



# 51st ANNUAL REPORT 2014-15



**Indian Institute of Foreign Trade**  
(Deemed University)

# **51<sup>st</sup>**

# **ANNUAL REPORT**

# **2014-15**



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

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



*Design and Pagemaking:* Editorial and Publication Section, IIFT

*Printed at:* Sagar Printers & Publishers, New Delhi

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# The Year Under Review

GLOBAL macro economic scenario has remained moderate during 2014-15, with uneven prospects across major economies and regions. The *World Economic Outlook (WEO) Update* released by the IMF in April 2015 has projected the global growth to be 3.5 per cent in 2015, marginally up from 3.4 per cent in 2013 and 2014. The advanced economies contributed much of the impetus for growth recovery, while the emerging market and developing economies, which accounted for three-fourths of global growth in 2014, experienced slowdown (Table 1). In advanced economies, growth has increased from 1.4 per cent in 2013 to about 1.8 per cent in 2014 and is expected to strengthen further to 2.4 per cent in 2015. The recovery is driven primarily by the United States - averaging about 4 per cent annualized in the last three quarters of 2014, though in Japan and in the Euro Area, activity continues to be weaker than expected during 2014. Domestic consumption demand has been the main driver of stronger than expected growth in the United States, which has also benefited from lower oil prices and improved consumer confidence.

While in the United States the recovery is fast paced and solidly grounded, in other advanced economies like Japan growth in 2014 was close to zero - down from 1.6 per cent in 2013, reflecting weak consumption demand and falling residential fixed investment. Any prolonged period of weak demand could further shrink labour supply and reduce investment and thus potential growth in Japan through a reverse multiplier effect. Policy initiatives to enhance labour force participation needs to be immediately implemented if Japan has to attain a projected growth of 1 per cent in 2015. In the Euro Area, growth has started to pick-up in the second-half of 2014, though the pace of recovery is much slower than expected as private investment continues to remain weak. The recovery in the Euro Area is primarily driven

by Germany, Spain and Ireland with consumption supported by lower oil prices and lower interest rates, and higher net exports boosted by Euro depreciation. However, the potential growth continues to remain weak falling from slightly less than 2 per cent in 2006-07 (pre-crisis period) to about 1 per cent during 2013-14, as a result of crisis legacies, tighter financial conditions and a slowdown in total factor productivity that predates the crisis (*Source: World Economic Outlook, IMF, April 2015*). Overall, economic growth in the Euro Area is projected to reach around 1.5 per cent in 2015 and 1.6 per cent in 2016, moderately stronger than 0.9 per cent in 2014. However, a strong policy action especially in private investment, is required to achieve such impressive Euro-Area-wide projected growth recovery.

The activity in emerging market and developing economies is much subdued with growth falling from 5.0 per cent in 2013 to 4.6 per cent in 2014 and is projected to fall even further to 4.3 per cent in 2015 (Table 1). The passive growth forecast is attributed primarily to fall in consumption and investment demand in some large emerging market economies like China and Brazil, as well as weaker activity in some major oil exporters like Russia because of the sharp fall in oil prices. Investment growth in China driven by the the real estate sector has declined particularly in the second half of 2014 after a boom in 2009-12, and indicators point to further slowdown.<sup>1</sup> The impact of slowing investment on aggregate demand has been moderated by policy stimulus, but the slowdown in China calls for a policy response towards more sustainable growth that is less reliant on investment alone. Any downward expectation on future investment risks could

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<sup>1</sup> Growth in China is expected to decline to 6.8 per cent in 2015 and 6.3 per cent in 2016, down significantly from 7.8 per cent in 2013 and 7.4 per cent in 2014. (*Source: World Economic Outlook, IMF, April 2015*)

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

(% change unless noted otherwise)

World Economic Outlook Indicators	Year over Year			
			Projections	
	2013	2014	2015	2016
<b>World Output</b>	<b>3.4</b>	<b>3.4</b>	<b>3.5</b>	<b>3.8</b>
<b>Advanced Economies</b>	<b>1.4</b>	<b>1.8</b>	<b>2.4</b>	<b>2.4</b>
United States	2.2	2.4	3.1	3.1
Euro Area	-0.5	0.9	1.5	1.6
Germany	0.2	1.6	1.6	1.7
France	0.3	0.4	1.2	1.5
Italy	-1.7	-0.4	0.5	1.1
Spain	-1.2	1.4	2.5	2.0
Japan	1.6	-0.1	1.0	1.2
United Kingdom	1.7	2.6	2.7	2.3
Canada	2.0	2.5	2.2	2.0
Other Advanced Economies	2.2	2.8	2.8	3.1
<b>Emerging Market and Developing Economies</b>	<b>5.0</b>	<b>4.6</b>	<b>4.3</b>	<b>4.7</b>
CIS	2.2	1.0	-2.6	0.3
Emerging and Developing Asia	7.0	6.8	6.6	6.4
China	7.8	7.4	6.8	6.3
India	6.9	7.2	7.5	7.5
ASEAN – 5	5.2	4.6	5.2	5.3
Emerging and Developing Europe	2.9	2.8	2.9	3.2
Latin America and the Caribbean	2.9	1.3	0.9	2.0
Middle East, North Africa, Afghanistan and Pakistan	2.4	2.6	2.9	3.8
Sub-Saharan Africa	5.2	5.0	4.5	5.1
<b>World Trade Volumes (Goods and Services)</b>	<b>3.5</b>	<b>3.4</b>	<b>3.7</b>	<b>4.7</b>
<b>Imports</b>				
Advanced Economies	2.1	3.3	3.3	4.3
Emerging Market and Developing Economies	5.5	3.7	3.5	5.5
<b>Exports</b>				
Advanced Economies	3.1	3.3	3.2	4.1
Emerging Market and Developing Economies	4.6	3.4	5.3	5.7
<b>Commodity prices (US Dollars)</b>				
Oil	-0.9	-7.5	-39.6	12.9
Non-Fuel	-1.2	-4.0	-14.1	-1.0
<b>Consumer Prices</b>				
Advanced Economies	1.4	1.4	0.4	1.4
Emerging Market and Developing Economies	5.9	5.1	5.4	4.8
<b>London Interbank Offered Rate (%)</b>				
On US Dollar Deposits (Six Month)	0.4	0.3	0.7	1.9
On Euro Deposits (Six Month)	0.2	0.2	0.0	0.0
On Japanese Yen Deposits (Six Month)	0.2	0.2	0.1	0.2

**Source:** World Economic Outlook, April 2015 (IMF).



feed into a self-fulfilling further slowdown in current investment.

As is evidenced in Table 1, growth in Latin America and the Caribbean declined significantly from 2.9 per cent in 2013 to 1.3 per cent in 2014 and is projected at 0.9 per cent in 2015 (well below the 4.2% average growth observed in 2004–13). Main economies which contributed to this decline include Brazil and leading commodity exporting nations, namely Bolivia, Chile, Colombia, Ecuador and Peru. Brazil has been the worst hit with growth falling from 2.7 per cent in 2013 to a meagre 0.1 per cent in 2014 and is projected to contract by 1 per cent in 2015. The factors that contributed to the subdued outlook for Brazil include drought, the tightening of macroeconomic policies, pessimistic investment sentiment, largely on account of the fallout from the Petrobras investigation. Again, the activity in the Commonwealth of Independent States (CIS) countries has also been highly subdued. Russia, whose economy is projected to contract by 3.8 per cent in 2015, has been affected by the economic impact of sharply lower oil prices and depressed consumer and investment sentiment resulting from increased geopolitical tensions (*Source: World Economic Outlook*, IMF, April 2015). The economic activity in Sub-Saharan Africa has remained steady in 2014, though growth is expected to slow in 2015 to 4.5 per cent (from 5% in 2014 and 5.2% in 2013), mostly driven by declining commodity prices and the epidemic in Ebola-affected countries. Nigeria in particular, is likely to be adversely affected due to lagged effect of oil price decline on aggregate demand, with growth for 2015 projected to be down by more than 2½ percentage points (Table 1).


