulatory Documents in Foreign Trade – Preparation, FEMA Regulations for Export Transactions - Exercise, International Sales Contract,

Duty Drawback & Claims Procedure, Export Incentives & Benefits under FTP 2009-14, etc.

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

**D. SPONSORED PROGRAMMES FOR PRIVATE COMPANIES**

**1. “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 6-8 May 2013.

The programme aimed at understanding Globalization and its Nuances, Country Differences in Political Economy, Cultural Differences and its Impact on Doing Business, WTO Framework and Agreement on Agriculture, Strategic Aspects of International Business including Negotiation, International Production Network and Global Value Chain (with special emphasis on Agriculture), Negotiating for Right Payment Instrument and Method to Ensure Full and Timely International Payments – Protecting Company’s Interest, etc.

Twenty executives of Coromandel Ltd. attended the programme.

**2. “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 26-28 June 2013.

The contents were: Commercial Documents & Regulatory Document in Foreign Trade, Cross Cultural Understanding for Effective Global Business & Cross Cultural Communication, Organization Design & Leadership Across Cultures, Duty Drawback and Claim Procedure, Duty Neutralization Schemes, Pricing Strategies for International Markets, Business Market Planning – Strategic Perspectives, etc.

Twenty executives of Coromandel Ltd. attended the programme.

### **3. “Export-Import Management” for the Executives of Ambadi Enterprises Ltd.**

A one-day Management Development Programme on “Export-Import Management” for the executives of Ambadi Enterprises Ltd. was held on 19 September 2013 at Gurgaon.

The programme aimed at understanding Incoterms 2010, Documentation in Foreign Trade – Preparation & Handling, International Payment Methods in Exports, Availing Incentives for Exports of Textile Products, etc.

Seventeen executives of Ambadi Enterprises Ltd. attended the programme.

## **E. ONLINE COURSES**

### **1. Executive Post Graduate Diploma in International Business (VSAT) 2012-13**

The one year Executive Post Graduate Diploma in International Business was conducted during December 2012-December 2013.

The one-year programme was divided into 3 terms and each term commenced with a five-day on-campus module followed by weekend classes through VSAT. The classes through VSAT were conducted in collaboration with HCIL, wherein the students attended classes online at HCIL’s studios spread across major cities of India.

The programme covered Global Business Environment, Marketing Management, Business Economics, Business Statistics, Management, Management Accounting, Management Accounting System, Macro Economics, International Marketing & Research, Supply Chain Management, International Trade Logistics & Documentation, Business Strategy, International Financial Management, WTO & Regional Trade Agreements, International Human Resource Management & Organizational Design, etc.

Seventy-six participants completed the programme.

### **2. Post Graduate Diploma in International Business Strategy (online) 2012-13**

The one-year Executive Post Graduate Diploma in International Business Strategy was conducted during November 2012-November 2013.

The one-year programme was divided into 3 terms and each term commenced with a five-day on-campus module followed by weekend classes via online mode. The online classes were conducted in collaboration with NIIT, wherein the students attended classes online at NIIT’s studios spread across major cities of India.

The programme covered Global Business Environment, Decision Making using IT, Global Strategic Management, Cost Management Strategies, Economics of Pricing Strategies, Global Leadership Strategies, Research Methodology, Macro Economic Policies, Global Sourcing, Corporate Financial Strategies, Corporate Forex Management Strategies, International Marketing Strategies, International Business Laws, Strategic Alliance, Strategy Evaluation & Implementation, Change Management Strategies, International Business Negotiation, Strategic Brand Management, Innovation & Technology Management, etc.

Sixty-four participants completed the programme.

### **3. Certificate Programme in Export Import Management (online) 2013-14**

The four-month Certificate Programme in Export Import Management was conducted during September-November 2013.

The certificate programme commenced with a four-day on-campus module followed by weekend classes via online mode. The online classes were conducted by IIFT’s Computer Cell, wherein the students attended classes online through their personal computer/laptop.

The programme covered International Marketing Management, India’s Foreign Trade and Policy, International Trade Logistics & Operations, Trade Documentation and Trade Finance, Customs Regulations and EXIM Policies, etc.

Thirty-one participants completed the programme.

## PROGRAMMES CONDUCTED BY MDP DIVISION DURING 2013-14

Sl. No.	Programme	Venue	Duration	No. of participants	
(i) OPEN PROGRAMMES					
1.	Management of International Payments – Letter of Credit & Impact of UCP 600 for Ensuring Sustained Profitability	IIFT, New Delhi	15 July 2013	42	
2.	Challenges of Dollar/Ruppee Valuation, Hedging and Profitability	IIFT, New Delhi	22 July 2013	24	
3.	Management Teachers’ Programme on International Business Strategy	IIFT, New Delhi	24-28 June 2013	14	
4.	Export Import Procedure & Documentation	IIFT, New Delhi	23-27 Sept. 2013	18	
5.	Export Import Management	IIFT, New Delhi	16-17 Dec. 2013	15	
6.	Challenges & Issues of Import Business	IIFT, New Delhi	24-25 Feb. 2014	20	
7.	Analytical Approach to Online Marketing	IIFT, New Delhi	25-26 March 2014	7	
Total				140	
Sl. No.	Programme	Sponsors	Venue	Dates	No. of participants
(ii) SPONSORED PROGRAMMES FOR GOVERNMENT OFFICERS					
1.	International Trade and Conventions for Indian Revenue Service Probationers	NACEN Faridabad	Faridabad	22 April - 3 May 2013	98
2.	International Economics & Business Management for IFS Probationers	FSI (MEA), New Delhi	IIFT, New Delhi	10 June- 12 July 2013	37
3.	International Business for ITS Probationers	DGFT, DOC, Govt. of India	IIFT, New Delhi	26 Dec. 2012- 16 Sept. 2013	20
4.	Capacity Building Programme for the ITI Principals	Ministry of Labour & Employment, Govt. of India	IIFT, New Delhi	17-22 Feb. 2014	29
5.	Capacity Building Programme for the ITI Principals	Ministry of Labour & Employment, Govt. of India	IIFT, New Delhi	3-8 March 2014	20

Sl. No.	Programme	Sponsors	Venue	Dates	No. of participants
(iii) SPONSORED PROGRAMMES FOR PSUs					
1.	Currency Risk Management and International Payments Methods & Letter of Credit with Implication of UCP 600 for the Executives of IRCON International Ltd.	IRCON International Ltd.	Saket, New Delhi	30-31 July 2013 (2 half-days only)	43
2.	International Business, Trade and Finance for the Executives of STC	STC of India Ltd., New Delhi	IIFT, New Delhi	9-13 Sept. 2013	20
3.	International Trade and Management for Dy. Managers of MMTC Ltd.	MMTC Ltd.	Adhchini New Delhi	15 Oct.- 7 Nov. 2013	28
4.	Marketing, Negotiation and Presentation Skills for the Executive of Power Grid Corpn.	Power Grid	Gurgaon	27-29 Nov. 2013	22
5.	Customer Relationship Management for the Executives of Power Grid Corpn.	Power Grid	Gurgaon	18-20 Dec. 2013	22
6.	Developing Networking & Employer Branding for the Executives of Power Grid Corpn.	Power Grid	Gurgaon	29-31 Jan. 2014	23
7.	Export Import Procedure for the Executives of GAIL	GAIL (India) Ltd.	GAIL Training Institute, Noida	24-26 March 2014	22
(iv) SPONSORED PROGRAMMES FOR PRIVATE COMPANIES					
1.	International Business Management for the Executives of Coromandel Ltd.	Coromandel Ltd.	Mumbai	6-8 May 2013	20
2.	International Business Management for the Executives of Coromandel Ltd.	Coromandel Ltd.	Mumbai	26-28 June 2013	20
3.	Export Import Management for the Executives of Ambadi Ltd.	Ambadi Ltd.	Gurgaon	19 Sept. 2013	17
Total					441
Sl. No.	Programme	Venue	Duration	No. of participants	
(iii) ONLINE PROGRAMMES					
1.	1 Year EPGDIB (VSAT)	IIFT, New Delhi	Dec. 2012 - Dec. 2013	76	
2.	1 Year EPGDIBS	IIFT, New Delhi & NIIT	Nov. 2012 - Nov. 2013	64	
3.	4-Month CPEIM (online)	IIFT, New Delhi	Sept. – Nov. 2013	31	
Total				171	

# Research at IIFT

THE following Research Projects were undertaken by IIFT during 2013-14:

## **1. Study on the Destination Specific Elasticity of Demand for Top 10 Commodity Groups Exported to Top 10 Countries having Trade Surplus and Trade Deficit**

The study was entrusted by the Department of Commerce, Ministry of Commerce & Industry. The aim of the study was to derive the destination specific factor elasticities (demand and income) for top 10 export commodity groups of India to draw out country and commodity specific policy implications for export promotion. The time-frame for data analysis was last twenty-one years, i.e., 1990-91 to 2011-12. With this objective, the specific Terms of Reference (ToR) for the study are:

- (i) Develop a methodology for identifying the Top 10 Commodity Groups exported from India.
- (ii) Develop a methodology for identifying the Major Export Destinations for the identified top 10 commodity groups.
- (iii) Specify and estimate destination specific export demand function separately for each of the identified commodity groups and derive factor elasticities.
- (iv) Draw out possible scenarios of macro-economic changes for each country separately and carry out simulation exercises based on the estimated factor elasticities.
- (v) Develop commodity specific export promotion measures for each of the identified countries separately.

## **2. Ensuring India's Energy Security: Preparation of a Matrix of Energy and Fertilizer Products and Identifying Export Opportunities to Finance the Imports**

The study was entrusted by Ministry of External Affairs, Government of India. With the rising demand-supply gap in energy products, energy

security has emerged as an important policy goal for India. The Planning Commission projections for 2021-22 estimate demand-supply gap at 133 million tonnes of Oil Equivalent in 2006-07 which is expected to increase to 375.6 million tonnes of Oil Equivalent by 2021-22. As such, the share of net imports of energy products in total demand is expected to increase to 30.79 per cent by 2021-22 from a share of 24.02 per cent in 2006-07. During 2007 and 2011, the share of Crude Oil, Natural Gas and Coal together increased from 27.7 to 30.9 per cent in 2011. When the imports of fertilizers are included, the share in total imports increases from 29.5 to 32.8 per cent in 2011. Given this high import dependence for energy products, the focus of this study is to examine the issue of sustainable trade wherein the possibilities of increasing exports to finance the rising imports of energy and fertilizer products is outlined. Specifically, the focus of the study is as follows:

- To assess the scope for diversifying import markets for each energy product and fertilizer.
- How to balance increased imports with higher exports in major markets for each of the energy product.
- To identify and list destination specific exports for all major markets for imports of energy products and fertilizer.
- Develop a broad approach for promoting exports in thrust markets.

## **3. Project Survey Report on Indian Accountancy Sector – Potential to become Global Hub**

The study was entrusted by Price Waterhouse Chartered Accountants. The accounting and allied outsourcing services sector provides employment to 200,000 people in India, and contributes towards exports, hence foreign exchange earnings. Over the past decade, though the sector has registered a double-digit growth rate, the past fiscal year has



however been extremely challenging. Despite this, most respondents of this survey are optimistic about the growth prospects of this sector, and are expecting a growth rate of 15 per cent in the coming years.

The last few years have witnessed the emergence of various competing destinations to India. Philippines is considered by 79 per cent of industry respondents as the major competitor, with robust infrastructure and a skilled English-speaking population, and a close cultural ethos to the US. China has the potential to pose a major challenge with its desire to excel in the avenue of services, after its roaring success in the manufacturing outsourcing space. The Latin American countries along with the Eastern European nations enjoy the advantage of their proximity to the US and the Western European markets, respectively. These countries have robust infrastructure in place as well as multi-lingual abilities. Countries such as Indonesia, Malaysia, and Singapore are also emerging as competitors to India in the accounting outsourcing industry.

According to 75 per cent of industry respondents, the supply of human resources to the accounting and allied outsourcing services sector with essential qualifications are currently available, however, employable resources to the up value chain is often a challenge. While the general perception is that Indian accountants are at par, and even above international standards, 81 per cent of industry respondents felt the clear need to improve the soft skills of Indian accountants. Colleges and educational institutions do recognize the lack of soft skill sets, knowledge of international accounting standards (e.g. the IFRS), as well as practical exposure. The industry needs to partner with educational institutions in order to bridge this gap. Indian companies may offer courses specializing in accounting and allied outsourcing services in colleges, and students taking up this course can be given a preference at the time of campus recruitment.

While technology, lower costs and innovation are the clear winners for India, challenges in the

shape of talent, new pricing models, domain knowledge, infrastructure, regulations and security of data remain. Also, there is a tendency among vendors to move towards Tier-II and Tier-III cities, for cost reduction.

#### **4. India's Trade Portal**

India has entered into trading agreements with various countries of the world with the objective of boosting its external trade. Foreign Trade Policy of India has always focused on substantially increasing the country's share of global merchandise trade. Accordingly, the Government of India has been taking various steps towards boosting its trade with the rest of the world by adopting policies and procedures which would help to increase and facilitate both exports and imports with other countries of the world. Increase in exports is of vital importance for a growing economy like India, but at the same time it is also important to facilitate those imports which are required to stimulate the economy. Thus, to facilitate and thereby increase exports to and imports from the rest of the world, a web based Trade Portal has been developed under the initiative of the Department of Commerce, Government of India.

IIFT has set up India Trade Portal containing India's Export Policy & Import Policy of SAARC, ASEAN, Korea, Singapore and Top 25 Countries. The portal was launched on 1 February 2013 by the then Commerce Secretary Shri. S.R. Rao and is available at <http://trade.iift.ac.in/>. Trade Portal provides information on Tariff, Preferential Tariff, Rules of Origin and SPS-TBT measures of partner countries.

##### ***Salient Features of India Trade Portal:***

- Classification of goods at country-specific disaggregated HS levels 6, 8, 9, 10, etc.
- Updated tariff data for India, ASEAN and India's Top 25 export destinations.
- SPS-TBT requirements for India and Top 25 export destinations.
- Search Criteria based on HS Codes and / or Product Names.

IIFT presented India's Trade Portal at various FTA's Outreach Programme organized by CII & FICCI for Ministry of Commerce, Government of India.

#### **5. Advisory Services to Kolkata Port Trust**

Kolkata Port Trust intended to develop a Container Terminal at Diamond Harbour under its jurisdiction under PPP (Public-Private-Partnership) model. IIFT provided Advisory Services to Kolkata Port Trust on selection of Transaction Advisor for proposed Diamond Harbour Container Terminal Project that included formulation of Tender Document for selection of Transaction Advisor for proposed Diamond Harbour Container Terminal Project, its technical and commercial evaluation leading to placement of work order to a leading global firm by Kolkata Port Trust.

#### **6. Project Management Consultancy for 4, 5 & 8 Netaji Subhash Dock of Kolkata Port Trust**

Kolkata Port Trust intended to mechanize its container operation at Netaji Subhas Dock of Kolkata Dock System under Kolkata Port Trust. This

included capital investments, operations and terminal management by external agency having expertise in this field. IIFT provided projections of container traffic for Kolkata Dock System under Kolkata Port Trust under different scenario (optimistic, most likely and pessimistic), computed the minimum acceptable quote from bidders under different scenarios, developed the tender document, clarified the bidders' queries in the pre-bid meeting, evaluated the technical, commercial and price bids leading to placement of work order to unit PSA Singapore for investment and operation of container operations at Netaji Subhas Dock of Kolkata Dock System under Kolkata Port Trust.

### **PH.D. PROGRAMME**

The Ph.D. 2013 Programme commenced on 12 July 2013. Fifteen candidates have been enrolled for the programme on the basis of written exam and viva-cum-interview.

Two students were awarded Ph.D. Degree at the 48<sup>th</sup> Annual Convocation held on 17 April 2014.



*Shri M. Hamid Ansari, Hon'ble Vice President of India awarding PhD Degree to the successful participant, 17 April 2014.*



# International Cooperation

The following were the activities undertaken by International Collaborations & Capacity Development (ICCD) Division:

## Student Exchange Programme

### • Inbound Students

Twenty-eight students came to IIFT from different International Universities and Institutions abroad under Student Exchange Programme during July 2013 – March 2014.

#### INBOUND

S.No.	No. of Students	Countries	Universities
1.	1	France	University of Strasbourg, Strasbourg, Alsace, France
2.	4	France	Grenoble Graduate School of Business
3.	6	France	IÉSEG School of Management
4.	2	France	SKEMA Business School
5.	9	France	ESC Rennes School of Business
6.	2	Italy	Bocconi University
7.	2	Italy	University of Insubria
8.	2	Spain	UAM
<b>Total:</b>	<b>28</b>		

### • Outbound Students

Under the Student Exchange Programme, 10 students from Delhi campus and 10 students from Kolkata campus visited the International Universities from January to March 2014.

#### OUTBOUND

S.No.	No. of Students	Countries	Universities
1.	2	France	EM Strasbourg University
2.	2	France	Grenoble Graduate School of Business
3.	4	France	IÉSEG School of Management
4.	2	France	SKEMA Business School
5.	8	France	ESC Rennes School of Business
6.	2	Germany	Saarland University
<b>Total:</b>	<b>20</b>		

## Faculty Development

The approved IIFT Faculty Participation for National/International Conferences/Training/Seminar Programmes under Faculty Development, during the period April 2013 to March 2014, is given below:

### National Programmes/Conferences

1. Prof. Harkirat Singh attended a Training Programme on "Case Writing Workshop and Case Teaching Methods" at IMI, New Delhi on 12 May 2013.
2. Prof. Rohit Mehtani attended a Seminar on Strategic Management titled "Corporate Directorship" at Institute of Directors, New Delhi during 25-27 October 2013.
3. Dr. Sweta S. Malla attended an Online Training Certificate Course in "Strategic Management" at IIM Calcutta during September to December 2013.
4. Dr. Ruppel W. Sharma attended an Online Training Programme on "Introduction to Structural Equation Modelling" at Institute for Statistics Education at Statistics.com during 17 May to 14 June 2013.
5. Dr. Himani Gupta attended a Training Programme on "QIP Short Term Course on Application of Renewable Energy Sources" at IIT Delhi during 11-17 December 2013.
6. Dr. Pinaki Dasgupta (former Associate Prof.) attended a Conference on "Third Indian Academy of Management (IAM)" at IIM Ahmedabad during 12-14 December 2013.
7. Ms. Parul Singh attended a Conference on "Social Media and E-Marketing" organized by Jaypee Business School at Noida on 1 March 2014.
8. Dr. Himani Gupta attended a Conference on "AIB India MENA Conference 2014" at IIM Udaipur and AIB, Udaipur during 9-11 February 2014.
9. Dr. Ranajoy Bhattacharyya attended a Conference on "Global Economic Crisis,

Macroeconomic Dynamics, and Development Challenges of Developing Countries" at Jamia Millia Islamia University, New Delhi during 24-25 February 2014.