From the above analysis, it is clear that the drivers of global growth are shifting as world is poised to enter a new era after a near decade of instability. According to A.T. Kearney *Global Economic Outlook 2015-2020* Report, the global growth pattern over the last decade or so can be classified into three phases:

(a) The *phase of the Great Bubble* (2003 to 2007), when both advanced economies and the

emerging economies grew strongly, though the main driver of this growth was massive asset bubble in the US and parts of Europe. The result of this bubble has been the unsustainably high global imbalances between creditor and indebted nations.

- (b) The *phase of the Emerging Emergence* (2008–2013), when emerging markets decoupled and continued to grow without support from advanced economies in the aftermath of the global financial crisis of 2008–2009. Growth was supported in part by unsustainable fiscal stimulus in many emerging economies and by the US Federal Reserve’s unprecedented quantitative easing.
- (c) The *phase of Growth with Divergence* (2014 onwards), whereby country-level fundamentals and policy choices is poised to increasingly outdo macro-level trends. Growth recovery in all economies will ultimately be linked to structural reforms so as to unravel the underlying growth potential of the economy.

A key challenge to the policy-makers in many advanced and emerging market economies is the employment situation, as GDP growth continued to be modest and below potential in many of these countries. Employment is projected to have grown globally by 1.4 per cent in 2014, similar to that of 2013, but much lower than the 1.7 per cent annualized rate in pre-crisis years. Employment has been improving slowly in developed economies particularly the United States - unemployment rate having decreased to below 6 per cent, the recovery is below the desirable level to recover the losses from the financial crisis. Unemployment rate, particularly the youth unemployment rate, continues to remain alarmingly high in many countries in Eurozone, with 53 per cent in Spain, 44 per cent in Italy and 35 per cent in Portugal, to name a few. Wages have also remained weak in many of the OECD countries in the aftermath of the financial crisis. For example, the annualized real wage growth was about (-)0.1 per cent in the Eurozone, about 0.2 per cent in the United States



and (-)0.1 per cent in Japan during 2010-2013 (Source: *World Economic Situation and Prospects 2015*, United Nations, 2015). As wages are the main source of income for the majority of households, it accelerates social distress, weakens consumption demand and slows down prospects of economic recovery in these economies.

In emerging market economies, the employment data has not exhibited significant improvement either; however, in some countries like Argentina, Brazil, Indonesia, the Russian Federation, Saudi Arabia and Turkey, noticeable improvements in employment rates have been observed in 2014 compared to the beginning of the financial crisis in 2007. Slower than expected labour force growth in many of the countries in East Asia, South Asia and Latin America and the Caribbean can be attributed to “ageing of the economically active population and to more young people enrolling in longer educational programmes”. (Source: *World Economic Situation and Prospects 2015*, United Nations, 2015) Existence of informal labour market and gender inequality in earnings and the employment rate continue to remain high in many of these emerging economies.<sup>2</sup>

A major macroeconomic happening in 2014 has been the significant fall in oil prices which declined by about 45 per cent in US dollars since September 2014 against a backdrop of weaker demand and buoyant supply in North America. The average price of oil was \$96.26 a barrel in 2014 (a sharp fall from its peak of \$133 in July 2008). Commodity prices, which are more volatile than oil prices, have also declined but considerably less than that of oil. Such causal relation suggests that factors specific to oil market, particularly the supply side factors, which could be the main drivers of the decline in oil prices. World Bank's *Global Economic Pro-*

<sup>2</sup> Informal employment is widespread in many countries in South and South-East Asia, reaching in some cases as high as 90 per cent of total employment and a cross-country average between 40 and 50 per cent in Africa, Asia and Latin America and the Caribbean. (Source: *World Economic Situation and Prospects 2015*, United Nations, 2015)

spects, January 2015 has identified the following short-term drivers of decline in oil prices:

- (a) *Trends in Supply and Demand*: Greater-than-anticipated supply driven primarily by increasing US shale oil production since 2011 (some 0.9 mn barrels/day or about 1 per cent of global supply in 2014) and less-than-anticipated demand driven in part by a subdued economic growth outlook and also as a result of increasing energy efficiency and declining oil-intensity of energy consumption.
- (b) *Changes in OPEC Objectives*: Traditionally the OPEC member countries, particularly, Saudi Arabia used their cartel market power to either increase or reduce OPEC's oil supply and thereby keep prices within a desired band. However, with the US increasing its shale oil production, OPEC failed to agree on production cuts in November 2014. This has significantly diluted the cartel's policy objectives of targeting an oil price band in order to maintain its market share.
- (c) *Receding Geopolitical Concerns about Supply Disruptions*: Conflict in the Middle East and selected North African countries and the sanctions and counter-sanctions imposed as a result of the conflict between Russia and Ukraine in the second half of 2014 did not contribute to supply disruptions so that oil output could be maintained.
- (d) *US Dollar Appreciation*: US dollar appreciated by 10 per cent against major currencies in trade-weighted nominal terms in the second half of 2014. Research estimates suggest that a 10 per cent appreciation is associated with a 3–10 per cent decline in the oil price, as demand can decline in countries that experience an erosion in the purchasing power of their currencies.

It is important to observe here that lower prices are starting to curtail upstream spending plans, with implications for future supply. Investment of some \$900 billion per year in upstream oil and gas development is needed by the 2030s to meet oil demand which is projected to rise from 90 million barrels/day in 2013 to



104 million barrels/day in 2040 (Source: IEA *World Energy Outlook*, 2014).

Falling commodity prices, mainly oil prices, implied that the number of countries with low or negative rates of headline inflation increased significantly through 2014. Central banks in many countries have responded to increased downward risks to price stability through an accommodative monetary policy. For example, the Bank of Japan and the European Central Bank have since October 2013, loosened their monetary policy stances through some bold new monetary measures to mitigate the risk of deflationary pressure and move their economies closer to the inflation targets. Low policy rates are projected to continue in many of the advanced and emerging market economies by the end of 2015 and is expected to provide space to these countries to fight declining growth (Source: *Global Financial Stability Report*, IMF, April 2015).

The trade patterns in both developed and emerging economies have experienced significant transformations in the aftermath of global financial crisis of 2008–2009 and the subsequent Eurozone crisis of 2011–12. In the two decades preceding the crisis, global trade in goods and services expanded at an annual average rate of 6.8 per cent, which is more than twice as fast as annual global output of 3 per cent. Growth in global trade volume slowed substantially in the aftermath of these crisis, with merchandise trade growing at close to 2 per cent in volume in 2012–2013 and the first few months of 2014, which is below the global output growth. Trade in services, however, registered a faster growth at around 5 per cent at current prices in 2013 and at about 7 per cent in the first quarter of 2014, with tourism and transportation services being the major components of services trade. While some policy-makers have attributed higher trade barriers or supply-side difficulties as obstacles to global trade expansion, the main driver for such slowdown unambiguously, is the lack of global demand. Accordingly, a strong domestic-demand-led output recovery can be the only channel to revive global trade. Moreover, such

demand-driven economic recovery needs to be geographically distributed in a way that is consistent with the reduction of global imbalances. Given that developed countries have still a long way to get back to its pre-crisis growth path, developing countries need to take a lead to domestic and regional demand-led output recovery and to boost South-South trade than in the past<sup>3</sup> (Source: *Trade and Development Report*, UNCTAD, 2014).