10. Dr. Himani Gupta attended a Conference on "Environment Technology and Sustainable Development: Promises and Challenges in 21st Century" at IIITM, Gwalior during 2-4 March 2014.
11. Prof. Harkirat Singh attended "Alumni Relations Conference" organized by FuturEd Consulting at Mohali on 29 March 2014.
12. Dr. B.K. Sahu attended a Training Programme on "The MGNREGA in India: Taking Stock, Looking Ahead" at Indira Gandhi Institute of Development Research (IGIDR), Mumbai during 26-28 March 2014.

### International Programmes/Conferences

1. Dr. B.K. Sahu attended a Conference on "Third European Research Conference on Microfinance" at University of Agden (Norway), European Microfinance Research Action Group, University of Groningen (Netherlands), Norway during 11-12 June 2013.
2. Dr. Saikat Banerjee attended the "46<sup>th</sup> Conference of Academy of Marketing" at Academy of Marketing, University of Glamorgan, Pontypridd, Wales during 8-11 July 2013.
3. Dr. Sunitha Raju attended the "9th Annual Conference of Asia Pacific Economic Association" at Asia Pacific Economic Association, Osaka, Japan during 27-28 July 2013.
4. Dr. Dipankar Sinha attended the "11th International Conference on Data Envelopment Analysis (DEA2013)" at Ondokuz Maya University Campus of Samsun Turkey, Samsun, Turkey during 27-30 June 2013.
5. Dr. Sanjay Rastogi attended a Training on "Managing Global Governance - Advanced Training and Dialogue Course for Young Professionals" at German Development Institute, Bonn, Germany during June-December 2013.

6. Dr. Ranajoy Bhattacharyya attended a Training Programme on “Practical General Equilibrium Modeling with GAMS” at ECOMOD Modelling School, Singapore Institute of Statistics, Singapore during 6-10 January 2014.
7. Dr. Bibek Roy Choudhari attended a Training Programme on “Practical General Equilibrium Modeling with GAMS” at ECOMOD Modelling School, Singapore Institute of Statistics, Singapore during 6-10 January 2014.

### Delegations from Abroad

- A delegation of 125 students from ASEAN countries visited IIFT on 28 September 2013. The participants had an Interactive Session with IIFT Faculty on “Globalization and FTAs with ASEAN Region”.
- A delegation of high level Omanese Government officials visited IIFT on 21 October 2013 to discuss about Oman’s interest in developing its education sector and leveraging research which can be used for business development.
- A delegation of 8 Indonesian officials visited IIFT on 26 December 2013 to discuss on Trade in Services, International Cooperation and Food Security.
- A delegation of professors and students from Florida International University (FIU) visited IIFT on 3 January 2014 to attend the programme on “Professional Development in International Business - India”.

### Memorandum of Understanding

IIFT has established academic ties with domestic and international Universities/ Institutes to enable activities such as joint training and research programmes and student/faculty exchange. At present, IIFT has collaborations with 27 Universities/ Institutes across the world. Of these Universities/

Institutes, 16 are in Europe, 6 are in Asia and 5 are in other parts of the world.

### New Collaborations

MoU with University of Insubria, Italy was signed on 18 July 2013 in the areas of Student Exchange, Faculty Exchange, Joint Research Projects, Joint Cultural Programmes & Joint Conferences.

### Renewal of MoUs

During 2013-14, MoUs were renewed with the following universities/institutions:

Universities/Institutions	Date of Renewal
1 University of Brock	21 June 2013
2 University of SKEMA, France	9 July 2013
3 EM-Strasbourg Graduate School of Management	9 Oct. 2013
4 IESEG	25 Oct. 2013
5 Bangladesh Foreign Trade Institute, Dhaka	3 Feb. 2014
6 Hanken Swedish School of Economics & Business Administration	4 March 2014

### International Membership & Accreditation

During the year 2013-14, the Institute renewed/ became member of the following International Institutions/Organizations:

- Academy of International Business (AIB).
- International Association of Trade Training Organizations (IATTO).
- The Association of Advanced Collegiate Schools of Business (AACSB).
- The European Foundation for Management Development (EFMD).

## INTERNATIONAL PROJECTS

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

### 1. Conduct Capacity Building Programmes on International Business in African Countries

- Since 2009, the Institute has conducted such programmes in 23 African countries. During the financial year 2013-14, the Institute has conducted programmes in 11 African countries, namely Djibouti, Eritrea, Gabon, Ghana, Kenya, Madagascar, Niger, Seychelles, Togo, Tunisia and Tanzania.
- These programmes had been customized to the training needs of these countries and were supported financially by the Department of Commerce, Government of India.

### 2. Setting-up of the India-Africa Institute of Foreign Trade (IAIFT) in Africa

- IPD has been constantly initiating activities relating to this project. The Business Plan and the budget for the project were completely re-drawn taking into account the new series of activities planned under this project.
- The plan is to begin with Certificate Programmes in Export-Import Management and then gradually slip into long-term MBA programmes in International Business and International Trade Logistics & Operations. In addition, MDPs and research activities have also been planned for.
- It has been informed by Uganda Management Institute (UMI) - the implementing agency for this project in Uganda, that the Ministry of Trade, Uganda has prepared a Cabinet Memorandum including a request for approval of US\$3 million for immediate infrastructure development.
- In the meanwhile, UMI has informed that construction of the building for IAIFT is nearing

completion and day and evening programmes can be started after signing the MoU.

- The MEA has been requested to approve the budget and the Business Plan for the project so that steps could be taken for signing the MOU.

### 3. Conduct of off-Campus Programmes Internationally

- The Institute is running an MBA (International Business) Programme at Dar-es-Salaam in Tanzania, Africa in collaboration with Institute of Finance Management (IFM) since the year 2001.
- Dr. Surajit Mitra, Director-IIFT attended the inauguration of new batch of MBA (IB) 2013-15 on 18 November 2013 at IFM, Tanzania.
- Dr. Surajit Mitra presided over the function of the Convocation of MBA (IB) 2011-13 held on 28 February 2014 at IFM, Tanzania. Forty-three students were awarded the degree.

### 4. Research Projects

- IPD took up the research project on India-ECOWAS Trade and Economic Cooperation. The project with an approved budget of ₹10.32 lakh attempts to ascertain the potential of bilateral trade and economic cooperation between India and Economic Community of West African States (ECOWAS) - a regional group comprising of the 15 West African countries. It was sponsored by the Department of Commerce, Government of India and the final report was submitted in December 2013.

### 5. Proposal for India-Africa Forum Summit (IAFS) 2014

The proposal for India-Africa Forum Summit, scheduled to be held from 1-5 December 2014, has been submitted to Department of Commerce and Ministry of External Affairs, Govt. of India.

# Centres at IIFT

## Centre for International Trade in Technology (CITT)

### Introduction

With the primary objective of actualizing India's potential in technology trade and addressing institutional complexities, IIFT has set up the Centre for International Trade in Technology (CITT) with support from the Department of Scientific and Industrial Research, Government of India. Started in 2002, the activities of the Centre are designed to sensitize policy-makers and industry on technology and trade interface issues and opportunities. The Centre has continued its activities related to policy research and capacity building for relevant technology identification, investments and assimilation by trade stakeholders in India.

### Projects

A pre-feasibility study on "Key Output Indicators for Performance Evaluation of Scientific Research and Development Activities in India" was concluded in early 2013 and the Centre has been considered for the second phase of the research to carry out a comprehensive study of innovation indicators in India. It is likely to receive the sanction soon from the sponsor, Department of Science and Technology (DST). It will be a much comprehensive study cutting across most of the key stakeholders in R&D policy space and relevant industry sectors.

The Study on "Trade Competitiveness through Innovation in Business Practices: Roadmap for India 2020" sponsored by the Department of Commerce has been concluded and submitted. This was an investigation to look into key performance driving processes for competitiveness and approaches to foster innovation in commercial practices. Additions are being suggested by the sponsor, which is in process.

### Other Activities

The Centre assisted in the capacity building initiative of Export Promotion Council of Handicrafts for exporters to use technology platforms for international trade addressing various vulnerability issues and threats.

The Centre assisted MSME Centre to carry out analysis pertaining to UCA regulation in the US and its implication for Indian exporters.

## Centre for MSME Studies

IIFT's Centre for MSME Studies aims at providing continuous support to the MSME sector by carrying out activities which can be broadly 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 MSMEs 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 MSMEs, 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 eight 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 MSMEs. 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 include Rubber Board, Silk Board, Coir Board of India, DC (Handicrafts), etc. Further, in order to provide MSMEs 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 MSMEs bringing new business opportunities in foreign markets. One of the most recent initiatives in this regard has been Spreading Awareness on Unfair Competition Act Law and its Impact on MSMEs 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 MSMEs in Africa.

The Centre for MSME Studies at IIFT had entered into an MoU with CII in October last year as a joint initiative on (i) conducting an Annual Study on Policy/Procedural Reforms for Enhancing Exports from MSMEs, (ii) Short Term Training Programmes on Export Management with special focus on first time exporters, (iii) online Sessions on Export Management for wider reach as well as to leverage strength of Social Media, and (iv) an

Annual MSME Exports Seminar/Summit in Delhi along with an annual survey on Policy & Procedural Reforms for Enhancing Exports from Indian MSMEs.

In order to focus on specific problems of MSMEs in hilly regions, IIFT is in the process of establishing the regional centre for MSME studies at Shimla with the active support of the Ministry of Commerce and Government of Himachal Pradesh. The Centre is expected to start its initial activities from July 2014.

## Centre for WTO Studies

The Centre for WTO Studies was set up with the support from the Department of Commerce, Government of India, in the year 1999. The Centre for WTO Studies 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.

Following are some of the key achievements of the Centre for WTO Studies during 2013-14.

- Detailed research by the Centre in agriculture, non-agriculture market access, anti-dumping, subsidies, services, intellectual property rights, etc. has strengthened the capacity of the Department of Commerce to participate more effectively in the WTO work programme and in Regional Comprehensive Economic Partnership Agreement (RCEP) trade negotiations. In particular, the research undertaken by the Centre significantly assisted the Department of Commerce in negotiations on Food Security



issues in the run up to the Bali Ministerial Conference of the WTO.

- The Centre undertook detailed research on different aspects of India's integration in global value chains.
- The Centre organized several stakeholders consultation meetings, which have provided an opportunity for two-way dialogue between trade negotiators and trade policy officers on the one hand and stakeholders on the other.
- It partnered with organizations including the WTO, UNCTAD, UNESCAP and the University of Sussex for organizing national/ international training programmes and outreach activities for deepening the understanding of WTO issues among stakeholders at the national and regional levels. In partnership with the WTO, during

9 September – 1 November 2013, it organized the Regional Trade Policy Course for Asia and Pacific Region.

- Under the Indian Technical and Economic Cooperation programme of the Ministry of External Affairs, the Centre for WTO Studies organized three international training programmes on WTO issues for officers and diplomats from developing countries, including diplomats posted in WTO missions.
- In partnership with UNESCAP, the Centre for WTO Studies organized four trade-related capacity building training programmes for officers, academicians and industry in Myanmar.
- The Centre assisted the Department of Commerce in some of the WTO disputes involving India.

## DETAILS OF ACTIVITIES UNDERTAKEN BY THE CENTRE FOR WTO STUDIES DURING 2013-14

### A. STUDIES COMPLETED

Sl. No.	Research Topic	Sl. No.	Research Topic
1.	Research support for India's effective participation in Bali Ministerial Conference with reference to the proposal on public stockholding for food security purposes	11.	Issues related to Health Security and International Trade
2.	Brief paper exploring legal options for incorporating the Trade Facilitation Agreement in the WTO family of agreements	12.	India's Duty-Free Tariff Preference Scheme: Experience of four years of implementation
3.	Continued relevance of Single Undertaking for developing countries	13.	Deepening research on impact of FTAs with focus on Indo-Korea and Indo-Japan FTAs
4.	Do WTO concepts need a change in the light of Network Trade?	14.	Research support for India's participation in EFTA negotiations
5.	Role of Geographical Indications in improving distributional impact of agricultural products in Global Value Chains	15.	Growing e-commerce in India : Regulatory issues and challenges
6.	Analysis of OECD - WTO input-output database for deepening understanding of Network Trade	16.	Classification issues in IT and Telecommunication services
7.	Distribution of gains from Global Value Chains: A Preliminary Analysis	17.	Concept paper on Currency Swap Agreements
8.	Detailed research on various aspects of India's participation in Global Value Chains	18.	Base papers for Services Conclave - accountancy services, architecture services, entertainment services, IT services, telecom services, logistics services, health services
9.	Trade and Competition Policy Linkages in the WTO Context	19.	Sunset Reviews: Important provision made irrelevant
10.	Relationship between Exchange Rate and International Trade: Role of WTO and IMF	20.	Second edition of Barriers to India's Exports
		21.	BRICS and Global Economy
		22.	Prospects of India-Peru FTA
		23.	Prospects of India-Colombia FTA

Sl. No.	Research Topic	Sl. No.	Research Topic
24.	Prospects of India-Mexico FTA	31.	Certain issues of relevance for India under the ASCM (Export competitiveness and graduation from Annex VII)
25.	Analysis of WTO: four Dispute Reports	32.	APEC List on Environmental Goods: Analysis based on RCAs
26.	Monitoring of trade and economic policies of Brazil, China, EU, Japan, Russia and US	33.	WTO Compatibility of potential US Priority Foreign Country Identification of India: An examination of options
27.	Updating developments and analysis of TPP Agreement negotiations	34.	Fortnightly e-bulletins on India's trade news and views
28.	Research support for Ramesh Chand Committee on India's agriculture notifications to the WTO	35.	Quarterly Newsletter of Centre for WTO Studies on India, WTO & Trade Issues
29.	Research support for Task Force for Trade in Local Currencies		
30.	Research support for Technical Group on Data on Trade in Services		

#### B. TRAINING ACTIVITIES/ CONFERENCE/WORKSHOP/SEMINAR

Sl. No.	Name of Meeting/Training	Partner Institution	Date of meeting
1.	2-day national workshop on WTO Agreement on Technical Barriers to Trade	WTO Secretariat, Geneva	4-5 April 2013
2.	Training Programme on Basics of WTO and international trade for interns of DoC		8-12 April 2013
3.	WTO Workshop and Inauguration of Odisha State WTO Cell	Odisha Govt.	15 April 2013
4.	TradeSIFT workshop for research and data analysis on WTO and international trade for State Governments	University of Sussex	22-27 April 2013
5.	Seminar on Export Growth in Andhra Pradesh – Potential, Opportunities and Challenges	APTPC & FIEO	13 May 2013
6.	Training on basics of WTO issues for ITS probationers		13-17 May 2013
7.	South Asia Regional Forum on Trade Facilitation	UNCTAD, DOC	28-30 May 2013
8.	Interactive sessions on international trade for officials from Mongolia		10-11 June 2013
9.	Stakeholder consultations on Rules of Origin		June-Aug. 2013
10.	Trade Talk by Mark Wu on Global Value Chains: Do WTO rules require changes to address the emerging reality?		25 July 2013
11.	Seminar on importance of WTO & IPR matters in international trade	VTPC Karnataka	12-13 Aug. 2013
12.	Training programme on basics of WTO and FTAs for Myanmar officials	UNESCAP	19-23 Aug. 2013
13.	National Conference on Trade in Services in India and Inclusive Growth Paradigm: Emerging opportunities and future challenges		22-23 Aug. 2013
14.	Training programme for Madhya Pradesh on Trade in Services	RCVPNAA, Bhopal	29-31 Aug. 2013
15.	WTO Asia-Pacific RTPC	WTO	9 Sept.-1 Nov. 2013



Sl. No.	Name of Meeting/Training	Partner Institution	Date of meeting
16.	Stakeholder consultation on RCEP negotiations	FICCI	12 Sept. 2013
17.	TradeSIFT Trade Policy Workshop	NUST, Islamabad and University of Sussex	16-20 Sept. 2013
18.	Interactive session with DG WTO	FICCI	7 Oct. 2013
19.	Training on CGE Modeling	SANEM (Dhaka) and SAWTEE (Kathmandu)	22-26 Oct. 2013
20.	National Conference on Agriculture and WTO Issues		22-23 Nov. 2013
21.	Services Conclave : Promoting Services exports from India – Challenges, opportunities and issues	CII	12-13 Nov. 2013
22.	Training of DGAD officers on Anti-dumping investigation		22 Nov.-8 Dec. 2013
23.	Stakeholder Consultation on Environmental Goods	FICCI	26 Nov. 2013
24.	Round Table on Future Contours of India's Trade Policy		17-18 Dec. 2013
25.	WTO and FTAs: Challenges, issues and opportunities in agriculture sector	Govt. of Kerala Agri. Deptt. (WTO Cell) Trivandrum	19-20 Dec. 2013
26.	Trade Talk by Aaditya Mattoo on the topic Multilateral Trade Cooperation: Redefining the Agenda		26 Dec. 2013
27.	WTO and FTAs: Challenges, issues and opportunities in agriculture sector	Govt. of Kerala Agri. Deptt. (WTO Cell), Thrissur	3-4 Jan. 2014
28.	Stakeholder consultation on RECP negotiations	FICCI	9 Jan. 2014
29.	Trade Talk on "The Future of the Multilateral Trading System" by Prof. Thomas Cottier of World Training Institute		13 Jan. 2014
30.	8-day Specialized WTO Course on Anti-Dumping, Subsidies, Safeguards, Dispute Settlement and RTAs	ITEC, MEA	20-29 Jan. 2014
31.	Training on international trade and FTAs for Myanmar officers	UNESCAP	20-23 Jan. 2014
32.	Linkages between trade policy formulation and research for Myanmar	UNESCAP	24 Jan. 2014
33.	Workshop on WTO, International Trade and the Agriculture Sector: Issues for Stakeholders in MP	RCVPNAA, Bhopal	3-5 Feb. 2014
34.	8-day Advanced Training Programme on Current WTO Issues	ITEC, MEA	3-12 Feb. 2014
35.	Workshop on Understanding of WTO Issues in the Context of Non-Agricultural Sector for Stakeholders in MP	RCVPNAA, Bhopal	17-19 Feb. 2014
36.	Workshop on countervailing duty investigations for exporters	FICCI, Mumbai	21 Feb. 2014
37.	Specialised training programme on Agriculture, Services, TRIPS and RTAs	ITEC, MEA	24 Feb. - 5 March 2014
38.	Training for Myanmar officers: Trade remedies and evidence based policy making	UNESCAP	10-14 March 2014
39.	Seminar on Post-Bali Agenda of WTO and Trade Facilitation	FICCI	11 March 2014
40.	Workshop on Anti-dumping and Countervailing Duty investigations for exporters	Ahmedabad	27 March 2014
41.	Training for Myanmar officers: Introduction to trade analysis tools	UNESCAP	31 March - 4 April 2014

# Placements

The Indian Institute of Foreign Trade, has reinforced its standing as one of the top B-Schools of the country, by concluding final placements for the Batch of 2012-14 in record time. In all, 85 recruiters including 46 first-time recruiters made offers for 200 students of the graduating class of 2014. The highest domestic CTC stood at ₹24 lakh per annum with the average CTC rising by 15 per cent to ₹14.32 lakh per annum. The recruiters reaffirmed their faith in IIFT's talent by rolling out 32 Pre Placement Offers.

HCL was the largest recruiter with 14 offers, followed by Flipkart (11 offers), J.P. Morgan (10), Cognizant Business Consulting (9), Goldman Sachs (8) and Google (6). Senior management roles were offered by TATA NYK, Zomato, Hennes and Mauritz for positions such as AVP-Operations, Country Head -Procurement, and Regional Sales Manager. Russell Reynolds, a global top 5 executive search firm, offered its niche role for the first time in India.

International placements saw a remarkable rise with 12 offers being offered for roles in Africa, the Middle-East, Indonesia, Singapore and Malaysia. The highest international offer stood at US\$88,500 with 3 out of the famed 'ABCD' of global trading – namely Bunge, Cargill and Louis Dreyfus offering multiple roles in trading. Other prominent recruiters in trade include the likes of Tricon Energy, Triton Group, Trimex International, Phoenix Commodities and Valency International.

Conglomerates such as Airtel, Cipla, Mahindra & Mahindra, RPG, Robert Bosch, L&T, Jindal Steel and Apollo Hospitals offered their leadership and strategy roles to IIFTians. The consulting domain saw participation from Deloitte, Ernst & Young, KPMG, Corporate Executive Board, Cognizant Business Consulting, Avalon Consulting and Technopak among other recruiters on campus. The campus continued to be the preferred destination for Technology and E-commerce majors like Google, Amazon, Philips, Jabong, Nokia, SAP India, etc.

Major recruiters in the BFSI domain include Goldman Sachs, Citibank, J.P. Morgan, Nomura, RBS, Langham Capital and HSBC. Flipkart, Trident Group and Wipro offered roles in corporate finance.

Sales & Marketing recruiters on campus were ITC, Reckitt Benckiser, Godrej, Britannia, Vodafone, SAB Miller, Titan, HT Media, Madura F&L, Emami, Tata Motors and Bajaj Auto with offers both in domestic and international marketing. Healthcare and pharmaceutical giants made their presence felt with students bagging profiles across domains with Cipla, Medtronic, Eli Lilly, Stryker, Apollo Hospitals, Abbott and ACG Worldwide.

Other notable recruiters were TATA Steel, ITC InfoTech, KPIT Cummins, Mahindra Comviva, Interglobe and Aricent.

The graphical presentation of functional and sectoral Placements is given on next page.

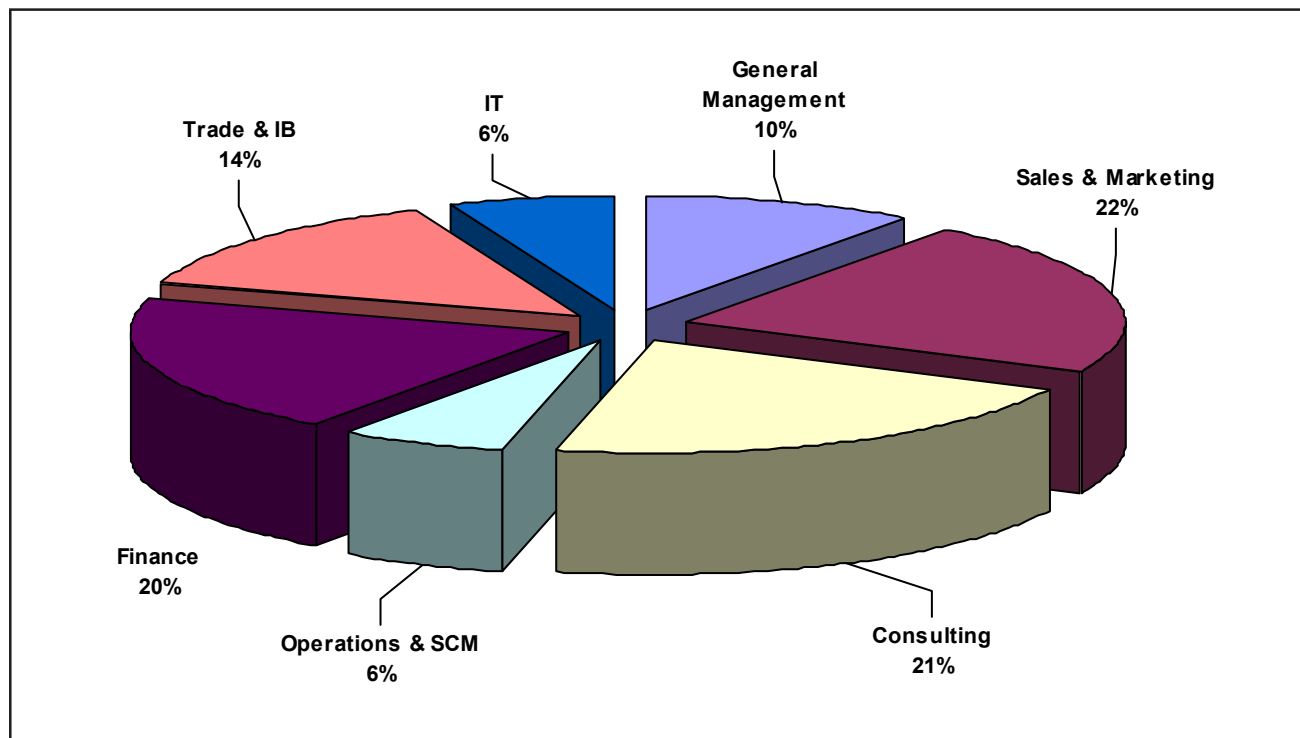
## Alumni Support

The illustrious alumni of the Institute extended earnest support and played a special role in bringing to campus some of the esteemed brands for final and summer placements. Our alumni have a remarkable presence in Corporate, Government, Social and all important sectors of our economy.

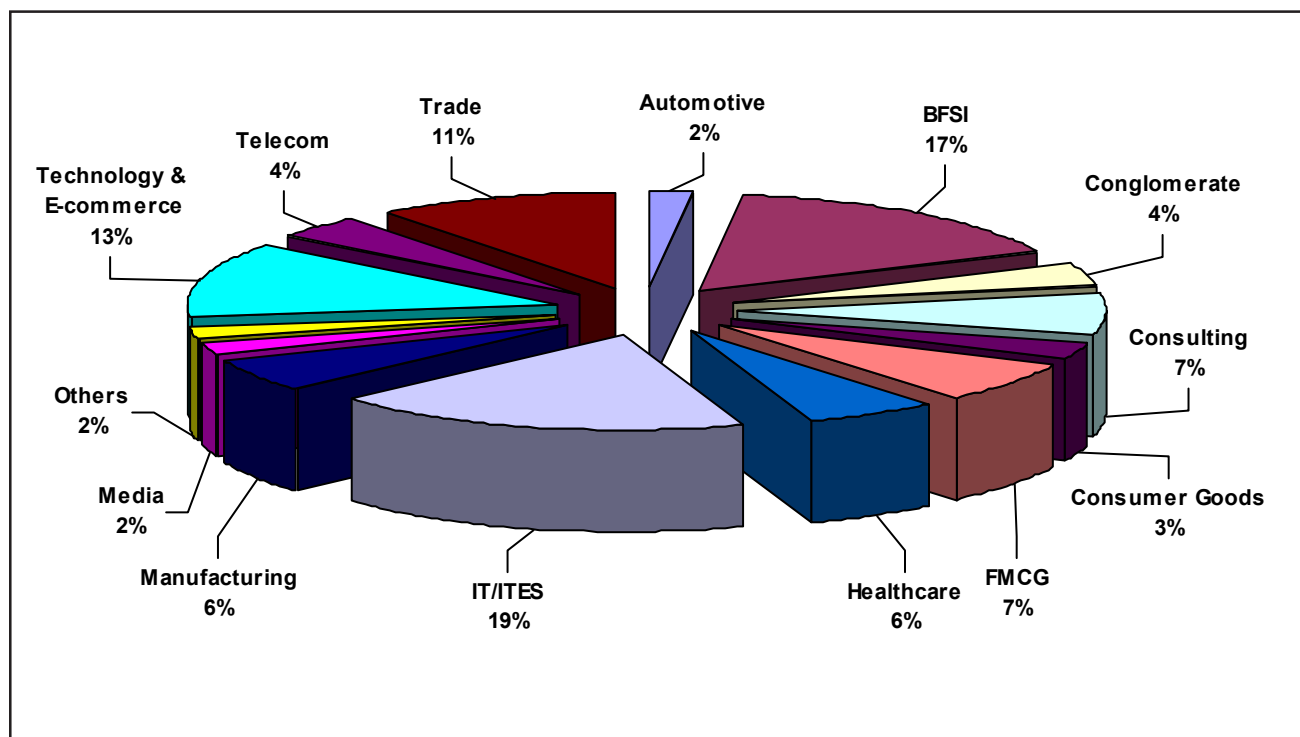
The IIFT Alumni have played a very constructive role in several areas including conducting admission procedures, final placements and sharing of their experiences with students. Alumni also provide guidelines for developing interview skills, group discussions and an insight of corporate professional requirements.

The Institute has launched Alumni Website to ensure flow of knowledge, information and to develop better communication amongst the alumni. More than 5,500 alumni have been registered on the website.

**FIGURE 1**  
FUNCTIONWISE PLACEMENT OF MBA(IB) 2012-14 BATCH



**FIGURE 2**  
SECTORWISE PLACEMENT OF MBA(IB) 2012-14 BATCH



Ten Chapter Meets (six National and four International) are organized on regular basis to interact with members at various locations. Golden Jubilee Alumni Reunion was held in December 2013

and approximately 1,200 participated in the Golden Jubilee Celebration. Twenty-six alumni were felicitated as distinguished alumni during the reunion celebrations.

#### DISTINGUISHED ALUMNI WHO WERE FELICITATED DURING REUNION CELEBRATIONS

Mr. Anil Raina	Mr. Govind Ambady	Mr. Prasad Kasinadhuni
Ms. Anju Arora	Mr. Guru Prasad Rao Pandit	Mr. R.V. Venkatesh
Mr. B. Sridhar	Mr. Gusti Jall Noria	Dr. Raju Chandrasekar
Mr. B.V.R. Subbu	Mr. Jasjit Singh Jaaj	Mr. S. Ramdas
Mr. Beeta Grover	Mr. Johnny John	Mr. Sanjay Dave
Mr. Chandan Chatterjee	Mr. M.D. Venkataraman	Mr. Sudhir Bhasin
Mr. Chiragh Sareen	Mr. M.P. Chugh	Dr. Sumit K. Kundu
Mr. Ganesh Kumar R.	Mr. Manav Garg	Mr. V. Sivaramakrishnan
Mr. Ghenshyam D. Hirrebet	Mr. Manu Sawhney	

Mr. Siraj A. Chaudhary, Chairman, Cargill India was awarded the Alumnus of the Year 2013 Award by an independent Jury.

### Social Awareness Programme

The Social Awareness Programme was initiated at IIFT in 2005. About 1,741 students have benefitted till date. Students have to undergo a three-week mandatory NGO attachment under the SAP to become Socially Responsible Global Manager.

The students work on all important parameters of social work and do a project on the work assigned by the NGO. Some of the key parameters wherein our students have put in efforts for the social cause are appended below:

- Child Education, Welfare & Health;
- Shelter for Homeless, Community Development;
- Literacy, Sanitation & Livelihood;
- Women Empowerment & Female Foeticide;
- HIV/AIDS Awareness;
- Projects on Street Children & more.

Students are exposed to various social issues faced by the underprivileged sections of our society to become efficient social agents for change.



*Dr. Surajit Mitra, Director IIFT (right) presenting Alumnus of the Year 2013 Award to Mr. Siraj A. Chaudhary.*

Our students have been deputed to approximately 34 NGOs from Delhi & Kolkata with different focus areas for their NGO attachments.

IIFT awards credit to the students and evaluate their performance for the NGO activities. IIFT endorses the social commitment of the students towards the welfare of the society and devotes 8-9 per cent of its academic time to NGO activities.

“Koshish”, a thriving club at IIFT, is a platform to enable the students to serve the under-privileged and to sensitize them to the needs and problems of society. Koshish works on live projects related with field of social and economic development.

# Student Activities

**T**HE International Management Forum (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.

## Symposiums and Conclaves

Various symposiums and conclaves 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 during 2013-14:

### National Trade Symposium

World trade has witnessed new dimensions in the recent years and IIFT being a premier institute in foreign trade has been trying to capture the new trends in the world market. The Blash Club of the Institute organized first of its kind online symposium. The event talked about “Emerging International Business Order” as its central theme which exemplifies the importance of creating a conducive ecosystem for ‘International Business’.

The key objectives of the symposium were to discuss and come up with an outside-in view of attractiveness of India as a trade destination and deliberate upon systems and infrastructure in India affecting trade and manufacturing. Also innovative solutions for SCM as well as the analysis of the core strength of Indian trade in the face of rupee depreciation, fiscal deficits and current account deficits, were discussed.

### National Marketing Symposium

Brandwagon - the Marketing Club at IIFT, organized the National Marketing Symposium on 29 August 2013, with the theme: “Rising Power of the Consumer”. Leading professionals from organizations such as Coca Cola India, Hector Beverages, PepsiCo, and Maruti Suzuki shared their thoughts with a wide audience comprising eminent academicians, students, and other industry representatives. Mr. D. Shivkumar, CEO, PepsiCo. and Dr. R.M. Joshi, Faculty, IIFT, were the Chief Guest and Keynote Speaker, respectively.

### National Finance Symposium

Capital - the Finance and Investments Club at IIFT, organized the National Finance Summit on 28 August 2013. The theme for the summit was “Debt vs. Equity as the Vehicle of Growth”. Industry professionals from leading financial organizations such as SBI, Religare, Citibank, Nomura Holdings, etc. spoke about various issues pertinent to the theme. The audience comprised of students from both years as well as members of the faculty and professionals from the industry. Mr Pratip Chaudhuri, Chairman, SBI, and Mr. Saumitra Chaudhuri, Member, Planning Commission, were the Guest of Honour and Chief Guest, respectively.

### National Operations Conclave

EOM - the Energy, Operations, and Manufacturing Club at IIFT, organized the National Operations Summit on 30 August 2013. The theme was “Challenges and Opportunities in Maintaining a Sustainable Supply Chain”. Leading organizations from the domain of Operations and Supply Chain made their presence felt, such as GMR, Akzo Nobel, Johnson & Johnson India, etc. The audience was a mix of budding managers as well as noted academicians and rising stars from the industry. The talks were followed by a healthy Question and



Answer session centered on the current practices of SCM and Operations. Mr. Hemanth D.P., from GMR and Prof. Ashok Kapoor, Faculty, IIFT were the Chief Guest and Guest of Honour, respectively.

#### **IT Conclave**

The Systemix Club at IIFT organized a conclave to provide a platform to share knowledge and ideas among intellectuals from leading technology companies, corporate houses, international institutions, regulatory bodies, subject matter experts and B-school fraternity to deliberate upon the pressing issue: 'Paradigm Shift in the Global IT Industry'.

Dr. Chandan Choudhary (CMD, Dassault System) and Mr. S Radhakrishnan (MD, DESCON & Ex-Chairman, ESC) were the Chief Guest and Guest of Honour, respectively.

#### **National Leadership Summit**

Socrates - the Consulting Club at IIFT, organized the Leadership Summit on 27 August 2013 on the theme "Role of Strategy in Leading Transformation". Industry experts from organizations like Delhi Milk Scheme, EXL Services, Redseer Consulting, etc. contributed their thoughts on the topic, and also addressed queries from the audience. Among the attendees were academicians from IIFT, the entire

student fraternity of IIFT, and other professionals from the industry. Mr. B.S. Beniwal, Delhi Milk Scheme and Dr. Ravi Shanker, CP (GSD) IIFT, were the Chief Guest and Guest of Honour, respectively.

#### **International Trade Conclave**

IIFT organized its annual International Trade Conclave on 28 September 2013 at Hotel Dhow Palace, Dubai. The conclave's theme was "Trade and Investment: Recent Challenges and Implications for World Economy". The event was professionally conducted and brought together eminent resource persons from Industry, Financial Institutions, Policy-Makers, Academicians, and Researchers to deliberate on the trade and investment policies for dealing with this global uncertainty. Mr. Sanjay Verma, Consul General of India was the Chief Guest. Dr. Surajit Mitra, Director, IIFT graced the event with his presence.

#### **International Paper Writing Competition**

With a view to generate fresh ideas, research and viewpoints on the opportunities in retail sector, Indian Institute of Foreign Trade organized the International Research Paper Writing Competition as a unique platform for the best students world-over to battle it out through ground-breaking research and ideation. This year, the theme was



*IIFT's International Trade Conclave at Dubai, 28 September 2013.*



“Opportunities and challenges for investment in retail sector in emerging economies”. The event, launched in July 2013, received a phenomenal response from the entire B-school fraternity owing to handsome prize money of US\$2,000 for the winners, US\$1,000 for the runners-up and US\$500 for the second runners-up. IIFT received over 500 entries during stage 1 – abstract submission and over 200 final research papers. The final 5 teams presented their papers in front of eminent judges during Quo Vadis 2013. NMIMS Mumbai was declared the winner of the event. The event received huge popularity among the students and remained the “most read event” on dare2compete.com for 4 straight months (August-November 2013).

### Quo Vadis

The Annual Management Cultural Fest was held from 15-17 November 2013 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.