To sum up, lower global growth prospects coupled with deflationary forces have increased global financial stability risks, particularly in the second half of 2014. Boosting the consumer and investor confidence through a balanced recovery in growth and productive job creation continues to be of utmost challenge for policy-makers across the globe.

### Indian Economy in 2014-15

The Indian economy witnessed a number of developments, influenced both by external and internal factors, during 2014-15. The National Democratic Alliance (NDA) government came to power in the aftermath of the 2014 general election, which has introduced a number of policies with direct and indirect implications on the external sector. In addition, the national accounts statistics have been revised by shifting to a new base of 2011-12 from the earlier base of 2004-05. At present, revised growth estimates for only three years are available, which rules out comparison with earlier estimates based on the old base.

During 2013-14, Indian economy faced a number of structural constraints, including fiscal problems due to lack of targeted allocation of

<sup>3</sup>In 2013, developed countries' imports shrank by 0.4 per cent mainly due to a contraction of 1.2 per cent in the Eurozone as a result of weak intra-EU trade. On the other hand, imports in developing countries, have remained resilient, growing at close to 5.5 per cent, due to robust demand in some of these economies, particularly in Africa and West Asia. The high import growth in these regions provided some stimulus for export growth in other countries. (Source: *Trade and Development Report*, UNCTAD, 2014).



subsidies, low value addition in manufacturing, low agricultural productivity, presence of a large informal sector, etc., which dampened consumption expenditure. As a result, securing demand push emerged as a major thrust area in the current fiscal year. During 2014-15, final consumption expenditure in current prices as ratio of GDP increased to 72.1 per cent, from the corresponding figures of 71.0 and 69.7 per cent in 2013-14 and 2012-13 respectively. Total final consumption expenditure increased by 7.6 per cent during 2014-15, from the corresponding figures of 6.5 and 4.9 per cent in 2013-14 and 2012-13 in that order. In all, a sharp rise in government consumption expenditure has been noted. While private final consumption expenditure increased by 6.2 and 7.1 per cent in 2013-14 and 2014-15 respectively, the corresponding figures for government final consumption expenditure had been 8.2 and 10.0 per cent in that order. In other words, domestic consumption has played a key role in reviving the growth engine.

In addition to the demand push, comparison of the sectoral growth pattern for the last three years reveal that the service sector has grown significantly in recent times. The overall GDP growth rate at the gross value added in 2011-12 base (constant price) has been 4.9, 6.6 and 7.5 per cent during 2012-13, 2013-14 and 2014-15 respectively. During 2014-15, while service sector grew at a high rate of 10.6 per cent, the corresponding figures for primary and industry sectors remained at the moderate figures of 1.1 and 5.9 per cent in that order (*Economic Survey 2014-15*, Government of India).

Apart from consumption expenditure, gross fixed capital formation significantly influences the productive capacity of an economy. The average investment to GDP ratio has fallen from the high figure of 33.6 per cent in 2011-12 to 31.4 and 29.7 per cent in 2012-13 and 2013-14 respectively. A further decline has been noted in 2014-15, and the aggregate figure now stands at 28.6 per cent. While public sector investment as per cent of GDP has somewhat recovered in recent period, private corporate investment has

slowed down over the last couple of years. The relative decline of investment rate in GDP may be explained by several factors, namely slow progress in the sphere of land acquisition, stringency in obtaining environmental clearances, infrastructural constraints, regulatory measures, etc. In this regard, the recent government policies of reviving industrial sectors through implementation of the “Make in India” initiative, creation of various incentives as part of Foreign Trade Policy (2015-2020), promotion of clusters and industrial corridors, reforms of environmental clearance system, utilization of the Trade Agreements and preferences routes, decision to develop coordinated export strategy by the state governments, etc. are expected to attract productive investment inflows (*Economic Survey 2013-14*, Government of India).

Price rise continues to be one of the major challenges for India over the last decade, with the inflation often rising above 8 per cent. The average WPI inflation declined from a high of 7.1 per cent during 2013-14 to 5.8 per cent during 2014-15 Q1 and further to 0.5 per cent during 2014-15 Q3. The downward trend has been caused primarily by reduction in inflation in non-food manufactured products due to fall in global commodity prices, from 3.8 per cent in 2014-15 Q1 to 2.0 per cent in 2014-15 Q3. Although primary products inflation increased from 6.8 per cent in 2013-14 Q4 to 7.5 per cent in 2014-15 Q1, it gradually declined to 0.4 per cent during 2014-15 Q3. The fuel inflation witnessed a sharp decline from the double digit figure of 11.9 per cent during 2013-14 Q2 to (-)4.0 per cent during 2014-15 Q3. The sharp fall has been caused by constant decline in crude oil prices due to the geopolitical factors, including weak economic demand and increased supply from the Gulf countries. In addition, moderate trends in global prices of tradables, particularly edible oils and coal contributed significantly in this regard. Moderation in wage rate growth has also limited the demand pressures domestically (*Economic Survey 2014-15*, Government of India).

Liberalized FDI regime is one of the major cornerstones of India's development policy and most of the sectors are now eligible for receiving FDI up to 100 per cent. FY2014-15 witnessed further FDI policy reforms, thereby allowing FDI up to 49 per cent in the defence industry route. Higher FDI is also permissible on a case-by-case basis. FDI up to 100 per cent through automatic route has also been permitted in construction, operation, and maintenance of identified railway transport infrastructure. The country received a total investment inflow of US\$30.93 billion over 2014-15 (Calculated from SIA Newsletter, Department of Industrial Policy and Promotion data). To maintain foreign exchange market equilibrium, Reserve Bank of India suitably modified the monetary policies, so as to mop up additional inflationary pressures. *First*, policy repo rate under the liquidity adjustment facility (LAF) was reduced by RBI from 8.0 to 7.75 per cent. *Second*, reverse repo rate was reduced from 7.0 to 6.75 per cent. *Third*, statutory liquidity ratio (SLR) was reduced from 22.50 to 22.00 per cent in August 2014 and further by 50 basis points to 21.50 per cent in February 2015. *Finally*, RBI revised its liquidity management framework from September 2014 onwards. The interventions moderated the investment inflow effects on rupee and export competitiveness. However, absence of strong demand for liquidity has been noticed, which can be explained by weaker recovery process and other domestic factors (*Economic Survey 2014-15*, Government of India). Stronger macroeconomic management and growing confidence is understood from the total net FPI inflows figure of US\$32,943 million during April-December 2014 *vis-à-vis* an outflow of US\$539 million in the corresponding period of 2013-14 (*Macro-Economic Framework Statement, Budget 2015*, Government of India).

As the Eurozone crisis has not been fully resolved, the slower recovery of leading trade partners continued to haunt Indian merchandise and service exports in 2014-15 as well. In 2014-15, India's merchandise exports declined by (-)1.22 per cent as compared to the import growth rate of (-)0.48 per cent. According to

the figures obtained from Export Import Data Bank version 7.2 (*Department of Commerce*), India's balance of trade during 2014-15 stood approximately at US\$(-)137.47 billion, while the corresponding figures for 2013-14 has been US\$(-)135.79 billion. The balance in service exports has been US\$55.27 billion over April-September 2014-15. During May-July and November-February, export growth has been lower (Figure 1). Exports of petroleum products, engineering goods, chemicals and related products contributed significantly in the export basket. While exports of manufacturing products like readymade garments increased owing to labour cost advantage of Indian firms *vis-à-vis* their competitors, cotton yarn exports declined due to fall in international prices. On the other hand, the share of "Petroleum-Oil-Lubricant" (POL) imports declined from 40.28 per cent in 2013-14 to 34.90 per cent in value terms, thanks to the sharp fall in oil price. Increase in imports of automotive products, food products and metal products have been noticed. An increase in import of gold has also been noted, as the import-curbing measures during 2013-14 have been eased. It is expected that with implementation of the WTO agreement on Trade Facilitation in line with the Bali Ministerial 2013 decisions by all member countries, India's exports will increase further in coming days.

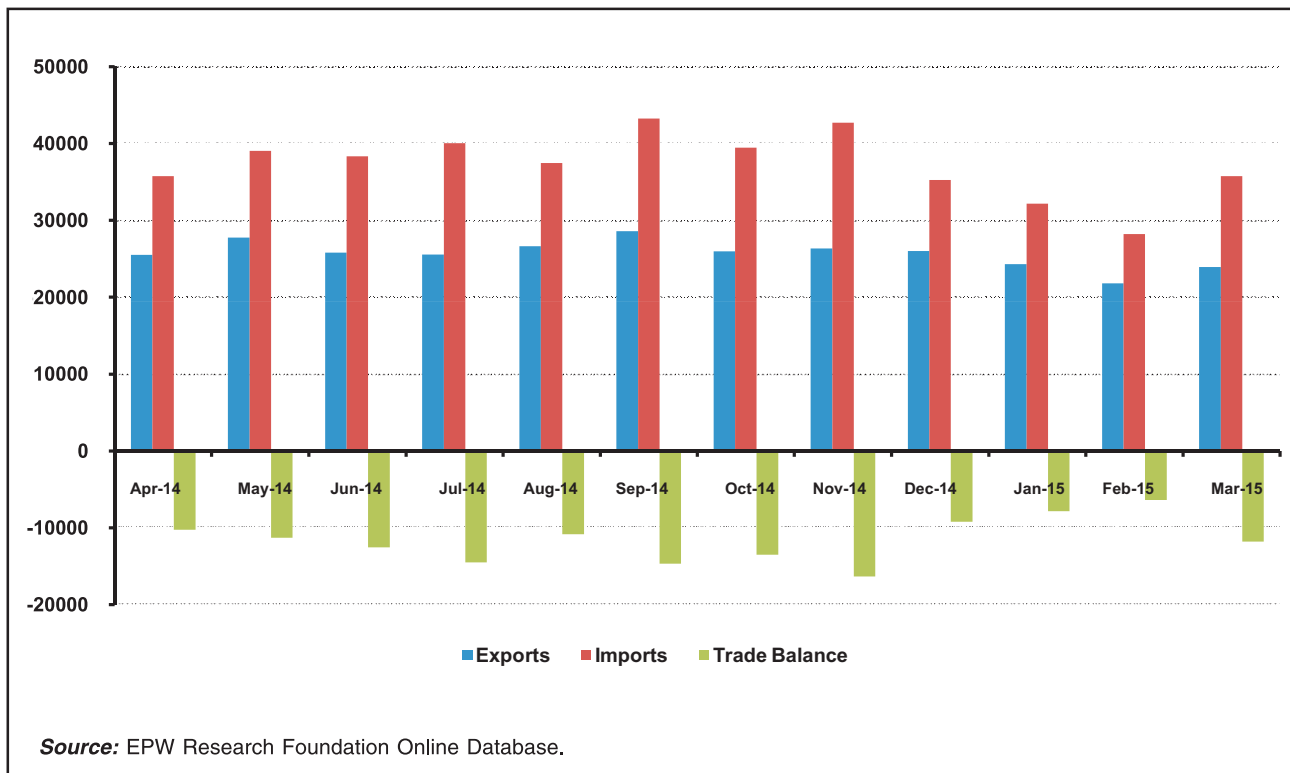
The uncertainties during 2012-13 reduced the foreign exchange reserves to US\$292.0 billion during March 2013, but the same revived to US\$304.2 billion in March 2014. Thanks to the favourable macroeconomic scenario, the foreign exchange reserves during March 2015 gradually improved to US\$341.63 billion (*Handbook of Statistics on Indian Economy*, Reserve Bank of India). The month-wise movements in foreign exchange reserve are shown with the help of Figure 2. The rise in reserve led to fall in short-term external debt to reserve ratio, which signifies a fall in external vulnerability of the country (*Economic Survey 2014-15*, Government of India).

The internal and external macroeconomic factors in 2013-14 led to a significant volatility in Indian Rupee exchange rate *vis-à-vis* the