*Benny Dayal performing at IIFT during Quo Vadis.*

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 lakh, Inceptum – the B-plan competition with 100 plus entries, the nukkad – natak and last but not the least the electrifying performance by Benny Dayal.

### 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, used 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.

The Social Initiatives Cell of IIFT was founded with the objective of harnessing a sense of social responsibility in the students. Koshish spearheads the effort of IIFT to provide socially aware and responsible managers to the society. Some of the activities organized by Koshish were:

1. *Blood Donation Camp*: Stressing the importance of blood banks and the crucial role they play in healthcare and saving lives, a blood donation camp was organized at IIFT Delhi. The event was a huge success, with students from both first and second year actively participating - both in organizing and donating.
2. *Tapas*: A case study competition, was launched in Quo Vadis, the Annual Management Fest of IIFT. This was conducted in collaboration with Teach for India Foundation (TFI) and involved students from the top B-Schools of India solving the case given by TFI. Participation came from colleges such as IIM-Indore, IIM-Lucknow, etc.
3. *NGO Sessions*: These sessions were organized by Koshish with support from the IIFT administration. Several NGOs presented their activities and the kind of work they were willing to offer to students of IIFT for their NGO internships. The students participated enthusiastically and cleared their doubts regarding the opportunities they would have in their NGO stint.
4. *A Book Collection Drive* was organized by Koshish on the concluding days of the 2nd year programme schedule. Students were asked to donate their books and study materials, as they would soon be passing out. Overwhelming response was received from the students.

## AWARDS WON BY STUDENTS OF IIFT DURING 2013-14

Competition Name	College/Company	Position Secured	Student's Name
<b>International/Corporate Events</b>			
Blizzard 2.0	RPG	1st	<ul style="list-style-type: none"> <li>• Mitul Jain</li> <li>• Neeraj Mishra</li> </ul>
CFA Research Challenge, North Zone	CFA Institute, USA	1st	<ul style="list-style-type: none"> <li>• Shasank S.Jalan</li> </ul>
Deloitte Maverick	Deloitte Consulting	Regional Finalist	<ul style="list-style-type: none"> <li>• Ripun Aggarwal</li> </ul>
DPL Analytics Challenge	Latent View	Winner (iPod and PPI)	<ul style="list-style-type: none"> <li>• Manjunatha C.</li> </ul>
Godrej LOUD	Godrej	One of 8 Winners (no concept of 1st)	<ul style="list-style-type: none"> <li>• Shreyas Dwivedi</li> </ul>
GSK StrateEdge National Case Study Competition 2013	Glaxo Smith Kline Consumer Healthcare	Regional Runner Up	<ul style="list-style-type: none"> <li>• Ripun Aggarwal</li> </ul>
iCube	Airtel	Campus Winner	<ul style="list-style-type: none"> <li>• Utkarsh Modi</li> </ul>
Interrobang	ITC	1st	<ul style="list-style-type: none"> <li>• Ashish Pokhriyal</li> </ul>
Interrobang	ITC	2nd	<ul style="list-style-type: none"> <li>• Vikas Goyal</li> </ul>
Interrobang	ITC	1st Runner Up	<ul style="list-style-type: none"> <li>• Kartik Lakhmapurkar</li> </ul>
Interrobang	ITC	2nd Runner Up	<ul style="list-style-type: none"> <li>• Lakshmi J. Nair</li> </ul>
Interrobang	ITC	3rd Runner Up	<ul style="list-style-type: none"> <li>• Varun Chadha</li> </ul>
Interrobang	ITC	3rd Campus Runner Up	<ul style="list-style-type: none"> <li>• Aneev Davis</li> </ul>
Madura Pinnacle	Madura	1st Runner Up	<ul style="list-style-type: none"> <li>• Varun Chadha</li> </ul>
Mahindra War Room	Mahindra	Presidential Round (Finalist)	<ul style="list-style-type: none"> <li>• Srinidhi Rajshekhar</li> </ul>
NUS Cerebration 2013	National University of Singapore (NUS)	International Finalist	<ul style="list-style-type: none"> <li>• Ripun Aggarwal</li> </ul>
Philips Blueprint	Philips	Regional Finalist	<ul style="list-style-type: none"> <li>• Vijay BhaskarAleti</li> </ul>
RB Durex Case Study	Reckitt Benckiser	Among Top 2 Campus Finalists	<ul style="list-style-type: none"> <li>• Ranajay Choudhuri</li> </ul>
Strat Edge Season 7	GSK Consumer Healthcare	North Zonal 2nd Runner Up	<ul style="list-style-type: none"> <li>• Manjunatha C.</li> </ul>
TrailBlaze	Benchmark Six Sigma	Campus Winners	<ul style="list-style-type: none"> <li>• Ashish Jain</li> <li>• Prince Choudhary</li> </ul>

Competition Name	College/Company	Position Secured	Student's Name
<b>National Events</b>			
Akshayam - Futsal	MDI Gurgaon	1st	• Sumesh Sekhar
Godrej Loud	Godrej	1st	• Aneev Davis
Imperium 2013	MDI Gurgaon	Semi-finalist	• Rohan Buragohain
MAD LTD	HCL	1st	• Suhel Yadav
Mahindra War Room	Mahindra & Mahindra	National Grand Finalist	• Aneev Davis
Maverick Be the One	Deloitte	1st	• Nikhil Mundra
The Great Indian Marketing Challenge	UTurn Marketing	Finalist	• Nishant Sinha
Vasaha Article Writing Competition	Vasaha Publications	2nd	• Utkarsh Modi
<b>Other Major B-School Events</b>			
Akshayam - Futsal	MDI	1st	• Sakthi Krishna
Arthsankalp	IIM Raipur	1st	• Akhil Aggarwal
Article writing for Ecosynthesismagazine,IMI	IMI Delhi	1st	• Sohini Roy
Ashwamedh paper writing	XIMB	1st	• Tarun Jindal
B-Ception, B Plan Competition	DMS, IIT Delhi	1st	• Varun Chadha
Basket Ball	MDI Gurugaoan	2nd	• Basketball team
BITESYS	IIM Shillong	1st	• Neha Deoliya
Brandathlon	SIBM Pune	Finalist	• Pratik Godhane
Case-Files	IIM Raipur	1st	• Akhil Aggarwal
Chakravyuh	IIM-A	1st	• Himanshu Gupta • Charchita Biswas
Chanakya	IIM Ahmedabad	4th	• Abhishek Goel
Dhrishtikon	XLRI	National Finalist	• Utkarsh Modi
Dilliki Sardi by Insights Cell IIFT at Quo Vadis	IIFT	1st	• Manu Chaturvedi
E&Y Knowledge Quiz	Ernst & Young	2nd	• Ashwin Balachandran
House of Commons	IIM Ahmedabad	3rd	• Vijay Bhaskar Aleti
IIM Rohtak Supply Chain Quiz	IIM Rohtak	2nd	• Ashish Maheshwari

Competition Name	College/Company	Position Secured	Student's Name
Lakshya	IIM Lucknow	National Finalist	• Utkarsh Modi
LD Brandnundrum	Louis Dreyfus	2nd	• Shekhar Kumar
Leagile	SJMSOM, IIT Bombay	National Finalists	• Prathyusha Parvathaneni • Kumar Madhav Gupta
LIBA Chrysalis Best Manager	Loyola Institute of Business Administration (LIBA)	Finalist	• Nishant Sinha
Marketing World Cup - Bajaj Re60 Case Study	IMT Ghaziabad - Bajaj sponsored	2nd	• Sakthi Krishna
Music2Go, Marketing	IIM Ahmedabad	Finalist	• Abhishek Goel • Nishant Sinha
Nielsen Case Study Competition	IIM-A/ Nielsen	2nd	• Abhinit Pandey
Nielsen ISB Consumer Insights Challenge	Indian School of Business(ISB), Mohali	National Finalist	• Ripun Aggarwal
Operazione 2.0	IIM Rohtak	2nd	• Prathyusha Parvathaneni • Tarun Jindal • Vasudev
Operazione 2.0	IIM Rohtak	3rd	• Pratik Godhane
Opsilium	FMS, Delhi	National Finalists	• Prathyusha Parvathaneni
Paradi GM	Indian School of Business, Mohali	Finalist	• Ujjwal Bhatia
Quo Vadis Equity Mob	IIFT Delhi	1st	• Vijay Bhaskar Aleti
RB Ozone	Reckitt Benckiser & IIM Lucknow	National Finalists	• Prathyusha Parvathaneni
Samahva - Quo Vadis Gold	IIFT Delhi	1st Runner Up	• Manasi Jain
Sectorama	IIM Ahmedabad	Finalist	• Akhil Aggarwal
Srijan	IIFT-D	2nd	• Himanshu Gupta
Stock Maniac, Confluence	IIM Ahmedabad	Finalist	• Ashish Jain
Table Tennis	IIM Rohtak Sports Fest	2nd	• Vijay Bhaskar Aleti
TAS Icon 5.0	FMS	Top 5	• Nikhil Mundra
The Next Big Idea	IIFT	Winners	• Devansh Doshi
The Next Chanakya	IIM Ahmedabad	Finalist	• Nishant Sinha
Vardushik	IIM Raipur	1st	• Akhil Aggarwal

# 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 of IIFT. The main objective of industry interaction is to help the students 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>
<b>Shri A.V. Surya</b>	Vice President	IMRB International
<b>Shri Abheek Barua</b>	Senior Vice President	HDFC Bank
<b>Dr. Aditya Srinivas</b>	Chief Operating Officer	BSE
<b>Shri Ajay Kukreja</b>	Country HR Director	Honeywell
<b>Shri Anoop Prakash</b>	Managing Director	Harley-Davidson India
<b>Shri Anshuman Mishra</b>	Investment Manager	Aavishkar
<b>Shri Antarpreet Singh</b>	Asia-Pacific Director	Alcatel Lucent
<b>Shri Arakkal Vedhus</b>	Consultant	Avalon Consulting
<b>Shri Ashok Mehra</b>	Global Head - Business Change	TCS
<b>Shri Ashutosh Dhar</b>	Head of Materials Availability, Packaging and Print	Nokia
<b>Shri Ashwin Bonde</b>	Head-MultiChannel Marketing	Merck
<b>Shri Atul Khosla</b>	Partner	Oliver Wyman
<b>Shri Bhaskar Sharma</b>	General Manager - India	Redbull
<b>Shri Dev Bhattacharya</b>	Group Executive President	Aditya Birla Group
<b>Mr. Erick Haskell</b>	MD	Adidas
<b>Shri Girish Aivalli</b>	Country GD	Archer Daniels Midland
<b>Shri Kaushik Chattopadhyaya</b>	Senior Branch Manager	Olam International
<b>Shri Kingshuk Hazra</b>	Head Marketing - India	Amazon
<b>Shri Makarand Kulkarni</b>	Head Sales & Marketing	Glenmark
<b>Shri Navin Rao</b>	Purchasing Leader	IKEA
<b>Shri Paritosh Arora</b>	GM & Country Head- India & South Asia	Lumenis
<b>Shri Punit Puri</b>	Head HR	McKinsey
<b>Shri Rahul Poddar</b>	Senior Manager, Commodities	Nestle
<b>Shri Rajat Mathur</b>	Executive Director	Morgan Stanely

<i><b>Speaker</b></i>	<i><b>Designation</b></i>	<i><b>Company</b></i>
<b>Shri Rajdeep Datta</b>	Director	Carrefour
<b>Shri Rajesh Rai</b>	CEO	India Innovation Fund
<b>Shri Rajesh Yabaji</b>	Supply Chain Manager	ITC
<b>Dr. Rambhushan Kanumuri</b>	Director and Head of M&A India	Barclays Capital
<b>Shri Ramkumar Narayanan</b>	GM and Head of India	eBay
<b>Shri Rathin Rawal</b>	Consultant	AT Kearney
<b>Mr. Rehan A Khan</b>	Managing Director	Abbott
<b>Ms. Renu Bohra</b>	Director HR	DB Schenker India
<b>Ms. Ruchi Aggarwal</b>	Director, Partner Strategy and Marketing	Microsoft
<b>Shri Sandeep Nagpal</b>	Marketing Director	SAP
<b>Shri Sanjay Jain</b>	Assistant Vice President	Yes Bank
<b>Shri Sanjay Singh</b>	Director HR	Cairn India
<b>Shri Sanjiv Navangul</b>	Managing Director	Janssen India
<b>Shri Sayantan Chatterjee</b>	Strategy Consultant	IBM
<b>Dr. Shalini Sarin</b>	VP & Country Partner - HR and CSR	Schneider Electric
<b>Shri Shivaraj Subramaniam</b>	Director	Madura F&L
<b>Shri Siddarth Menon</b>	North Branch Manager	Colgate Palmolive
<b>Shri Siraj Chaudhry</b>	Country Head , CEO	Cargill India
<b>Shri Souvik Chakraborty</b>	Chief Talent Officer	RIL
<b>Shri Sumit Kapoor</b>	Country Industry manager	DHL
<b>Shri Tejinder Gill</b>	Regional Account Director	LinkedIn India
<b>Shri Viresh Oberoi</b>	MD & CEO	Mjunction Services
<b>Shri Vishal Bhardwaj</b>	Head, Citiphone India	Citibank
<b>Shri Vishwadeep Khatri</b>	CEO/President	Benchmark Six Sigma
<b>Shri Vivek Gambhir</b>	Chief Strategy Officer	Godrej



# 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 endeavour 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 100,990 resources that comprise 74,435 book/CD volumes, 17,481 bound periodicals, and 452 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 40,500 articles on above areas. In addition to these, its collection includes research reports, company reports, statistical annual publications, case studies, CD-ROMs, video-cassettes, etc. The Library has a special collection on **e-resources** for both the Centers, i.e. Delhi and Kolkata. The Library is also having a specialized Centre — **the WTO Resource Centre**, which provides rich information exclusively

### POSITION OF LIBRARY ACQUISITIONS DURING 2013-14

Section	Acquisition in 2013-14	Total as on 31.3.2014
Books, Reports, Video Cassettes & CD-ROMs	427	74,435
Documents	NIL	9,122
Bound volumes of periodicals (incl. journals received free of cost)	100	17,481
Subscribed/Complimentary Journals	Nil	452
Databases/Online Sites incl. Complimentary e-Journals	2	31
<b>Total</b>	<b>529</b>	<b>101,521 *</b>

\* 3 databases discontinued and 2 new databases added.

on WTO and related issues. 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 the Departments of Government of India, Export Promotion Councils, Commodity Boards and other trade promotion organizations.

Section-wise distribution of the Library acquisitions during 2013-14 is given in the Table.

### e-Resources

In order to facilitate online access of information round the clock to its readers at both the Centres, 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, IndiaStat.com, InsideTrade.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, e.g. in 2013, 'Datamonitor 360' and 'China Scope Financial' have been added. These databases provide valuable information on countries studies; statistical data on agriculture, economy, demography, labour, media, education market forecast, market reports; annual data of companies and 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 innovation is the web OPEC development on intranet, in which reader can access, download and print e-books, articles, etc. by clicking on the symbol 'e' (Internet), wherever available.

## 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 exclusively in the field of 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 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 for Ministry of Commerce & Industry. Till date, the collection in WTO Resource Centre comprises of 8,000 articles and 4,301 books.

Research scholars from various universities/institutions of both India and abroad make use of the Library for their Doctoral and Post-doctoral research work.

## KOLKATA CAMPUS

The library at Kolkata Campus is gradually growing with resources of traditional type as well as electronic and virtual information. It includes over 3,300 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 of documents in the field of Management, Statistics, Economics, Mathematics, Marketing, International Trade, Psychology, Operation Research, Business Communication, Advertising, 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 Bengali, Hindi, Spanish, German, Italian, French, etc. 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 the users throughout the year except the government 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 profiles, country reports, books, trade publications, newspapers, 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 as 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, IndiaStat, 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.

### POSITION OF LIBRARY ACQUISITIONS DURING 2013-14

Resources	Acquisition in 2013-14	Total as on 31.3.14
Books (Complimentary and Purchased)	53	3316
Journals (Complimentary and Purchased)	-	86
Bound Volumes	49	778
Databases/Online resources	Combined Subscription from Delhi Campus	Same as Delhi campus

# Computer Centre at IIFT

## Delhi Campus

The state-of-the-art infrastructure facility at IIFT includes well equipped computer centre which caters to the specific requirements of students and faculty. Most of the activities which require IT support revolve around the training and research activities. The computer lab for the students is open 24 hours with adequate number of desktop connections. This facility also houses the provision to conduct online assessment activities by the faculty. In addition to the above, more than 350 desktop computers (Core 2 duo and i5) with Windows OS and colour monitors have been installed. These are fully supported with application software such as Novell Groupwise, Microsoft Lync Communication, Oracle, VB, Microsoft project, Java, SPSS, E-Views, SAS, etc. India Trade & Prowess databases from CMIE are also available on the Institute's network.

IIFT has its Data Centre equipped with Unified Storage, Virtualised Server Environment, Web Servers, EmailServers, etc. For its internet requirements, the IIFT avails 50 MBPS leased line from two different ISPs on load balancing. The Server infrastructure of the Institute comprises: Three CISCO Servers with EMC unified storage system; Three HP Servers; and Two Dell Servers.

Apart from this, IIFT also uses video conferencing facility for placement, training, research activities besides connecting IIFT Delhi & Kolkata for internal meetings, etc.

IIFT's recent foray in the online education platform has been possible with the state-of-the-art IT infrastructure support being provided for the conduct of these online programmes which has enabled IIFT to conduct online sessions on a real time basis using broadband facility.

The Institute has a multi-tiered network infrastructure in place. Buildings inside the campus are well connected with fiber network. The network infrastructure is at layer 3 switching level that helps to interconnect all components together on one platform. Institute's network is also supplemented with managed Wi-Fi supporting 802.11n and standards. Over 1500 users

have access to this network. Apart from this, classrooms are adequately equipped with LCD projectors and PCs.

IIFT has developed several enterprise applications in-house using .NET, ASP, Oracle and SQL platforms. These applications cater to on-campus as well as off-campus programmes of the Institute. Some of these are:

- (a) **Campus 360 solution:** A fully integrated platform that provides convergence facility to the faculty with the students and the programme office. The Campus 360 enables online attendance, sharing of courseware, result processing, online quiz, opinion polls, assignment submission, research project submission, elective selection, port visit option, language selection and many more related activities.
- (b) **Placement portal:** A portal which caters to students during placement and it includes modules such as CV uploader, apply for companies, CV template creator and Administrative modules such as CV search, best-suit CV builder, CV download, CV bundle creator and CV links to companies.
- (c) **Employee Information System:** A complete repository of information related to employee such as Salary Slip, CPF details, Income Tax details, Profile, etc. This software enables monthly salary process and reduces the burden of manual work.
- (d) **Result Processing & Grading:** A solution for Institute's result processing which includes, conversion of students' scores into letter grades, GPA & CGPA details, mark-sheet printing, internal marks uploading, etc.
- (e) **Virtual classroom for various programmes:** It includes courseware upload, schedules, planners, feedback, quiz, etc.