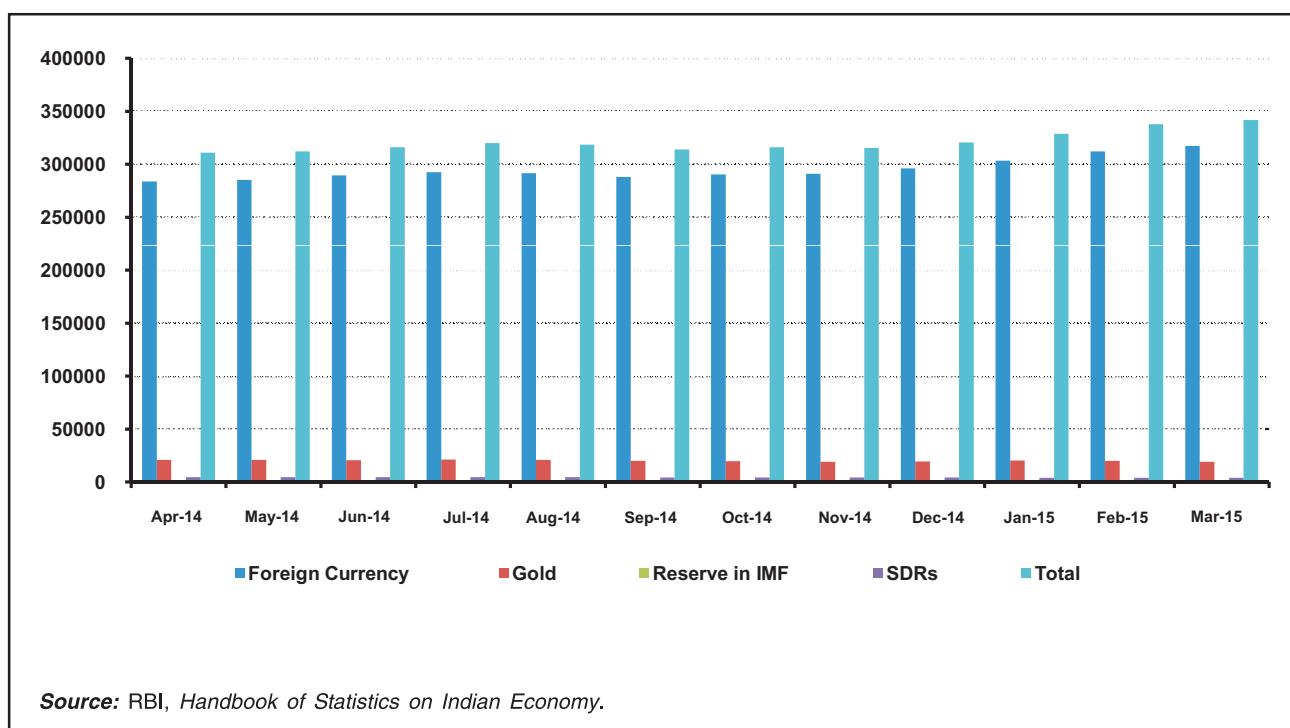




**FIGURE 1**  
**MONTH-WISE EXPORT AND IMPORT IN 2014-15 (US\$ MILLION)**



**FIGURE 2**  
**INDIA'S FOREIGN EXCHANGE RESERVE IN 2014-15 (US\$ MILLION)**

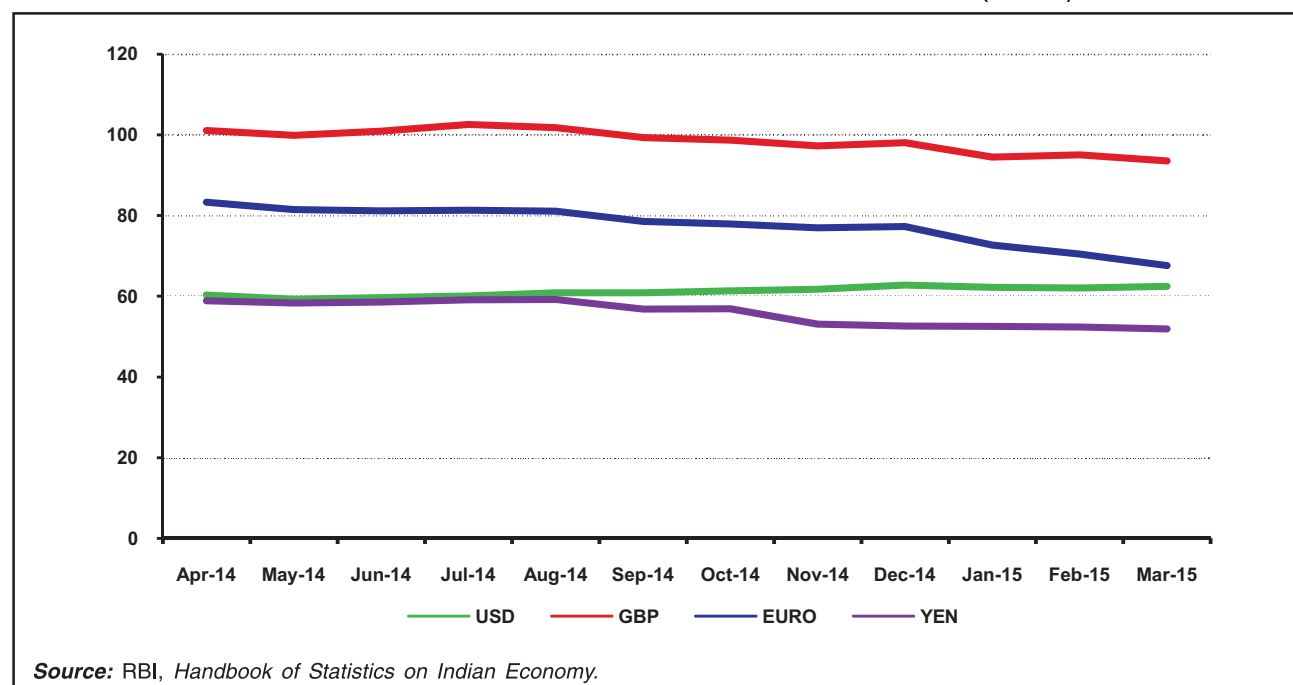


leading currencies of the world. However, the volatility scenario improved considerably during 2014-15. As per RBI documents, the average monthly ₹-\$ exchange rate, which stood at ₹60.36 per US\$ in April 2014, depreciated to ₹61.34 per US\$ in October 2014, and further to ₹62.45 per US\$ in March 2015. On the whole, the exchange rate broadly remained stable *vis-à-vis* the previous year due to huge FDI and FII inflows (*Economic Survey 2014-15*, Government of India). However, the rupee has appreciated against the pound sterling, euro, and Japanese yen over 2014-15 (Figure 3). The relatively robust performance limited the need for RBI interventions in foreign currency market during 2014-15, unlike the previous year. As a result of the relatively stable rupee, although India's external debt increased, the same remained within manageable limits.

To sum up, in 2014-15 India has performed commendably in terms of managing the challenges of internal and external macro-economic stabilization, managing inflation, attracting foreign capital flows, etc. Nevertheless, the challenges of export promotion, lowering of current account deficit, etc. still looms large. The

persisting problems of high fiscal deficit (4.1% of GDP) and non-performing assets of the banking sector require strong fiscal and financial management policies in coming days. While the lower volatility in Indian rupee has boosted investor confidence to some extent, as evident from the rise in investment flows, there is considerable scope to augment the FDI flows further so as to fulfill the "Make in India" objectives. One major challenge in coming year is therefore to ensure suitable currency appreciation to ease the external debt pressures further, improve investment climate and attract foreign investment to revive core manufacturing sector with employment creation effect, finding an acceptable solution to the land acquisition bill in question, boosting the doing business environment, etc. Augmenting service sector exports in the era of emerging competitors like Philippines is another major challenge. Finally, implementing reforms in the agricultural markets (e.g., enhancing private participation through initiatives like contract farming), which are long overdue, deserves attention. Carrying out of these reforms would only make India the fastest growing large economy in the world, as envisaged during the Union Budget 2015-2016 discussions.

**FIGURE 3**  
**PERFORMANCE OF INDIAN CURRENCY VIS-À-VIS OTHER CURRENCIES (2014-15)**



# Important Achievements of IIFT in 2014-15: A Snapshot

## NAAC Accreditation

Academic credentials of IIFT as a premier knowledge centre in the domain of International Business has been reinforced by the fact that NAAC has accredited IIFT with the highest grade 'A' in 2015. Moreover, the Institute has also received the overall CGPA score of 3.53 which is among the highest in the country.

## Four Major Conferences/Conclaves

(i) IIFT organized its Fourth Research Conference on "Empirical Issues in International Trade and Finance" (EIITF) during 18 and 19 December 2014 at its Delhi Campus. The Conference was inaugurated by Smt. Nirmala Sitharaman, Hon'ble Minister of State (Independent Charge) for Commerce and Industry. The Conference received wide response from the academia and the policy research community in India and abroad. Total 170 papers were submitted

from Universities and Research Institutes from India and abroad. After suitable peer-review process, a total of 96 papers were selected for presentation and finally 78 research papers were presented at the Conference. These included 20 paper presenters from abroad from renowned Universities and multilateral bodies. A total of 21 technical sessions were organized, where ongoing research in different areas of international trade and finance were presented. Besides the technical sessions, 5 Special Lectures by renowned economists and policy makers from abroad and 2 Policy Forums on issues of contemporary policy interest (in association with FICCI and Asian Development Bank) were also organized at the EIITF 2014 Conference.

(ii) IIFT organized the International Trade Conclave on the theme "Revolutionizing Trade by Unlocking the Potentials of the Global Value Chain", in Dubai on 25 September 2014. The Conclave was attended

and supported by more than 100 CEOs and other top level corporate professionals from Dubai and Middle-East based trading companies. Around 30 IIFT MBA students who were in Dubai during that period for their port visit also attended the event. The success of the Dubai Trade Conclave over the last two years has been reflected in large number of International placement offers both for the Summer Internship and the Final Placement.



Smt. Nirmala Sitharaman, Hon'ble Minister of State (Independent Charge) for Commerce & Industry addressing at the inauguration of EIITF.

- (iii) The Centre for WTO Studies, IIFT New Delhi organized an International Conference on “Trade Remedy Measures” during 9-10 April 2015 at the IIFT campus. The conference was inaugurated by Dr. Surajit Mitra, Director and Vice-Chancellor, IIFT in the presence of Shri J.S. Deepak, Additional Secretary, Department of Commerce and Shri J.K. Dadoo, Additional Secretary and Designated Authority, DGAD. The International Conference on Trade Remedy Measures was organized with the objectives of encouraging free and frank discussions on several important aspects of imposition of two Trade Remedy Measures, viz. Anti-dumping and Safeguards. The dignitaries who deliberated in the discussion during the two-day Conference include Mr. Johann Human, Director Rules Division, WTO, Mr. Edwin Vermulst, renowned trade law expert and senior-level officials from US Department of Commerce, European Commission, Canada, Australia, China, Brazil, Korea, etc.
- (iv) International Projects Division (IPD) organized a one-day International Conference on “Enhancing Efficiency and Maximizing Output of Tanzanian Economy:

An Indian Initiative” in Dar-es-Salam, Tanzania on 6 March 2015. One hundred and three delegates attended the Conference including large number of SMEs, entrepreneurs, traders, bank officials, university professors, researchers and representatives from various government, quasi-government and private agencies. The main objective of the Conference was to provide a platform to academia, intellectuals and officials of both countries to discuss the trade and investment relationships between India and Tanzania.


## IIFT Placements

- (i) The Institute completed final placements for the MBA (IB) Batch of 2013-2015 in record time with 13 foreign offers this year across locations such as Africa, Bangkok, Beijing, Dubai, Indonesia, Malaysia, Melbourne, Moscow, Nigeria, San Francisco, Singapore, etc. IIFT reinforced its standing as the best trade school in Asia with roles offered by prominent recruiters in trade like Louis Dreyfus, Glencore, AluZinc Asia, Phoenix Commodities and Vital Solutions Singapore. Maersk Line & Sharaf Shipping also offered niche shipping roles to IIFTians. The highest international offer stood at US\$110,000 per annum, a 20 per cent rise over the last year's international package. The highest domestic package for the graduating Batch is ₹24 lakh per annum with an average package rising to ₹14.54 lakh as compared to ₹14.32 lakh per annum last year. In all, 74 recruiters made offers for the largest ever batch of 219 students with 20 per cent rise in the highest package offered. Close to quarter of the batch received PPOs (48%



Dr. Surajit Mitra, Director, IIFT felicitating Shri Debnath Shaw, Indian High Commissioner to Tanzania at the Conference.





rise *vis-a-vis* last year), reflecting the immense demand for IIFT graduates in the corporate world.

- (ii) For the summer internship of MBA (IB) Batch of 2014-2016, the Organization for Economic Co-operation and Development (OECD) recruited interns for the first time from IIFT exclusively for their Paris office as did the World Trade Centre for their Bengaluru office. World Trade Organization continued to recruit interns from IIFT for their Geneva office. The European Union hired summer interns from IIFT exclusively.

### Corporate Social Responsibility (CSR) Initiatives

- (i) The students have contributed towards the cause of women's safety by organizing a Marathon with the theme – Run for Women's Safety. The students also launched an App named "Women In Safe Hands (WISH)" to ensure safety of women in distress. The application launch programme was inaugurated by Delhi Police Commissioner Shri B.S. Bassi on 5 January 2015. The Police Commissioner appreciated the features in the WISH app which were not there on recently launched Delhi Police app named HIMMAT. Through the WISH application, people in the vicinity can be alerted with SOS message. It was proposed to the Police Commissioner to facilitate integration of WISH and HIMMAT.
- (ii) IIFT has entered into an MoU with Indian Institute of Corporate Affairs (IICA) for conducting a series of short-term programmes on CSR in collaboration with them. The MoU was signed by Dr. Surajit Mitra, Director, IIFT and Dr. Bhaskar Chatterjee, Director General, IICA on 12

December 2014. Shri Rakesh Bharti Mittal, Vice President, Bharti Enterprises was the Chief Guest for the event. More than 100 representatives from corporate sector including MNCs, Embassies, UN Bodies and Media attended the event. First programme on "CSR" was conducted for ACC Ltd. in January 2015 in collaboration with IICA.

### IIFT Admissions

IIFT successfully conducted its standalone admission test throughout the country at 51 centres in November 2014. MBA aspirants indicated keen interest in IIFT this year as well with more than 38,000 applications being received for the entrance exam. The final result was declared on 25 March 2015 for 350 seats. Given an increasing emphasis on gender diversity in industry and across the top B-schools, a 2 per cent weightage for gender diversity was included last year in the evaluation components for the 2nd round and the same has been retained this year as well.

**Fourth WTO Regional Trade Policy Course (RTPC)** was organized by the Centre for WTO Studies from 8 September to 31 October 2014 in collaboration with the WTO. It was mentioned that WTO provided special dispensation to have RTPC for 4th time in IIFT as a departure from their usual practice. WTO wanted to make it a model for other centres.

### Installation of Bloomberg Terminals

During the academic year, the IIFT Library has installed 12 Bloomberg terminals. The specific features of Bloomberg Database is that it provides a range of Global Economic data and live changes for Stocks Markets, Company Reports, Sector Analysis, and future trends, which are extremely useful for Classroom Pedagogy and Research Analysis.



# 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 53<sup>rd</sup> 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 Collaborations and Capacity Development (ICCD) Division
- (iv) Graduate Studies Division (GSD)
- (v) Research Division
- (vi) Centre for WTO Studies
- (vii) Centre for MSME Studies, and
- (viii) Centre for International Trade in Technology (CITT).

*The International Projects Division (IPD)* of the Institute plays a crucial role in developing capacities in different aspects of international business in Africa through the conduct of both short-term and long-term training and research programmes. During 2014-15, IPD conducted 11 capacity development programmes, each of one week duration in different countries of Africa. During the year, the Division also inaugurated the 14<sup>th</sup> batch of MBA (International Business) which is being conducted in collaboration with the Institute of Finance Management, Dar-es-Salaam since the year 2000. Besides, the Division organized a Study Tour for students from University of Dar-es-Salaam Business School during May 2014. The Division works closely with different trade bodies on policy issues dealing with trade and investment issues in Africa. A Conference on “Enhancing Efficiency and Maximizing Output of Tanzanian Economy: An Indian Initiative” was held at Dar-es-Salaam in March 2015, which was attended by 103 participants.

*The Management Development Programmes (MDP) Division* of the Institute offers regular training programmes to the Officers/Executives of Govt./PSUs, Corporates and Private Sector in the area of International Trade, International Marketing, Finance, Export Import Management, Strategic Management, Human Resource, IT & Software Management, Corporate Social Responsibility (CSR), e-Governance, Special Economic Zones (SEZs), Dollar-Rupee Valuation, etc. As far as the programmes for officers of Central Services are concerned, IIFT conducts various in-service training programmes for IAS and other All India Service Officers like Indian Forest Service and Indian Police Service. IIFT is nodal institute for conducting 9-month residential training programmes for the Indian Trade Service Probationers. Besides, the Institute also conducts training programmes for the officer trainees of Indian Revenue Service, Indian Foreign Service,



Indian Economic Service, Indian Statistical Service, etc. The specialized capacity building programmes in the areas of Organization Development & Institution Building and soft skills have been conducted for ITI Principals and Employment Exchange Officers spread across the country. The MDP Division also runs various online Diploma and Certificate programmes for working executives.

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 with conducting the admission procedures for the various programmes being offered through IIFT, namely two-year MBA (International Business) Degree Programme, three-year weekend 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 38,500 applicants applying for 350 seats. The other programmes have been equally well received both in the corporate and the government sectors.