## Kolkata Campus

Computer lab at IIFT Kolkata is well equipped with computers for students' access. Wi-Fi services are also made available to the students in the Campus. IT services available at IIFT Delhi are being extended to IIFT Kolkata over NLD lines. There are two NLD connections from two different ISPs in order to provide uninterrupted access to the resources available at IIFT Delhi.

# Publications

THE Institute has brought out the following periodicals/publications during the year 2013-14, in addition to various brochures, prospectus and folders:

## Foreign Trade Review

The Institute's quarterly journal, *Foreign Trade Review* (FTR), is an international quarterly journal 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 foreign trade in the context of India's integration with world economy and global economy in general. It publishes papers from experts, academicians, researchers, trade and industry having a track record of proven expertise in the field.

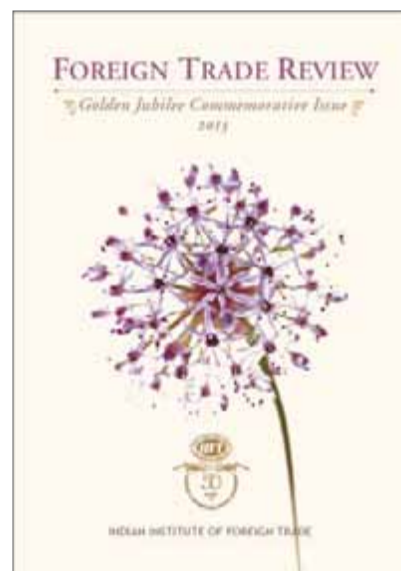
With SAGE collaboration, the journal aims to attract research papers from renowned experts not only from India but also from various developed and developing countries.

In the year 2013, as the Institute celebrated its 50 years of dedication to the nation, it was felt to bring out a Commemorative Issue of *Foreign Trade Review* (FTR), compiling some of its well-articulated research articles.

Twenty articles were carefully chosen with in-depth analysis, academic rigour and extensive coverage of ever-changing policy issues. Although some of the articles remain critical to their own time frame, yet they bear a great significance to the evolution of international trade and business. Prominent contributors to this Issue are President of India Shri Pranab Mukherjee, former Prime Minister Dr. Manmohan Singh, former Minister Shri Mani Shankar Aiyar and Shri H.D. Shourie, Dr. Vijay Kelkar and many

others. This issue proved useful for the academicians, researchers, policy-makers and trade and industry experts, who take huge interest in this area for their intellectual exercise, policy analysis and trade information.

Honourable President of India Shri Pranab Mukherjee released the Commemorative Issue on 2 May 2013, while inaugurating the Golden Jubilee Celebrations of the Institute.



Another publication titled "The Journey" was also brought out on this occasion. It enables us to revisit the history and analyze the eventful transformation that the Institute has transcended over the past five decades from a mere foreign trade facilitator to a Centre of Excellence in trade and international business.

## 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.

From January 2014 onwards, the *Focus WTO* is being published as a quarterly journal.

## Research Papers published by IIFT Faculty

### Dr. Satinder Bhatia, Chairperson

#### **Publications:**

- Rejuvenating Public-Private Partnerships (PPPs) in Asia, *International Journal of Computers and Technology* (international journal from USA), March 2013.
- Need for Greater Regulation of Non-GAAP/Non-IFRS Information, in the internationally reviewed *Basic Research Journal of Business Management and Accounting*, ISSN 2315-6899; Vol 2(5), pp. 42-45.
- The Central Theme of Sand Mining, *Hindu Business Line* newspaper, 10 August 2013.

### Dr. R.P. Datta, Professor

#### **Publications:**

- Towards a Privacy Preserving Data Mining Framework - An Indian Perspective, *International Journal of Business Information Systems*,

accepted for publication in April 2013. Showing under forthcoming articles in <http://www.inderscience.com/info/ingeneral/forthcoming.php?jcode=ijbis>

### Dr. Ranajoy Bhattacharya, Professor

#### **Publications:**

- Estimating the Impact of the India-ASEAN Free Trade Agreement on Indian Industries (Co-author: Avijit Manadal), *South Asia Economic Journal*, Vol 15, No.1, January - June 2014.
- Globalization and Labour Markets, in *Development and Sustainability*, (ed) S. Banerjee and A. Chakravarty, Springer International, New York, 2013.
- Catching Up in Terms of Product Quality (Co-author: Munmun Mukherjee), in *Trade Globalization and Development*, (ed.) R. Acharyya, Springer Verlag International, New York, 2013.

### Dr. O.P. Wali, Consultant at Professor Level

#### **Publications:**

- An Empirical Analysis of Perceived Significance of Information Security Service Quality to Predict the Organizational Performance in Software Service Industry (Co-author: Sanjay Bahl), *CSI Transactions on ICT*, July 2013 (Springer).
- Perceived Significance of Information Security Governance to Predict the Information Security Service Quality in Software Service Industry – An Empirical Analysis (Co-author: Sanjay Bahl), *Information Management & Computer Security*, Vol. 22 Issue 1 2013 (Emerald).
- Manual on Electronic Data Interchange for Indian Exporters sponsored by FICCI (Co-author: Deepankar Sinha, IIFT Kolkata).

### Dr. Deepankar Sinha, Associate Professor

#### **Publications**

- Analysing Port Performances and Logistics Costs: A Multidimensional Causal Approach, *IIFT*



*Working Paper Series*, 2013, <http://cc.iift.ac.in/research/research.asp?menuid=24>

- Dimensions of Changing Directions of Trade – A System Dynamics Framework, *India-Canada Trade and FDI Bilateral Flows*, Allied Publishers, ISBN: 978-81-8424-818-0, 2013.

**Presentations:**

- Measuring Efficiency of Indian Ports – An Integrated Approach based on Rotated Factor Analysis and DEA, paper for Golden Jubilee Conference of the Indian Econometric Society (TIES), Indira Gandhi Institute of Development Research (IGIDR), Mumbai, 22-24 December 2013.
- Relevance of DEA to the Estimation of Productive Efficiency in the Indian Port Industry, paper for International Conference organized by International Society for Data Envelop Analysis (DEA) at Samsun, Turkey, 27-30.06.2013.
- System Dynamics Simulation of a Supply Chain Intelligence Model, paper for International Conference on Supply Chain & Logistics Management (ICSCLM 2013), BIMTECH & University of Hull, UK, 2013.

**Dr. Sheeba Kapil, Associate Professor**

**Publications:**

- *Fundamentals of Financial Management*, Pearson Education, 2013.
- Inorganic Growth of Technology Sector Firms in Emerging Markets: Influence of Firm-Specific Factors in Indian Firms M&A Activities, *International Journal of Emerging Markets* (Emerald) Vol 10 issue 3, 2013.
- Determinants of Acquisitions in Chinese Technology Firms: An Empirical Investigation, *Asia Pacific Journal of Business Administration* (Emerald) Vol 7 issue 1, 2013.
- Joined as a member for M&A forum by ASSOCHAM, New Delhi.

**Dr. Saswati Tripathi, Associate Professor**

**Publications:**

- Two Phase Algorithm for Solving VRPTW Problems (Co-author: Bhawna Minocha), *International Journal of Artificial Intelligence and Expert System*, Vol. 4, Issue 1, pp. 1-15, 2013.
- A Hybrid Ant Colony System for Vehicle Routing Problem with Time Windows (Co-author: Bhawna Minocha), *International Journal of Emerging Technologies in Computational and Applied Sciences*, Vol 4, Issue1, pp. 92-96, 2013.

**Dr. Rajender Prasad Sharma, Associate Professor**

**Publications:**

- Trends in Shared Services for Sustainable Business Impact (Co-author: S. Majumder), accepted for publication in *The Aletrnative*, September 2014, issue of BIT, Mesra.

**Presentations:**

- Product Augmentation in the Cement Industry (Co-author: G.N. Sharma), presented at the National Conference at Pacific University.
- Green Marketing in India (Co-author: Namrata Maheshwari) presented in the National Conference at Pacific University.

**Dr. Prabir Kumar Das, Associate Professor**

**Publications:**

- Nonlinear Statistical Models and its Applications to Diffusion of Mobile Telephony in India, *Annals of Pure and Applied Mathematics*, Vol.5, No. 1, pp. 64-70, 2013.

**Dr. Saikat Banerjee, Associate Professor**

**International Case:**

- Onergy: Developing a Social Entrepreneurship Start-up Brand (Co-authored), Ivey Publishing, Richard Ivey School of Business Foundation, Richard Ivey Business School, University of Western Ontario, Canada; Product No. 9B13A045, Publication Date: 01/14/2014, Link: <https://>

www.iveycases.com/ProductView.aspx?id=60746.

**Publications:**

- Effectiveness of Disease Awareness Advertising in Emerging Economy: Views of Health Care Professionals of India (Co-authored), *Journal of Medical Marketing: Device, Diagnostic and Pharmaceutical Marketing*, 17 December 2013, doi: 10.1177/1745790413516479, (a Sage UK publication).
- An Empirical Analysis on Attitude of Indian Consumers towards Packaging & Labelling across Different Product Categories, *Journal of Marketing & Communication*, Vol. 8 No. 4, pp. 20-30, 2013.

**Dr. Bibek Ray Chaudhuri, Assistant Professor**

**Publications:**

- Influence of Country of Origin on Product Evaluation of Mobile Phones in India (Co-author: Saikat Bannerjee), *Journal of Asia Business Studies* (Emerald), Accepted 2014.
- Determinants of Manufacturing FDI in India: A Sectoral Analysis (Co-authors: Pradyut Pyne and Abhishikta Roy Chowdhury), *The Journal of Industrial Statistics*, 2 (2), September 2013.

**Dr. Jaydeep Mukherjee, Assistant Professor**

**Publications:**

- Is the Indian Stock Market Cointegrated with Other Asian Markets? (Co-author: S. Rajwani), *Management Research Review* (Emerald Journal), 36 (9), 2013.
- 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 (3), 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.

- Financial Development and Economic Growth in India: A Study in the Presence of Endogenous Structural Breaks, *The IUP Journal of Applied Economics*, 12(4), 2013.
- The Causal Linkage Between FDI and Current Account Balance in India: An Econometric Study in the Presence of Endogenous Structural Breaks (Co-authors: D. Chakraborty and T. Sinha), *Analytical Issues in Trade, Development and Finance: Essays in Honour of Biswajit Chatterjee*, edited by Ghosh and Karmakar, Springer, India, pp. 479-498, 2014.

**Dr. B.K. Sahu, Assistant Professor**

**Publications:**

- Growth & Poverty Nexus in India: Experiences of Some Backward States during Post-Liberalization Period, *Varta*, Vol. XXXIII, No. 1 (ISSN 0970-9177), 2013.
- Drought, Household Risk Coping and Gender in Rain-fed Areas in India, *International Journal of Agricultural Science Research*, 2(8), pp. 238-248 (ISSN 2327-3321), 2013.
- Impacts of Global Down Turn on Indian Economy: Challenges & Opportunity in N.P.M. Verma (ed.), *Recession and its Aftermath: Adjustment in the United States, Australia and the Emerging Asia*, Springer (ISBN 978-81-322-0531-9), 2013.

**Presentations:**

- Building Security for the Low Income Households: An Analysis of Microinsurance in India, a research paper for the Third European Research Conference on Microfinance, University of Agder, Norway, 10 June 2013.
- Does Microinsurance Include the Poor? Findings from a field study in India, a paper for the 2nd International Workshop on Inclusive Finance: Making Finance and Insurance Markets Work for the Poor, XLRI, Jamshedpur, 13-15 September 2013.

- MGNREGA and Household Coping with Drought: A Study of Two Districts in Odisha, a research paper for the International Conference on The MGNREGA in India: Taking Stock and Looking Ahead, Indira Gandhi Institute of Development Research, Mumbai, 26-28 March 2014. (<http://dev.onesquarepixel.com/igidr/public/conference#day-1>)

**Dr. Himani Gupta, Assistant Professor**

***Presentations:***

- Environment Sustainability Initiatives in Indian Business Schools and Future Managers Perspective (Co-author: N. Singhal), paper for ETSD 2014 International Conference on Environment, Technology and Sustainable Developments: Promises and Challenges in the 21st Century, IIITM Gwalior, 2-4 March 2014.
- Green Business Model: Issues, Opportunities and Strategies - A Review (Co-authors: N. Singhal and J. Effong), 1st AIB INDIA- MENA Conference, IIM Udaipur, 9-11 February 2014.

**Dr. Debashis Chakraborty, Assistant Professor**

***Publications***

- 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), in A.N. Ghosh and A. K. Karmakar (ed.), *Analytical Issues in Trade, Development and Finance: Essays in Honour of Biswajit Chatterje*, Springer, New Delhi, India, 479-498, 2014.
- Influence of Subsidies on Exports: Empirical Estimates, Policy Evidences and Regulatory Prospects (Co-authors: S. Mukherjee and J. Chaisse), *IIFT Working Paper No. 22*, 2014.
- The Economic Aspects of India's Foreign Policy, in Amitabh Mattoo and Happyman Jacob (Eds.), *India and the Contemporary International System: Theory, Policy and Structure*, Australia India Institute Foreign Policy Series III, Australia India Institute, Regional Centre for Strategic

Studies and Manohar Publishers, pp. 157-193, New Delhi, 2014.

- Fisheries Subsidies and Export Access in Developed Countries: An Empirical Analysis for Select Developing Countries (Co-authors: J. Chaisse and A. Kumar), in B. Mercurio and K. Ni (Eds.), *Science and Technology in International Economic Law: Balancing Competing Interests*, Routledge, pp. 241-259, 2014.
- India's Medical Service: Implications for the Potential Sino-Indian Collaboration (Co-author: B. Nag), *Taiwanese Journal of WTO Studies*, 24, pp. 119-154, 2013.
- Deconstructing Service and Investment Negotiating Stance: A Case Study of India at WTO GATS and Investment Fora (Co-authors: J. Chaisse and J. Mukherjee), *Journal of World Investment and Trade*, 14: 44-78, 2013.
- Is Environmental Performance Influenced by Socio-economic and Socio-Political Factors? Cross-Country Empirical Evidences (Co-author: S. Mukherjee), *Sustainable Development*, 21(6): 353-371, 2013.
- Does Trade and Investment Flows Lead to Higher CO<sub>2</sub> Emissions? Some Panel Estimation Results (Co-author: S. Mukherjee), *IIFT Working Paper No. 21*, 2013.
- Fiscal Subsidies and Environmental Sustainability: What Does the Cross-Country Empirical Estimates Suggest? (Co-author: S. Mukherjee), *Foreign Trade Review*, 48(3): 383-397, 2013.
- How do Trade and Investment Flows Affect Environmental Sustainability? Evidence from Panel Data (Co-author: S. Mukherjee), *Environmental Development*, 6, pp. 34-47, 2013.

***Presentations***

- An Analysis of the Recent Indian engagements in Comprehensive Trade Agreements in East and Southeast Asia (Co-author: Mansi Kedia) at International Conference on Trade in Services and Asian Economic Integration: Implications for Taiwan, Taipei, 14 November 2013.

- Human Development and Growth Experience: Considerations for Uttar Pradesh in the Indian Canvas (Co-author: S. Mukherjee) at the National Conference on Education and Health: Special focus on Uttar Pradesh, jointly organized by Glocal University and E&H Foundation, Glocal University, Saharanpur, 15-16 October 2013.

## Publications by Faculty of the Centre for WTO Studies

Following papers/ books by the Centre's faculty have been published in 2013-14 by institutions outside CWS:

### Dr. Murali Kallumal, Associate Professor

#### **Publications:**

- *SPS Measures and Market Access Implications for Agricultural Trade*, Lambert Academic Publication, Germany.
- Trade Creation and Trade Diversion in the India-Sri Lanka Free Trade Agreement: A Sector Specific

Analysis, *Journal of Economic Policy and Research*, vol. 8, no.1, Oct 2012-March 2013.

- India's Comprehensive Trade Agreements: Implications for Development Trajectory, *Economic & Political Weekly*, 3 August 2013, Vol. XLVIII, No. 31.
- SPS Measures and Possible Market Access Implications for Agricultural Trade in the Doha Round: An Analysis of Systemic Issues, *ARTNeT Working Paper No. 116*, Bangkok.
- Doha Negotiations and India's Trade in Environmental Goods: Analysis of NAMA Sectoral Impact, *FREIT Working Paper, No. 587*, (July 2013)

### Dr. Sachin Kumar Sharma, Consultant

#### **Publications:**

- Doha Negotiations and Domestic Support to Agriculture Sector in USA, *Journal of Economic Policy and Research*, Vol. 8, October 2012-March 2013.

# राजभाषा हिंदी की गतिविधियां



श्री प्रणब मुखर्जी, माननीय राष्ट्रपति, हिंदी के श्रेष्ठ कार्यान्वयन के लिए संस्थान के निदेशक डा. सुरजित मित्रा को इंदिरा गांधी राजभाषा पुरस्कार प्रदान करते हुए।

संस्थान को हिंदी के श्रेष्ठ कार्यान्वयन के लिए लगातार तीसरी बार 14 सितम्बर 2013 को हिंदी दिवस समारोह के अवसर पर राष्ट्रपति महोदय द्वारा इंदिरा गांधी राजभाषा पुरस्कारों की श्रेणी में 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।

**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 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 कर दिए गए हैं।

**3. संस्थान की द्विभाषी वेबसाइट** — संस्थान की वेबसाइट 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 कर्मचारियों को हिंदी शिक्षण योजना आर के पुरम कार्यालय के लिए नामित किए जाने के लिए प्रस्ताव है।

**5. तिमाही बैठक** — वर्ष 2013–14 के दौरान राजभाषा नियमों के अनुपालनार्थ प्रत्येक तिमाही में निदेशक महोदय की अध्यक्षता में विभागीय राजभाषा कार्यान्वयन समिति की बैठकों का आयोजन किया गया। इन बैठकों के दौरान संस्थान में राजभाषा कार्यों की समीक्षा व प्रगामी प्रयोग संबंधी निर्णय लिए गए। बैठकों की तिथि निम्न प्रकार हैं :

तिमाही	आयोजन की तिथि
जनवरी से मार्च	26 मार्च 2014
अक्टूबर से दिसम्बर	30 दिसम्बर 2013
जुलाई से सितम्बर	10 सितम्बर 2013
अप्रैल से जून	19 जून 2013

**6. हिंदी कार्यशाला** — संस्थान में हिंदी कार्यशालाओं का नियमित आयोजन किया गया। ये कार्यशालाएं अधिकारियों/कर्मचारियों को हिंदी में कार्य करने के लिए प्रेरित एवं प्रशिक्षित करने के उद्देश्य से आयोजित की गईं। वर्ष 2013–14 में हिंदी कार्यशालाओं की तिथि इस प्रकार हैं :



तिमाही	आयोजन की तिथि
जनवरी से मार्च	27 मार्च 2014
अक्टूबर से दिसम्बर	27 दिसम्बर 2013
जुलाई से सितम्बर	11 सितम्बर 2013
अप्रैल से जून	26 जून 2013

**8. हिंदी में प्रकाशन** — संस्थान की वार्षिक रिपोर्ट वर्ष 2012–13 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 का प्रकाशन किया गया। पत्रिका में संस्थान की मुख्य गतिविधियाँ तथा राजभाषा के नियमों के अतिरिक्त आईआईएफटी परिवार अपने मन की बात कविता, कहानी, नाटक, निबंध I, आदि के माध्यम से व्यक्त करता रहा है। इससे सृजनात्मकता को बढ़ावा मिलता है एवं विचारों का आदान-प्रदान होता है।

**9. निरीक्षण** — 30 अगस्त 2013 को वाणिज्य मंत्रालय के राजभाषा विभाग से आए वरिष्ठ अधिकारियों ने संस्थान में राजभाषा कार्यों का निरीक्षण किया। निरीक्षण के दौरान अधिकारियों द्वारा राजभाषा हिंदी के अधिक से अधिक प्रचार-प्रसार हेतु दिए गए सुझाव व सभी आश्वासन पूरे किए गए।

**10. संस्थान में हिंदी पखवाड़ा** — संस्थान के दिल्ली परिसर में 16–30 सितम्बर 2013 के दौरान हिंदी पखवाड़े का आयोजन किया गया। राजभाषा हिंदी के अधिकाधिक प्रचार-प्रसार के लिए प्रोत्साहन के अंतर्गत निबंध लेखन, प्रश्नोत्तरी एवं हिंदी टिप्पण प्रारूपण जैसी प्रतियोगिताओं का आयोजन किया गया। निदेशक महोदय ने प्रतियोगिता विजेताओं को नगद पुरस्कार व प्रमाण-पत्र प्रदान कर सम्मानित किया। पुरस्कार विजेता कर्मचारी निम्न प्रकार हैं।

निबंध प्रतियोगिता के प्रथम चार पुरस्कार विजेता कर्मचारी		
श्रीमती नीरू वर्मा	प्रथम पुरस्कार	₹1500
श्री एस.बालासुब्रमणियन	प्रथम पुरस्कार (हिंदीतर)	₹1500
श्रीमती बी. पंक्ति	द्वितीय पुरस्कार (हिंदीतर)	₹1300
श्री अतुल कुमार	द्वितीय पुरस्कार	₹1300

प्रश्नोत्तरी प्रतियोगिता के पुरस्कार विजेता कर्मचारी		
श्री करुण दुग्गल	प्रथम पुरस्कार	₹1500
श्रीमती नीरू वर्मा	प्रथम पुरस्कार	₹1500
श्री राकेश कुमार ओझा	द्वितीय पुरस्कार	₹1300
श्रीमती चंचल नवीन ठाकुर	द्वितीय पुरस्कार	₹1300

हिंदी टिप्पण प्रारूपण प्रतियोगिता के पुरस्कार विजेता कर्मचारी		
श्री जितेंद्र सक्सेना	प्रथम पुरस्कार	₹1500
श्री बरुण भट्टाचार्य	प्रथम पुरस्कार (हिंदीतर)	₹1500
श्री राकेश	द्वितीय पुरस्कार	₹1300
कु. सीमा शर्मा	द्वितीय पुरस्कार	₹1300

हिंदी पखवाड़ा के अंतर्गत कार्यक्रमों की कड़ी में हास्य कवि सम्मेलन का आयोजन किया गया जिसके दौरान श्री शंभू शिखर व उनके साथी कवियों को आमंत्रित किया गया।

**समापन समारोह** — डॉ. एस. मित्रा, निदेशक, भारतीय विदेश व्यापार संस्थान ने समापन समारोह पर आए सभी मेहमानों का स्वागत किया तथा प्रतियोगिताओं के सहभागी विजेताओं को नगद पुरस्कार व प्रमाण-पत्र प्रदान किए। इसी श्रृंखला में हर वर्ष की भांति साहित्य कला परिषद के सौजन्य से सांस्कृतिक रंगारंग कार्यक्रम का आयोजन किया गया।

### कोलकाता परिसर में हिंदी पखवाड़ा

कोलकाता सेंटर पर 16–30 सितम्बर 2013 के दौरान हिंदी पखवाड़ा का आयोजन किया गया। इसकी शुरुआत शपथ ग्रहण समारोह से की गई, जिसमें सभी सहभागी संकाय सदस्यों, अधिकारियों तथा कर्मचारियों ने अधिकाधिक राजकीय कार्य हिंदी में करने की शपथ ली। तदोपरान्त डा. के. रंगराजन, अध्यक्ष कोलकाता केंद्र ने दीप प्रज्वलित कर कार्यक्रमों का शुभ आरंभ कराया। कार्यक्रमों की श्रृंखला में कविता पाठ, निबंध लेखन, प्रश्नोत्तरी आदि प्रतियोगिताएं आयोजित की गईं तथा सहभागी विजेताओं को पुरस्कार के रूप में प्रमाण-पत्र व नगद राशि ₹1,500, ₹1,300 तथा ₹1,200 दी गईं।

# 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 2014, 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, & 8 of Notes to Accounts (Schedule 17) which relate to certain non-reconciled accounts, confirmation and subsequent reconciliations if any related to Income, Current Assets, Loans & Advances and Current Liabilities and Debit & credit balances. Pending reconciliation and confirmation of these balances, we are unable to comment on the same.*
4. *Attention is invited to note 7 of Notes to Accounts (Schedule 17) where Institute has carried out the physical verification of fixed assets through a Chartered Accountant Firm, resulting in certain differences between Gross Block of Fixed Assets, Accumulated Depreciation, Net Block as at 31-3-2014 and in Depreciation for the Financial year 2013-2014, pending the reconciliation of such differences, we are unable to comment on gross block, net block and accumulated depreciation of fixed assets as at 31-3-2014 and depreciation for the year 2013-2014 of the Indian Institute of Foreign Trade.*
5. 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 & Payment Account dealt with by this report are in agreement with the books of account;
  - (d) In our opinion, *subject to point number 3 & 4* 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 2014,
    - (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: 25 September 2014

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

# INDIAN INSTITUTE OF FOREIGN TRADE

## BALANCE SHEET AS AT 31<sup>ST</sup> MARCH 2014

(Amount : ₹)

Particulars	Schedule	31-03-2014	31-03-2013
<b>CORPUS/CAPITAL FUND AND LIABILITIES</b>			
Corpus, Capital & Other Funds	1	1,422,021,742	1,159,951,106
Earmarked/Endowment Funds	2	29,110,818	28,271,881
Current Liabilities and Provisions	3	388,751,292	238,009,328
TOTAL		1,839,883,852	1,426,232,315
<b>ASSETS</b>			
Fixed Assets	4	326,965,765	322,186,334
Investments in Earmarked Funds	5	29,110,818	28,271,881
Investments in Others	6	542,856,259	525,951,252
Current Assets, Loans, Advances, etc.	7	787,444,934	430,657,649
Interest Accrued on Investments	7A	153,506,077	119,165,199
TOTAL		1,839,883,852	1,426,232,315
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: 25 September 2014

# INDIAN INSTITUTE OF FOREIGN TRADE

## INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON 31<sup>ST</sup> MARCH 2014

(Amount : ₹)

Particulars	Schedule	31-03-2014	31-03-2013
<b>A. INCOME</b>			
Income from Services	8	541,404,580	513,351,256
Grants	9	27,006,162	–
Grant – Centre for WTO Studies	9A	80,000,000	50,500,000
Income from CWS	9B	1,432,259	13,278,113
Fees/Subscriptions	10	55,202	166,396
Income from Royalty, Publications, etc.	11	146,202	32,916
Interest Earned	12	37,871,897	16,952,228
Interest Accrued on Investments	12A	44,111,218	36,597,120
Other Income	13	6,482,053	4,944,319
Prior-Period Items	13A	20,431,629	3,248,268
<b>TOTAL (A)</b>		<b>758,941,202</b>	<b>639,070,616</b>
<b>B. EXPENDITURE</b>			
Establishment Expenses	14	176,949,386	178,287,495
Other Administrative Expenses, etc.	15	233,303,503	232,002,609
Depreciation – (Corresponding to Schedule 4, excluding on funded assets)		10,980,535	26,540,099
Prior-Period Items	15A	9,850,600	6,897,425
Expenses for Centre for WTO Studies	15B	77,118,334	69,914,196
<b>TOTAL (B)</b>		<b>508,202,357</b>	<b>513,641,824</b>
<b>Balance being excess of Income over Expenditure (A – B)</b>		<b>250,738,845</b>	<b>125,428,792</b>

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: 25 September 2014

**INDIAN INSTITUTE OF FOREIGN TRADE**  
**RECEIPTS AND PAYMENTS FOR THE YEAR ENDED ON 31<sup>ST</sup> MARCH 2014**

(Amount : ₹)

Receipts	31-03-2014	31-03-2013	Payments	31-03-2014	31-03-2013
<b>I. Opening Balances</b>			<b>I. Expenses</b>		
(a) Cash and Stamps in Hand	–	70	(a) Establishment Expenses	152,613,769	16,369,449
(b) Bank Deposits			(b) Administrative Expenses	605,395,371	442,544,068
(i) Current Accounts	-17,167,994	1,744,081			
(ii) Deposit Accounts (STD)	292,131,658	65,692,552	<b>II. Investments and Deposits made</b>		
<b>II. Grants Received</b>			(a) Out of own Funds (Investments - Others)	14,369,982	234,912,432
(a) From Government of India	494,700,000	449,778,113			
<b>III. Income on Investments from</b>			<b>III. Expenditure on Fixed Assets &amp; Capital Work-in-Progress</b>		
(a) Earmarked/Endowment Funds	306,748	209,740	(a) Purchase of Fixed Assets	6,003,456	4,675,944
<b>IV. Interest Received</b>			<b>IV. Other Payments</b>	95,301,048	341,190,559
(a) On Bank Deposits	39,757,137	16,756,134			
(b) Loans, Advances, etc.	194,598	–	<b>V. Closing Balances</b>		
<b>V. Other Income</b>			(a) Cash & Stamps in Hand	–	–
(a) Market Survey/Seminar Fee, Training Fee/Property Income	606,368,432	463,749,122	(b) Bank Balances		
<b>VI. Other Receipts</b>			(i) Current Accounts	-7,768,864	-17,167,994
(a) Maturity of FD	5,347,414	217,852,211	(ii) Deposit Accounts (STD)	617,103,778	292,131,658
(b) Miscellaneous	61,357,270	98,842,344	(iii) Saving Accounts	11,722	–
<b>VII. Sale of Fixed Assets</b>	35,000	31,749			
<b>TOTAL</b>	<b>1,483,030,263</b>	<b>1,314,656,116</b>	<b>TOTAL</b>	<b>1,483,030,263</b>	<b>1,314,656,116</b>

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: 25 September 2014



**INDIAN INSTITUTE OF FOREIGN TRADE**  
**SCHEDULES FORMING PART OF THE BALANCE SHEET**  
**AS AT 31<sup>ST</sup> MARCH 2014**

**SCHEDULE 1: CAPITAL, CORPUS FUND & OTHER FUNDS**

(Amount : ₹)

Particulars	31-03-2014		31-03-2013	
<b>A. CAPITAL FUND</b>				
<b>Balances as at the beginning of the year</b>				
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	144,368,684		114,051,690	
Additions during the year	10,835,379	155,204,063	30,316,994	144,368,684
Balance of other grants as at the beginning of the year	228,627,110		228,627,110	
Less/Add: Transferred to Gratuity Reserve Fund/Leave Encashment Reserve Fund	504,460		—	
Balance of other grants as at the end of the year		228,122,650		228,627,110
<b>Donated Asset Fund</b>				
Opening Balance	11,014		14,679	
Less: Depreciation	3,666	7,348	3,665	11,014
<b>Permanent Membership</b>	11,263,521		10,708,542	
Add: Interest (less adjustments)	494,105	11,757,626	554,979	11,263,521
<b>B. CORPUS FUND</b>				
Balance as at the beginning of the year	549,951,075		427,271,245	
Add: Balance of net income transferred from Income & Expenditure Account	250,738,845		129,092,294	
	800,689,920		556,363,539	
Less/Add: Transferred to Pension Corpus	70,214	800,619,706	6,412,464	549,951,075
<b>C. Gratuity Reserve Fund</b>		43,440,769		38,866,899
<b>D. Leave Encashment Reserve Fund</b>		12,793,914		16,863,324
<b>E. Pension Corpus</b>		9,287,597		9,211,410
<b>TOTAL</b>		1,422,021,742		1,159,951,106

**INDIAN INSTITUTE OF FOREIGN TRADE**  
**SCHEDULES FORMING PART OF THE BALANCE SHEET**  
**AS AT 31<sup>ST</sup> MARCH 2014**

**SCHEDULE 2 – EARMARKED/ENDOWMENT FUNDS**

Particulars	Fund-wise Break-up									(Amount : ₹)
	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 1.4.2013)	5,660,478	7,027,641	1,567,121	4,135,109	7,124,904	1,680,387	2,075	7,324	26,451	
(b) Additions to the funds during 2013-14										
(i) Income from investments made on account of funds	125,106	312,531	62,506	187,499	624,998	100,000	1,328	375	1,250	
(ii) Other additions										
TOTAL (a+b)	5,785,584	7,340,172	1,629,627	4,322,608	7,749,903	1,780,387	3,404	7,699	27,701	
(c) Utilisation/Expenditure towards objectives of the funds										
(i) Revenue expenditure										
- Salaries, wages and allowances, etc. (incl. prog. expenses)										
- Other administrative expenses					20,000	382,400	725			
- Adjustments (Interest reversal, etc.)	21,727									
TOTAL (c)	21,727	-	-	-	20,000	382,400	725	-	-	
NET BALANCE AT THE END OF THE YEAR (a+b-c)	5,763,857	7,340,172	1,629,627	4,322,608	7,729,903	1,397,987	2,679	7,699	27,701	
Previous Year	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 2013-14
	Sumitra Chishti Award	Srinivas Iyenger Award	Rangaswamy Award	Scholarship Receipt A/c	
(a) Opening balance of the funds (as at 1.4.2013)	43,660	13,533	8,821	974,377	28,271,881
(b) Additions to the funds during 2013-14					
(i) Income from investments made on account of funds	3,449	625	374	302,646	1,722,688
(ii) Other additions					
TOTAL (a+b)	47,108	14,158	9,195	1,277,023	29,994,569
(c) Utilisation/Expenditure towards objectives of the funds					
(i) Revenue expenditure	1,400			457,500	480,627
- Salaries, wages and allowances, etc. (incl. prog. expenses)					
- Other administrative expenses					
- Adjustments (Interest reversal, etc.)					
TOTAL (c)	1,400	-	-	457,500	883,752
NET BALANCE AT THE END OF THE YEAR (a+b-c)	45,708	14,158	9,195	819,523	29,110,818
Previous Year	43,660	13,533	8,821	974,377	28,271,881

**INDIAN INSTITUTE OF FOREIGN TRADE**  
**SCHEDULES FORMING PART OF THE BALANCE SHEET**  
**AS AT 31<sup>ST</sup> MARCH 2014**

**SCHEDULE 3 : CURRENT LIABILITIES AND PROVISIONS**

(Amount : ₹)

Particulars	31-03-2014	31-03-2013
<b>A. CURRENT LIABILITIES</b>		
1. Sundry Creditors:	1,746,366	545,625
2. Other Creditors	20,336,440	26,192,464
3. Advances Received	4,571,146	221,488
4. Other Current Liabilities		
(a) Others	63,608,396	133,224,178
(b) Grant Brought Forward	221,180,388	18,947,976
TOTAL (A)	311,442,735	179,131,731
<b>B. PROVISIONS</b>		
1. Gratuity	43,440,769	38,866,899
2. Accumulated Leave Encashment	12,793,914	16,863,324
3. Bonus	248,688	269,412
4. Other provisions	20,825,186	2,877,962
TOTAL (B)	77,308,557	58,877,597
TOTAL (A+B)	388,751,292	238,009,328

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

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

Particulars	Rate of Depreciation	GROSS BLOCK			
		As on 01.04.2013	Additions	Adjustments	As on 31.03.2014
<b>A.</b>					
1. Land					
(a) Leasehold – Delhi Campus	–	27,738,561	–	–	27,738,561
(b) Leasehold – Kolkata Campus	–	1	–	–	1
2. Building					
(a) Freehold	–	–	–	–	–
(b) Leasehold	5.00%	151,444,388	1,576,850	–	153,021,238
3. Furniture & Fixtures, Electrical Equipment, Tape Recorders & Accessories, Audio-Visual Equipment	4.76%	93,608,624	3,012,436	–	96,621,060
4. Vehicles	8.33%	694,136	–	–	694,136
5. Typewriters, Duplicators, Air-conditioners, Transformers, Water Coolers & Office Equipment	6.25%	32,078,621	662,447	–	32,741,068
6. Computer Hardware	25.00%	115,473,067	859,237	–	116,332,304
7. Books	33.33%	26,107,921	1,656,451	–	27,764,372
8. Capital Work-in-Progress		144,665,258	10,835,379	–	155,500,637
<b>TOTAL (A)</b>		<b>591,810,579</b>	<b>18,602,800</b>	<b>–</b>	<b>610,413,378</b>
<b>B.</b>					
<b>Other Fixed Assets</b>					
<b>(a) Assets SIDA</b>					
(i) Photo Copiers, Books/Trade Directory, Printing Machine/ Lettering Machine & Typewriters	6.25%	568,982	–	–	568,982
(ii) Audio-Visual Equipment and Micro Fiche Reader	4.76%	897,520	–	–	897,520
<b>(b) Donated Assets Fund</b>					
(i) Computers	25.00%	2,136,508	–	–	2,136,508
(ii) Fountain & Saraswati Idol	4.76%	77,000	–	–	77,000
<b>TOTAL (B)</b>		<b>3,680,010</b>	<b>–</b>	<b>–</b>	<b>3,680,010</b>
<b>TOTAL (A+B)</b>		<b>595,490,589</b>	<b>18,602,800</b>	<b>–</b>	<b>614,093,388</b>
<b>Previous Year</b>		<b>553,031,645</b>	<b>42,458,942</b>	<b>–</b>	<b>595,490,587</b>