The required operational blocks of Kolkata Campus are completed and the academic session 2015-16 will be commencing from the new campus. Like Delhi campus, Kolkata also offers MBA full time, part time programmes with various Executive Programmes. In the new campus, it is proposed to scale up the activities which were earlier constrained by the rented premises.

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 scenario 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 organized three meetings in Nairobi, Accra and Dhaka on post-Bali agenda of the WTO. Trade negotiators from 29

countries participated in the three meetings and deliberated on issues that should constitute the post-Bali work programme. These meetings were organized in partnership with inter-governmental and international organizations including The Commonwealth Secretariat, United Nations Conference on Trade and Development and African Exim Bank.

In partnership with the WTO during 8 September – 31 October 2014, CWS organized the Regional Trade Policy Course for Asia and Pacific Region. Thirty participants from 18 countries attended this flagship training programme.

The Centre organized four international training programmes on different aspects of WTO Agreements. One hundred and six participants attended the four training programmes that were organized under the Indian Technical and Economic Cooperation (ITEC) programme of the Ministry of External Affairs.

In partnership with the World Trade Institute Berne, the Centre organized a one-month Joint Academy on International Trade Law and Policy for law students and young legal professionals.

The Centre for WTO Studies partnered with various inter-governmental organizations, including UNCTAD, South Centre, UNESCAP and Commonwealth and organized conferences, seminars and workshops on WTO and other issues related to international trade.

The Centre organized several stakeholder 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. These meetings were mainly organized in respect of rules of origin provisions for Regional Comprehensive Partnership Agreement Negotiations.

The Centre assisted the Department of Commerce in some of the WTO disputes involving India.

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 has recently taken up an initiative to set up a virtual incubation centre to promote & innovate business ideas having commercial viability and connect them to foreign market.

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.

### IMPORTANT MEETINGS

During the year, three meetings of the Board of Management on 13 August 2014, 19 September 2014 and 30 March 2015; two meetings of the Finance Committee on 8 July 2014 and 17 September 2014; and two meetings of Academic Council on 2 July 2014 and 12 January 2015, were held.





# Education and Training

## FOUNDATIONAL PROGRAMMES

**T**HE Institute organized the following Graduate Studies Programmes during the academic year 2014-15.

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

The two-year full-time MBA (International Business) 2014-2016 (29<sup>th</sup> batch) commenced on 1 July 2014. One hundred and sixty-six students were admitted at Delhi Campus and 93 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 Weekend MBA (International Business)

The 15<sup>th</sup> batch of three-year weekend MBA (International Business) 2014-17 Delhi Campus for working executives started on 12 July 2014. Forty-three participants were admitted to the Programme on the basis of essay writing, group discussions and interviews.

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

Executive Post Graduate Diploma in International Business 2014-16 commenced on 22 September 2014 with 92 participants drawn from corporate sector, export promotion & service institutions/organizations and government departments.

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

The fifth batch of Executive Post Graduate Diploma in International Marketing 2014-16 started on 22 September 2014 with 33

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 function.

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

The fifth batch of Executive Post Graduate Diploma in Capital & Financial Markets 2014-16 started on 22 September 2014 with 17 participants drawn from corporate sector, financial institutions/organizations and government departments.

### 6. Certificate Programme in Export Management (CPEM) May-Sept. 2014

Certificate Programme in Export Management (May-September- 2014) commenced on 17 May 2014. Twenty-nine students joined the Programme.

### 7. Certificate Programme in Export Management (CPEM) Dec. 2014-Mar. 2015

Certificate Programme in Export Management (December 2014 - March 2015) commenced on 6 December 2014. Sixty-one students joined the Programme.

### 8. 49<sup>th</sup> CONVOCATION

49<sup>th</sup> Convocation of the Institute was held on 22 April 2015. Dr. Arvind Panagariya, Vice Chairman, NITI Aayog 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, Chairman, IIFT and Dr. Surajit Mitra, Director, IIFT awarded degrees,

diploma and certificates to 675 students as per details:

Programme	No. of Students	Programme	No. of Students
• Ph.D Programme	4	• EPGDIM (2013-15)	33
• Two-year MBA(IB) 2013-15 Delhi	160	• EPGDCFM (2013-15)	21
• Two-year MBA(IB) 2013-15 Kolkata	60	• DITB for ITS Officers	8
• Part-time MBA(IB) 2012-15 Delhi	76	• CPEM (May-Sept. 2014)	28
• Part-time MBA(IB) 2012-15 Kolkata	19	• CPEM (Nov. 2013 – Feb. 2014)	45
• EPGDIB (2013-14) Kolkata	22	• PGCPIM (May – Dec. 2014)	29
• EPGDIB (2013-15) Delhi	103	• O-CPEIM (Sept.-Dec. 2014)	17
• EPGDIB (VSAT) 2014-15	50		



Dr. Arvind Panagariya, Vice Chairman, NITI Aayog, awarding medal and certificate to the meritorious student at the 49th Annual Convocation.

**PROGRAMMES CONDUCTED BY GRADUATE STUDIES DIVISION (GSD)  
DURING 2014-15**

<i>Sl. No.</i>	<i>Programme</i>	<i>Venue</i>	<i>Duration</i>	<i>No. of participants</i>
1.	MBA (International Business)	IIFT, Delhi	2013-15	160
			2014-16	166
		IIFT, Kolkata	2013-15	60
			2014-16	93
2.	MBA (International Business) Weekend	IIFT, Delhi	2012-15	78
			2013-16	44
			2013-16 (second batch)	24
			2014-17	43
		IIFT, Kolkata	2012-15	19
3.	Executive Post Graduate Diploma in International Business (On Campus)	IIFT, Delhi	Sept. 2013- Feb. 2015	103
			Sept. 2014-Feb. 2016	92
		IIFT, Kolkata	Jan. 2013- July 2014	22
			Nov. 2013-Oct. 2015	19
4.	Executive Post Graduate Diploma in International Marketing	IIFT, Delhi	Sept. 2013- Feb. 2015	33
			Sept. 2014-Feb. 2016	33
5.	Executive Post Graduate Diploma in Capital and Financial Markets	IIFT, Delhi	Sept. 2013- Feb. 2015	21
			Sept. 2014-Feb. 2016	17
6.	Certificate Programme in Export Management	IIFT, Delhi	May-September 2014	29
			Nov. 2014-Feb. 2015	61



## MANAGEMENT DEVELOPMENT PROGRAMMES

During the year 2014-15, MDP Division conducted 33 programmes for managers and executives of various levels. Out of these, 6 programmes were open for all sectors, 17 programmes for Government Officers including IAS, IFS, and other All India Service Officers, 4 programmes for public sector undertakings, 2 collaborative programmes and 4 long duration courses delivered via hybrid mode. Around 1,000 participants benefited from these programmes.

### A. OPEN PROGRAMMES

#### 1. CSR & Business Sustainability

A two-day MDP on “CSR & Business Sustainability” was held at Institute’s premises during 16-17 April 2014.

The programme aimed at understanding of CSR Concept and Content, Brief Background, Evolution and Perspectives & Introduction to the Primer, National CSR Guidelines, CSR Mandate for Corporate Sector - Legal Framework, Aligning the Organization for CSR Initiatives.

The programme content also included Planning & Monitoring of CSR Projects, Evaluation & Reporting of CSR Projects, Overview of Sustainability Issues, Challenges and Opportunities, Sustainability Reporting.

Sixteen participants attended the programme.