## FOREIGN TRADE

### SHEET AS AT 31<sup>ST</sup> MARCH 2014

(Amount : ₹)

DEPRECIATION					NET BLOCK	
Up to 31.03.2013	Deductions/ Transfers	For the year	Adjustments	Total as on 31.03.2014	As at 31.03.2014	As at 31.03.2013
–	–	–	–	–	27,738,561	27,738,561
–	–	–	–	–	1	1
–	–	–	–	–	–	–
75,126,015	–	3,894,761	–	79,020,776	74,000,462	76,318,373
44,511,753	–	4,575,134	–	49,086,887	47,534,173	49,096,871
198,627	–	57,822	–	256,449	437,688	495,509
10,914,585	–	2,034,677	–	12,949,262	19,791,807	21,164,036
113,710,564	–	1,970,475	–	115,681,039	651,265	1,762,503
25,173,708	–	1,286,836	–	26,460,546	1,303,826	934,213
–	–	–	–	–	155,500,637	144,665,258
269,635,253	–	13,819,707	–	283,454,959	326,958,419	322,175,326
568,982	–	–	–	568,982	–	–
897,520	–	–	–	897,520	–	–
2,136,508	–	–	–	2,136,508	–	–
65,986	–	3,666	–	69,653	7,347	11,014
3,668,996	–	3,666	–	3,672,663	7,347	11,014
273,304,249	–	13,823,373	–	287,127,622	326,965,766	322,186,340
244,282,879	–	29,021,374	–	273,304,253	322,186,340	308,748,766



**INDIAN INSTITUTE OF FOREIGN TRADE**  
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**SCHEDULE 5 : INVESTMENTS IN EARMARKED/ENDOWMENT FUNDS**

(Amount : ₹)

Particulars	31-03-2014	31-03-2013
1. Investments in FDRs	29,110,818	28,271,881
TOTAL	29,110,818	28,271,881

**SCHEDULE 6 : INVESTMENTS – OTHERS**

Particulars	31-03-2014	31-03-2013
1. A. Corpus	477,333,979	461,009,619
B. Gratuity Reserve Fund	43,440,769	38,866,899
C. Leave Encashment Reserve Fund	12,793,914	16,863,324
D. Pension Corpus	9,287,597	9,211,410
TOTAL	542,856,259	525,951,252

**INDIAN INSTITUTE OF FOREIGN TRADE**  
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**SCHEDULE 7 : CURRENT ASSETS, LOANS, ADVANCES, ETC.**

**(Amount : ₹)**

Particulars	31-03-2014		31-03-2013	
<b>A. CURRENT ASSETS:</b>				
1. Inventories:				
(a) Stock of books/stationery/photostat papers, etc. (At cost as certified by the Management)		3,364,995		2,286,781
2. Sundry Debtors:				
(a) Debts outstanding for a period exceeding six months Less: Provision for doubtful debts	34,879,230 2,592,046	32,287,184	13,407,702 2,592,046	10,815,656
(b) Others		50,015,407		91,971
3. Cash & Stamps in Hand		93,870		95,548
4. Bank Balances:				
(a) With Scheduled Banks:				
- Current Account Indian Bank	(7,778,314)		(17,167,994)	
- Short Term Deposits (Sweep Account)	617,103,778		292,131,658	
- SBI Bank Account	21,172	609,346,636	–	274,963,664
TOTAL (A)		695,108,092		288,253,620
<b>B. LOANS, ADVANCES AND OTHER ASSETS:</b>				
1. Loans:				
(a) Staff (incl. staff advances)		9,715,538		11,770,308
2. Advances and other amounts recoverable in cash or in kind or for value to be received:				
(a) Prepayments		7,955,616		4,565,379
(b) Others		50,816,453		103,515,510
3. Tax Deducted at Source		23,849,235		22,552,832
TOTAL (B)		92,336,842		142,499,577
TOTAL (A+B)		787,444,934		430,404,029

**SCHEDULE 7A : INTEREST ACCRUED ON INVESTMENTS (BUT NOT DUE)**

Particulars	31-03-2014	31-03-2013
1. On Long Term Investments	153,506,077	117,491,150
2. On Short Term Investments	–	1,674,050
TOTAL	153,506,077	119,165,200

**INDIAN INSTITUTE OF FOREIGN TRADE**  
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**FOR THE YEAR ENDED ON 31<sup>ST</sup> MARCH 2014**

**SCHEDULE 8 : INCOME FROM SERVICES**

(Amount : ₹)

Particulars	31-03-2014	31-03-2013
1. Income from Services		
(a) Maintenance Services (Equipment/Property)	22,877,549	22,581,850
(b) Training/Research Programmes	518,527,031	490,769,406
TOTAL	541,404,580	513,351,256

**SCHEDULE 9 : GRANTS**

Particulars	31-03-2014	31-03-2013
1. Construction of Kolkata Campus (Received)	383,700,000	330,000,000
Add: B/F from Previous Year	18,947,976	(594,905)
Add: Adjustment of Financial Year 2012-13	1,176,487	–
	403,824,463	329,405,095
Less: Expenditure incurred	190,301,414	310,457,119
Carry Forward to next year	213,523,049	18,947,976
2. Capacity Building Programme for African Nationals (Received)	31,000,000	10,000,000
Add: B/F from Previous Year	3,663,501	(6,336,499)
Less: Expenditure on Programmes	27,006,162	–
Carry Forward to 2014-15	7,657,339	3,663,501
TOTAL	–	–

**SCHEDULE 9A : GRANTS FOR CENTRE FOR WTO STUDIES**

Particulars	31-03-2014	31-03-2013
1 Grants received for Activities of the Centre	80,000,000	50,500,000
TOTAL	80,000,000	50,500,000

**SCHEDULE 9B : WTO INCOME**

Particulars	31-03-2014	31-03-2013
1. Income Received During the Financial Year 2013-14	1,432,259	13,278,113
TOTAL	1,432,259	13,278,113

**SCHEDULE 10 : SUBSCRIPTIONS**

Particulars	31-03-2014	31-03-2013
1. Annual Subscriptions	55,202	166,396
TOTAL	55,202	166,396

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**SCHEDULE 11 : INCOME FROM PUBLICATIONS**

(Amount : ₹)

Particulars	31-03-2014	31-03-2013
1. Income from Publications	146,202	32,916
TOTAL	146,202	32,916

**SCHEDULE 12 : INTEREST EARNED**

Particulars	31-03-2014	31-03-2013
1. On Term Deposits:		
(a) With Scheduled Banks	37,629,988	16,939,776
2. On Loans:		
(a) Employees/Staff	241,909	12,452
TOTAL	37,871,897	16,952,228

**SCHEDULE 12A : INTEREST ACCRUED ON INVESTMENTS**

Particulars	31-03-2014	31-03-2013
1. Interest Accrued on Investments	44,111,218	36,597,120
TOTAL	44,111,218	36,597,120

**SCHEDULE 13 : OTHER INCOMES**

Particulars	31-03-2014	31-03-2013
1. Miscellaneous Income	6,482,053	4,944,319
TOTAL	6,482,053	4,944,319

**SCHEDULE 13A : PRIOR PERIOD ITEMS**

Particulars	31-03-2014	31-03-2013
1. Programme Fee	6,344,560	34,893
2. Publications Income	24,388	63,652
3. Interest on RIPs	11,020,233	—
4. Miscellaneous Income	3,042,448	3,149,723
TOTAL	20,431,629	3,248,268

**SCHEDULE 14 : ESTABLISHMENT EXPENSES**

Particulars	31-03-2014	31-03-2013
1. Salaries, Allowances and Wages	153,160,182	146,223,724
2. Contribution to Provident Fund	11,328,434	10,245,196
3. Staff Welfare Expenses	5,551,566	7,755,774
4. Expenses on Employees' Retirement and Terminal Benefits	4,298,725	11,257,406
5. Others (Faculty Development Programmes)	2,463,552	1,879,384
6. Pay Commission Arrears	146,927	926,011
TOTAL	176,949,386	178,287,495

**INDIAN INSTITUTE OF FOREIGN TRADE**  
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**SCHEDULE 15 : OTHER ADMINISTRATIVE EXPENSES, ETC.**

(Amount : ₹)

Particulars	31-03-2014	31-03-2013
1. Expenses on Security	11,375,104	10,671,906
2. Electricity and Power	21,466,407	20,820,538
3. Repairs and Maintenance	9,302,518	15,318,486
4. Rent, Rates and Taxes	24,565,357	25,944,963
5. Vehicle Running and Maintenance	1,017,058	1,570,136
6. Postage, Telephone and Communication Expenses	2,025,852	1,929,449
7. Printing and Stationery	1,749,087	1,467,661
8. Travelling and Conveyance Expenses	1,079,415	1,216,286
9. Expenses on Seminars/Workshops/Programmes	122,111,937	110,790,695
10. Subscription Expenses (Publication Expenses)	159,936	399,395
11. Auditors Remuneration	43,483	43,206
12. Advertisement and Publicity	804,902	1,949,633
13. Others	37,602,447	39,880,255
TOTAL	233,303,503	232,002,609

**SCHEDULE 15A : PRIOR PERIOD ITEMS**

Particulars	31-03-2014	31-03-2013
1. Salary and Staff Welfare Expenses	1,256,013	2,199,348
2. Programme Expenses	2,428,412	–
3. Printing & Stationery Expenses	15,596	–
4. Postage & Telegram Expenses	6,644	–
5. Repairs & Maintenance	346,151	2,920
6. Legal and Consultancy Charges	–	5,618
7. Rent, Rates and Taxes	70,929	826,094
8. Miscellaneous Expenses	5,726,855	3,863,445
TOTAL	9,850,600	6,897,425

**SCHEDULE 15B : EXPENSES FOR CENTRE FOR WTO STUDIES**

Particulars	31-03-2014	31-03-2013
1. Salaries & Wages	29,276,948	24,071,506
2. General Expenses	15,971,801	3,769,421
3. Magazines and Periodicals	1,681,028	293,281
4. Seminars/Workshops/Conferences, etc.	22,930,853	24,212,725
5. Lease Rent	3,600,000	3,600,000
6. Others	3,657,704	13,967,263
TOTAL	77,118,334	69,914,196



## 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, and 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. STOCK 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 for main work. 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 ₹49,88,882 (accumulating to ₹4,34,40,769; previous year ₹3,88,66,899) has been made during the year. Gratuity of ₹4,15,012 paid during the year has been adjusted against opening provision.
3. Provision for accumulated leave encashment benefit to the employees has been reduced to the extent of ₹18,52,682 (accumulating to ₹1,27,93,914; Previous year ₹1,68,63,324). Accumulated Leave of ₹22,16,728 encashed during the year has been adjusted against opening provision.
4. Provision for doubtful debts amounting ₹25,92,046 is standing in the books.
5. Fee received by IIFT is not reconciled under proper heads and respective years. Fee recoverable also needs to be reconciled. At certain instances unidentified amounts received by IIFT is credited under Miscellaneous income instead of crediting under the proper heads. At certain instances the Institute has booked the incomes on cash basis rather than on accrual basis. This fee received needs to be reconciled.
6. The Chartered Accountant firm M/s Lunawat and Co. that has been awarded the assignment for reconciliation of sweep account has reported that the balance in sweep account as per books of account of the Institute will increase from ₹28.63 crore to ₹28.78 crore as on 31.03.2013. The necessary rectification entries have been passed in the books of accounts.
7. M/s Lunawat and Co. Chartered Accountant firm has derived the Gross Block of fixed assets available during the physical verification on the basis of FIFO method. The value of Gross Block as derived is ₹46.39 crore as compared to the Gross value of fixed assets as per financial statement of the Institute as on 31.03.2013 is ₹59.55 crore.

On the basis of M/s Lunawat & Co. Chartered Accountant firm report the balances related to fixed asset position as at 31-03-2014 are : Gross Block of Fixed Assets amounting to ₹47.3 crore, Accumulated Depreciation amounting to ₹17.7 crore, Net Block of Assets amounting to ₹29.6 crore and depreciation for the financial year 2013-14 is amounting to ₹1.07 crore.

Schedule 4 of Balance Sheet of the Indian Institute of Foreign Trade presents the Gross Block of Fixed Assets amounting ₹61.41 crore, Accumulated depreciation amounting to ₹28.71 crore, Net Block of Fixed Assets amounting ₹32.7 crore and Depreciation for the financial year 2013-14 amounting ₹1.38 crore, resulting in differences.

The efforts are being made to reconcile the differences as per physical verification report of M/s Lunawat & Co. Chartered Accountants and schedule 4 of the Balance Sheet and books of accounts.

8. There are certain balances under Current Assets, Loans and advances and Current Liabilities are subject to confirmation and subsequent reconciliation, if any. The main balances are as under:
  - A. Certain debit balances of receivables amounting ₹85,49,098 (pertaining to previous year even before 2003-04), advances to staff and parties amounting ₹1,07,48,945 (pertaining to previous years, even before 2010-11), Stale cheques amounting ₹90,45,298 (pertaining to previous years up to 2009-10), Security deposits amounting ₹21,25,033 (pertaining to previous years), unidentified debts amounting ₹60,076 (pertaining to years before 2010-11), Tax deducted at source amounting ₹8,80,824 (pertaining to years 2009-10 and 2010-11), investments of ₹4,36,72,634 and credit balances of ₹2,00,00,000 (pertaining to years before 2010-11 to 2011-12);
  - B. Certain credit balances of staff and parties amounting ₹9,81,129 (pertaining to previous years, upto 2009-2010), Stale cheques amounting ₹145,46,918 (pertaining to previous years, upto 2009-2010), Suspense account amounting ₹6,49,233 (pertaining to year 2013-14), creditors amounting ₹5,11,186 (pertaining to previous years, upto 2009-2010), Provision for doubtful debts amounting ₹25,92,046 (pertaining to previous years), Security deposits amounting ₹194,79,576 (pertaining to years before 2010-11 to 2011-12);
  - C. Indian Bank Current Account No. 767635122 having balance of ₹46,22,772.88 as on 31st March 2014 is not reconciled by ₹10,10,000. (which relates to certain entries pertaining to year 2010-11).
9. The relevant documents for recognition of CPF by Income Tax Department are not readily available. However, efforts are being made to prepare fresh documents with the help of panel advocate of IIFT.
10. Provision of ₹2,27,964 has been made for bonus for the year 2013-14. Bonus pertaining to the year 2012-13, amounting ₹2,47,249 has been paid during the year.
11. In the opinion of the Institute, the provision for all known liabilities including depreciation is adequate.

12. 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.

13. The Financial Results include Income & Expenditure of Kolkata Centre of the Institute for 2013-14 as below:

(₹ million)

S. No.	Particulars	2013-14	2012-13
1.	<b>Income</b>	<b>100.7</b>	<b>90.00</b>
2.	Expenditure (before Depreciation)	90.22	94.85
3.	Depreciation (Proportionate)	0.62	2.2
4.	<b>Total Expenditure</b>	<b>90.84</b>	<b>97.05</b>
5.	<b>Surplus/Deficit</b>	<b>9.85</b>	<b>(-) 7.05</b>

14. 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 ₹4,54,98,091. 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. ₹3,63,98,473 have been carried forward as Grant Receivable from the Department of Commerce. Request for release of amount has been made to Department of Commerce.

15. 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.

16. To meet pension obligations, Pension Corpus for ₹95,00,000 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 ₹92,11,410 during the year, an amount of ₹12,19,995 has been earned as interest on investment of the fund. Pension payments of ₹23,14,345 have been released during the year. As on 31.03.2014, the Corpus stands at ₹92,87,597.

17. Depreciation of ₹1,38,23,373 during the year on Own Assets Schedule-4 to Balance Sheet, includes depreciation of ₹28,39,172 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 ₹1,09,80,535 has been accounted for as expenditure of IIFT in the Income & Expenditure Statement.

18. Previous year's figures have been regrouped or rearranged wherever necessary.

19. 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: 25 September 2014

# IIFT Faculty

(as on date of publication)

<i>Name</i>	<i>Qualification</i>	<i>Specialisation</i>
<b>CHAIRPERSONS/HEAD</b>		
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, Cost Management Strategies, Corporate Financial Strategies, Bond Markets.
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, Regional Trade Agreements.
Rangarajan, Dr. K.	M.Com., A.M.T., A.A.M.A. (Aus), Ph.D.	Strategic Management, Corporate Restructuring, Internationalization of SMEs, Strategic Alliances.
<b>PROFESSORS/CONSULTANTS AT THE LEVEL OF PROFESSOR</b>		
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. Economic Administration and Diplomacy (PU), M.B.A. Industrial Management (NPC), M.B.A. International Trade (IIFT), P.G.P. International Business (IIM Calcutta), M.M.T. (IRT), B.S. (Delhi)	International Political Economy, Globalization and Governance Structures, International Business Diplomacy, International Business Negotiations, International Business Strategy, International Business Operations.
Shanker, Dr. Ravi	M.Sc., M.B.A., Ph.D.	Marketing of Services, Marketing Management and Strategy, Distribution Management.
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	MBA (Gold Medalist), P.D.D.P.R., P.G.D.M&S.M, Ph.D. "Global Management Programme" (Thunderbird School of Global Management, Arizona, US)	Brand Management, Consumer Behaviour, Marketing Communication.
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<i>Name</i>	<i>Qualification</i>	<i>Specialisation</i>
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, Advanced Forecasting Techniques for Business Applications, Multivariate Data Analysis and Forecasting Techniques, Statistics and Research Methodology.
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), Post Doctoral (Germany)	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.

<i>Name</i>	<i>Qualification</i>	<i>Specialisation</i>
Sharma, Dr. Ruppall 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	Ph.D. (IIT, Kharagpur); M.B.A. (IGNOU); M.Sc. (Physics-Electronics) - NIT, Rourkela; Grade. Diploma in Operations Research (ORSI); Diploma in Computer Science, B.Sc. (Physics),	Global Logistics, Supply Chain and Operations Management, Information Technology and Business Strategy
Tripathi, Dr. Saswati	M.Sc. (App. Maths), M.Phil (App. Maths), Ph.D. (Maths), NET Qualified CSIR Fellow)	Supply Chain Management, Simulation & Modelling, Operations Research, Business Statistics, Business Research Methods (BRM), Graph Theory, Numerical Methods, Linear and Non-Linear Differential Equations.
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

<i>Name</i>	<i>Qualification</i>	<i>Specialisation</i>
Ghosh, Dr. Triptendu Praksah	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, Sustainable Business.
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.
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.
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 – Agriculture Development – Poverty, Gender, Social Sector – Micro Finance & Employment.
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., UGC-JRF, Ph.D.	Accounting, Financial Markets and Financial Services, Financial Accounting, Management Accounting, Management of financial Services, Investment Banking, Financial Markets & Institutions

<i>Name</i>	<i>Qualification</i>	<i>Specialisation</i>
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, Research Methodology, Supply Chain 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, Multilateral Negotiations.
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### ASSOCIATE PROFESSORS

Kallummal, Dr. Murali	M.A. (Industrial Eco) M.Phil (Industrial Eco) Ph.D. (Economics)	SPS and TBT measures (Non Tariff Measures), Role of Standards in International Trade, Non Agricultural Market Access (NAMA) Issues, Free Trade Agreements (FTA), Trade and Environment, Investment and 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, Trade and Investment Linkages.
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

(as on date of publication)

<i>Designation</i>	<i>Name</i>	<i>Contact No.</i>
<b>Registrar</b>	Prof. Ashok Kapoor	26531490
<b>Deputy Registrar</b>	Girish Chawla	26968314
<b>Sr. Administrative Officer</b>	Gaurav Gulati	26857908
<b>Senior Finance Officer</b>	Rajeev Talwar	26853951
<b>Finance Officer</b>	Deepa P.G.	26965051 (Extn. 524)
<b>Administrative Officers</b>	Amit Ghosal	033-23572851 (Extn. 127)
	Bhuwan Chandra	26968315
	Desh Raj	26566240
	S.K. Verma	26965051 (Extn. 411)
<b>Section Officers</b>	Anil Kumar Meena	26966165
	Bratin Sarkar	033-23572851 (Extn. 127)
	B. Prasannakumar	26968318
	Kavita Sharma	26533235
	Lalita Gupta	26531507
	Meenakshi Saxena	26965051 Extn. 806)
	Meena Vij	26562221
	Nalini Meshram	26853055
	P.K. Khanna	26965051 (Extn. 624)
	Sumita Marwaha	26965051 (Extn. 521)

# IIFT Support Services

(as on date of publication)

<i>Designation</i>	<i>Name</i>	<i>Contact No.</i>
Placement & Corporate Advisor	Prof. Harkirat Singh	26859520, 26966544
Jt. Placement & Corporate Advisor	Sanjay Verma	26562112
Systems Manager	Bimal Kumar Panda	26857356
Asstt. Systems Manager	S. Balasubramanian	26965051 (Extn. 102)
Computer Programmer	Neha Vinayak	26965051 (Extn. 209)
Deputy Librarian	B. Pankti	26969508
Assistant Librarians	Amita Anand	26965051 (Extn. 123)
	R.S. Meena	26965051 (Extn. 122)



# Guest Faculty

**Fr. A.C. Jesurajan**

Professor, Xavier Institute of Management, Bhubaneswar

**Mr. Ajay Kumar Chauhan**

Sr. Asst. Professor  
Lal Bahadur Shastri Institute of Management

**Mr. Aman Chugh**

Advisor  
Institute of Chartered Accountants of India

**Dr. Amit Bagga**

Partner Diksha Academy Pvt. Ltd.

**Mr. Amit Budhiraja**

Director  
Utopia Freight Logistics Pvt Ltd.

**Mr. A.V. Surya**

Vice-President  
IMRB International

**Mr. Anil Gupta**

Sales Director  
India & South Asia

**Dr. Ashish Varma**

Asst. Professor  
IMT Ghaziabad

**Mr. Ashok Gupta**

Management Consultant

**Ms. Debarati Byabartta**

Spanish Language Expert

**Mr. D.C. Singhal**

Consultant & Ex- AGM  
Tata Steel, Jamshedpur

**Mr. Deepak Halan**

Associate Prof. & Head of Dept.  
Apejay Styta University

**Dr. Faisal Ahmed**

Associate Professor  
FORE School of Management

**Mr. G.P. Sharma**

Director (Retd.), MMTC

**Mr. Kartik Raina**

Proprietor, Learning Facilitators

**Dr. Kavita Singh**

Associate Professor  
FMS, Delhi

**Dr. L.C. Singhi IAS (Retd.)**

Lawyers & Solicitors Forum

**Ms. Madhumita Kothari**

DGM (Legal)  
Thapar Group

**Dr. Meena Bhatia**

Professor  
IMT, Ghaziabad

**Dr. Mukesh Chaturvedi**

Professor  
PDC Educational Services

**Mr. Natesa Prasad**

Chief Consultant  
Prascon Group

**Mr. Naveen Coomar**

Corp. Strategy Consulting

**Dr. Neelam Tandon**

Associate Professor  
Jagannath International Management School

**Ms. Neeta Tripathi**

French Language Expert

**Ms. Neha Markanda**

Freelance Consulting

**Mr. Rajeev Kumar**

Consultant-Energy & IB

**Mr. Rakesh Kumar**

Mandarin Language Expert

**Mr. Ramnendra Mandloi**

Director  
Breakthrough Solutions

**Dr. Ravi Shankar**

Professor, IIT Delhi

**Dr. R.K. Wadhwa**

Director  
Global Business Consultants

**Mr. Rohit Kumar**

General Manager  
Max Bupa Health Insurance

**Capt. Sarabjit Singh Butalia**

Consultant  
V. Ships UK Ltd., New Delhi

**Ms. Sarita R. Pasricha**

Partner  
The Life Improvement Academy

**Dr. S.K. Garg**

Professor  
Delhi Technological University

**Mr. S.L. Ganapathi**

Managing Director (Logistics)  
Plus India Ltd.

**Mr. S.P. Joshi**

CEO  
Markstrat Consulting Pvt. Ltd.

**Dr. Sriparna Basu**

Visiting Professor

**Mr. T.S. Mohankrishnan**

Marketing Research Consultant

**Mr. Umang Gupta**

Manager-Presales  
NEC Technologies India Ltd.

**Dr. Vibha Jain**

Visiting Associate Professor  
Delhi School of Economics

## Permanent Members (as on 31.3.2014)

1. A Sirkar & Co. (Jewellers) Pvt. Ltd., Kolkata	20. B.T.X. Chemicals (P) Ltd. Mumbai	39. Chillies Export House Ltd. Virudhunagar
2. Agri. & Processed Food Products Export Development Authority, New Delhi	21. Bank of India Mumbai	40. Cimmco International New Delhi
3. All India Handicrafts Board New Delhi	22. Bank of Madura Limited Chennai	41. CMC Limited New Delhi
4. Allahabad Bank Kolkata	23. Bharat Electronics Limited Bengaluru	42. CMS Institute of Foreign Trade Hyderabad
5. Allana Cold Storage Pvt. Ltd. Mumbai	24. Bharat Heavy Electricals Ltd. New Delhi	43. CAPEXIL Kolkata
6. Amaravathi Textiles Karur	25. Bharat Heavy Plate & Vessels Ltd., Visakhapatnam	44. Coffee Board Bengaluru
7. Amrutanjan Limited Chennai	26. Bharat Motors Chennai	45. Coir Board Kochi
8. Anglo French Drug Co. (Eastern) Ltd., Bengaluru	27. Britannia Industries Ltd. Bengaluru	46. Commerce & Export Promotion Wing, Govt. of Andhra Pradesh, Hyderabad
9. Arvind Distillery & Chemicals Ltd., Chennai	28. Brooke Bond India Ltd. Bengaluru	47. Council for Leather Export Chennai
10. Andhra Bank Hyderabad	29. Balaji Distilleries Ltd. Chennai	48. Camphor & Allied Products Ltd., New Delhi
11. AIMIL Ltd. New Delhi	30. Bird & Company Pvt. Ltd. Kolkata	49. Carpet Export Promotion Council, New Delhi
12. Alleppey Company Ltd. Alleppey	31. Bank of Baroda New Delhi	50. Crescent Engineering College Chennai
13. Academy of Management Studies, Dehradun	32. Bombay Dyeing & Mfg. Company Ltd., Mumbai	51. Directorate of Industries Govt. of Himachal Pradesh Shimla
14. Amira Foods (I) Ltd. New Delhi	33. Bharat Aluminium Co. Ltd. New Delhi	52. Directorate of Industries Govt. of Madhya Pradesh Bhopal
15. AVIS International Ltd. New Delhi	34. Cotton Textile Export Promotion Council, Mumbai	53. Directorate of Industries Govt. of Maharashtra Mumbai
16. Alankar Global Pvt. Ltd. New Delhi	35. Cashew Export Promotion Council of India, Cochin	54. Dr. Reddy's Laboratories Ltd. Hyderabad
17. Apparel Export Promotion Council, New Delhi	36. Ceat Tyres of India Ltd. Mumbai	55. Directorate of Export Promotion & Marketing Govt. of Orissa, Bhubaneswar
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	

- |  |  |   |
|--|--|---|
| 56. Directorate of Industries & Commerce Govt. of Karnataka, Bengaluru     | 76. Ficom Organics Limited Mumbai  | 96. Hill Tiller & Company Bengaluru   |
| 57. Dhanalakshmi Weaving Works, Cannanore (Kerala)                         | 77. Foam Mattings (India) Limited Alleppy                                  | 97. Heavy Engineering Corpn. Ltd. Ranchi  |
| 58. D.C.M. Limited New Delhi   | 78. G.S.T. Corporation New Delhi   | 98. Hindustan Organic Chemicals Ltd., Mumbai                                    |
| 59. Dun & Bradstreet Information Services India Ltd. Mumbai                | 79. Geep Industrial Syndicate Ltd. New Delhi                               | 99. Hindustan Lever Limited Mumbai  |
| 60. Eastern Silk Industries Ltd. Kolkata                                   | 80. Greaves Cotton & Co. Ltd. Mumbai                                       | 100. Hindustan Zinc Limited Udaipur   |
| 61. ECGC of India Limited Mumbai   | 81. Grindwell Norton Limited Mumbai  | 101. Hyderabad Lamps Limited Secunderabad                                       |
| 62. Electronics Corp. of India Ltd. Hyderabad                              | 82. Groundnut Extractions Export Development Association Mumbai            | 102. IRCON International Ltd. New Delhi   |
| 63. Electronics Trade & Technology Development Corporation Ltd., New Delhi | 83. Gujarat Alkalies & Chemicals Ltd., Baroda                              | 103. Indian Renewable Energy Dev. Agency Ltd., New Delhi                        |
| 64. Engineers India Limited New Delhi                                      | 84. Guru Nanak Mercantile Co. Jalandhar                                    | 104. I.T.C. Limited Kolkata   |
| 65. Excel Industries Limited Mumbai  | 85. Gujarat International Trade Promotion Council Gandhi Nagar             | 105. India Trade Promotion Organization, New Delhi                              |
| 66. Export-Import Bank of India New Delhi                                  | 86. Geekay Exim (I) Ltd. Mumbai  | 106. India-CIS Chamber of Commerce & Industry New Delhi                         |
| 67. Engineering Export Promotion Council, New Delhi                        | 87. Gandhi Institute of Technology and Management (GITAM) Visakhapatnam    | 107. Indian Institute of Export and Import Management Mumbai                    |
| 68. Ess Gee International New Delhi  | 88. G. Premjee Limited Bangkok   | 108. Indian Bank Chennai  |
| 69. Eagle Flask Industries Pvt. Ltd. Mumbai                                | 89. Gitanjali Exports Corp. Ltd. Mumbai                                    | 109. Indian Cotton Mills' Federation, New Delhi                                 |
| 70. Escorts Limited Faridabad  | 90. Gem & Jewellery EPC Mumbai   | 110. Indian Overseas Bank Chennai   |
| 71. Federal Bank Limited Alwaye  | 91. Gitanjali Gems Ltd. Mumbai   | 111. Indian Railway Construction Co. Ltd., New Delhi                            |
| 72. Ferns Exports Mumbai   | 92. Haryana State Small Industries & Export Corporation Limited Chandigarh | 112. Indian Rare Earths Limited Mumbai  |
| 73. Food Corpn. of India New Delhi   | 93. H.M.T. (International) Ltd. Bangalore                                  | 113. Industrial Dev. Bank of India Mumbai                                       |
| 74. Federation of Indian Chambers of Commerce & Industry, New Delhi        | 94. Hero Cycles Pvt. Ltd. Ludhiana   | 114. India Sugar and General Industry Export-Import Corporation Ltd., New Delhi |
| 75. Fertilizers & Chemicals (Travancore) Limited, Cochin                   | 95. H.P. State Small Industries & Export Corporation Limited Shimla        | 115. Indian Institute of Export Management, Bengaluru                           |

116. Imkemex India Limited Mumbai	136. Magnum International Trading Company Limited, New Delhi	157. National Textile Corpn. Ltd. Mumbai
117. Jindal Strips Ltd. New Delhi	137. Mysore Coffee Curing Works Ltd., Chikmagalur	158. National Small Industries Corpn. Ltd., New Delhi
118. Jammu & Kashmir Bank Ltd. Srinagar	138. Marine Products Export Dev. Authority, Kochi	159. National Agricultural Cooperative Marketing Federation of India Ltd. New Delhi
119. Jute Corporation of India Ltd. Kolkata	139. MSTC Ltd. Kolkata	160. New Central Jute Mills Co. Ltd. Kolkata
120. Kirloskar Oil Engines Ltd. Pune	140. Metal Box Company of India Ltd., Chennai	161. Nav Bharat Corporation Mumbai
121. Kerala State Export Trade Development Council Trivandrum	141. Maharashtra State Textile Corpn. Ltd., Mumbai	162. National Bank for Agriculture & Rural Development Mumbai
122. Kissan Products Limited Bengaluru	142. MECON Ltd. New Delhi	163. Ordnance Factory Board Kolkata
123. Kirloskar Pneumatic Co. Ltd. Pune	143. Mica Manufacturing Co. Pvt. Ltd., Kolkata	164. Overseas Construction Council of India, New Delhi
124. Kerala State Industrial Development Corpn. Trivandrum	144. MMTC Limited New Delhi	165. Pan Foods Limited Panipat
125. Kerala State Civil Supplies Corporation Ltd., Kochi	145. MSSIDC Limited Mumbai	166. Powerloom Development & EPC, Mumbai
126. Karnataka State Industrial Investment & Development Corpn. Ltd., Bengaluru	146. Mohan Exports (India) Ltd. New Delhi	167. Paam Pharmaceuticals (Delhi) Ltd., Delhi
127. Khushi Ram Behari Lal Ltd. Delhi	147. Maharashtra State Agricultural Marketing Board, Pune	168. PSG Institute of Management Coimbatore
128. Kudremukh Iron Ore Co. Ltd. Bengaluru	148. Maxwell Exim Ltd. Pondicherry	169. PCI Ltd. New Delhi
129. Lakshmi Machine Works Ltd. Coimbatore	149. MVR Industries Ltd. Pondicherry	170. Polyolefins Industries Ltd. Mumbai
130. Lotus International Mumbai	150. Metrochem Industries Ltd. Ahmedabad	171. Parekh Brothers Mumbai
131. L.G. Balakrishnan & Bros. Ltd. Coimbatore	151. National Institute of Fashion Technology, New Delhi	172. Punjab & Sind Bank New Delhi
132. Liberty Footwear Company Karnal	152. Nagarjuna Signods Ltd. Hyderabad	173. Projects & Equipment Corpn. of India Ltd., New Delhi
133. Maruti Udyog Limited New Delhi	153. Narula Udyog (I) Pvt. Ltd. New Delhi	174. Punjab National Bank New Delhi
134. Mahindra & Mahindra Limited, Mumbai	154. National Institute of Agricultural Extension Management, Hyderabad	175. Raanee Agency Salem
135. Mazagon Dock Ltd. Mumbai	155. National Mineral Dev. Corpn. Ltd., Hyderabad	176. Rubber Board Kottayam
	156. National Building Construction Corporation Ltd., New Delhi	

177. Rashtriya Ispat Nigam Ltd. Visakhapatnam	190. Sanghavi Exports Mumbai	203. TNT India Ltd. New Delhi
178. Reckitt & Colman of India Ltd. Kolkata	191. Synthetic & Rayon Textiles Export Promotion Council Mumbai	204. U.B. Exports Bengaluru
179. Rajasthan Small Industries Corpn. Ltd., Jaipur	192. Spices Board Cochin	205. U.P. Cooperative Federation Ltd., Lucknow
180. Su-Raj Diamonds (I) Ltd. Mumbai	193. Sports Goods Export Promotion Council, New Delhi	206. U.P. Export Corporation Ltd. New Delhi
181. Satnam Overseas Limited New Delhi	194. Seth Ghasiram Gopikishen Badruka Educational Society (Regd), Hyderabad	207. Usha Intercontinental (India) New Delhi
182. Shah Pneumatics Mumbai	195. T. Abdul Wahid & Company Chennai	208. V.D. Swami & Company Ltd. Chennai
183. Sangli Bank Limited Sangli	196. Tata Exports Limited Mumbai	209. V.S. Dempo & Co. Ltd. Panaji
184. Shreeji Chemicals Ahmedabad	197. Tata Industries Pvt. Ltd. Mumbai	210. Vardhman Spinning & General Mills Limited Ludhiana
185. Shapoorji Pallonji & Co. Pvt. Ltd., Mumbai	198. Technofab Engg. Ltd. New Delhi	211. Vasu Agarbathies Mysore
186. STC of India Ltd. New Delhi	199. Texmaco Limited Kolkata	212. Victor Tools Pvt. Ltd. Jalandhar
187. Shriram Jute Mills Ltd. Kolkata	200. Tea Board Kolkata	213. VBC Educational Society Visakhapatnam
188. Steel Authority of India Ltd. Kolkata	201. Thermax Limited Pune	214. Voltas Limited Hyderabad Unit Hyderabad
189. SAIL International Ltd. New Delhi	202. Triveni Structurals Ltd. Allahabad	

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