#### 2. Management of International Payments - Mastering Letter of Credit and UCP 600

A one-day MDP on “Management of International Payments - Mastering Letter of Credit and UCP 600” was held at Institute’s premises on 19 May 2014.

The programme focused on Method of International Payments & Instruments,

Discussion on Banker’s Role in Collecting International Trade Payments and New International Payment Obligation Rules, Creating Sustainability in Business Model by Managing Payment Risks, Mechanism and Legal Framework of Letter of Credit Contract - Role of Parties in Credit Transaction, Management of Credit Transaction, Mastering Main Provisions of UCP 600 - Implication & Professional Application to ensure full on-time payments.

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.

Thirteen executives from banks and PSUs attended the programme.


#### 3. Understanding Valuation of Foreign Currencies & Currency Risk Management Strategies - Indian Corporates

A one-day programme on “Understanding Valuation of Foreign Currencies & Currency Risk Management Strategies - Indian Corporates” was conducted at Institute’s premises on 16 June 2014.

The programme aimed at Understanding Change in Foreign Currency Valuation and its Implication on International Business Transactions, Understanding Valuation of Foreign Currencies, Functions of Indian Forex Markets, and Merchant Rates for Exporters & Importers & Forecasting Techniques - Indian Scenario.

The programme content also included Discussion on the Concept of Hedging, Dynamics and Role of Forex Derivatives - Forward, Futures, Option & Swap, Case Study on Foreign Currency Risk Management - Corporate Strategies, Hedging Techniques and Strategies Adopted by Leaders of Indian Companies - Experience Learning Case Study.





Thirty-six executives from various PSUs, corporates and private sectors attended the programme.

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

A five-day MDP on “Export-Import Procedure and Documentation” was held at IIFT premises during 21-25 July 2014.

The programme aimed at understanding of Getting Started in Export Import - Step by Step, Scanning Global Markets, ECGC - Role & Policies in Risk Management, Regulatory Documents in Foreign Trade - Preparation & Handling, International Payment System - Letter of Credit & Implication of UCP 600, International Payments System - Making Corporate Payment Effective and Efficient, Regulatory Documents in Foreign Trade - Preparation & Handling, Currency Risk Management in International Trade, Currency Risk Management Strategies for Corporate – Case Study.

The programme also provided knowledge of Incorporating Incoterms 2010, International Sales Contract, Foreign Currency Loan Schemes for Exports & Imports – Cost Reduction Approach, Discussion on Financial Unlayering of Export Chain, Identifying Global Market, Duty Drawback & Claim Procedure, Export Incentives & Duty Exemptions Schemes, Promoting Exports, WTO Compliant Foreign Trade Policy, etc.

Twenty-three participants from various sectors attended the programme.

#### **5. Understanding Procedures & Documentations in Export Import**

A three-day MDP on “Understanding Procedures & Documentations in Export Import” was held at Institute’s premises during 17-19 September 2014.

The programme aimed at understanding of Starting Export Import & Availing Incentives, Incoterms 2010, Management of International

Payments - Letter of Credit & Implications of UCP 600, Commercial Document in Foreign Trade – Preparation & Handling, How to Make Export Chain Effective & Efficient – Foreign Trade Financing, Foreign Currency Valuation & Currency Risk Management Strategies, International Sales Contract, Duty Drawback & Claim Procedure.

Twenty-two participants from Govt. Sector, PSUs, and private companies attended the programme.

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

A two-day MDP on “Challenges & Issues of Import Business and Success Strategy” was conducted at Institute’s premises during 10-11 November 2014.

The programme aimed at understanding of Import Profile of India: Need & Emerging Opportunities, Getting Started in Import in India: Step by Step Approach, Procedure for Bonded Warehousing of Import Cargo, Import Financing Schemes in India, Currency Risk Management Strategies for Import Business, Custom Clearance of Imported Cargo.

Sixteen executives from various PSUs and Government Offices attended the programme.

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

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

An eight-day Training Programme on “International Trade & Conventions” for the Indian Revenue Service officer trainees was conducted at NACEN Complex, Faridabad on 7, 9, 11 & 21-25 April 2014.

The main focus of the programme was to provide insight into Composition of India’s Trade Basket, Trends & Policy, Licenses & Approvals in Export/Import Business, Foreign

Trade – Contracts & Documents, Incoterms 2010, Export Incentives Benefits, Theories of International Trade - Classical and Modern, Trade & Tariffs Policy Choice for A Developing Country, Duty Neutralization, International Trade Logistics, 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, Mapping ICT Application in International Trade Transaction.

The programme content also included Market Identification Process in International Business, Negotiations on Agriculture, Sanitary & Phyto Sanitary Measures (SPS) & Technical Barriers to Trade (TBT), Development Dimensions of the WTO, NAMA: Tariff, Non-tariff Barriers, Global Political Economy and Economic Diplomacy, Political Economy of the Regional Trade Blocs and Genesis of the Euro Zone Crisis, India's Free Trade Agreements & its Implication on International Trade, Hands-on Exercise & Trade Game, Open Economy, Macro Economy, Recent Economic Crises: Implication for Developed & Developing Countries, Trade Defence Measures (Anti-Dumping, Subsidies & Safeguards), Overview of International Financial & Commodity Markets, Functioning of International Commodity Markets, Negotiations on Trade Facilitation, International Trade Payment Methods and Use of Letter of Credit, Foreign Currencies Exchange Risk Management - Issues, Implication & Hedging Strategies, TRIPS and Intellectual Rights: Indian Context, etc.

One hundred and twenty-seven IRS officer trainees attended the programme.

## 2. 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 2014-15, seven programmes have been conducted as given below:

<i>Date</i>	<i>Venue</i>	<i>No. of participants</i>
• 19-24 May 2014	IIFT, New Delhi	21
• 26-31 May 2014	IIFT, New Delhi	29
• 9-14 June 2014	IIFT, New Delhi	21
• 8-13 Sept. 2014	IIFT, New Delhi	30
• 22-27 Sept. 2014	IIFT, New Delhi	27
• 13-18 Oct. 2014	IIFT, New Delhi	17
• 9-14 March 2015	IIFT, Kolkata	25

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.

## 3. Training Programme on “Contemporary Issues in International Business & Policy” for Sr. ITS Officers

A two-week training programme on “Contemporary Issues in International Business and Policy” for the senior ITS officers was conducted at IIFT Campus, New Delhi during 26 May-7 June 2014 including one-week attachment with University of California, USA.

The main focus of the programme was to provide insights into Emerging Global Economic Situation: Its Impact on India's Trade and Some Policy Issues, the Trinity of the Industrial, Trade & Investment Policy Framework: Shifts & Transformation, Trends in Value Added Trade

in Global Trade: Implications for India, Panel Discussion: The Political Economy of the Trade Blocs and the Regional Economic Integration, Trans Pacific Partnership Agreement and Regional Economic Cooperation & Partnership Agreement: Implications for Policy Making, Commercial Diplomacy: Trade Policy Formulation and Negotiation - Global Perspective, etc.

The programme content also included International Trade Data and Its Implications on International Business (Hands-on Experience), India's Duty-Free Tariff Preference Scheme for LDCs, Compliance of India's Foreign Trade Policy with WTO, Trade Defence Mechanism: Lessons for India & Strategy for Success, Global Value Chain: Possible Challenges for Policy Making in India, Barriers on Trade in Services: Future Directions for Policy Making in Services, TRIPS Agreement and Opportunities Lost, Global Developments on IP Issues of Relevance to India, Panel Discussion on Agreement on Trade Facilitation: Issues related to Implementation of India's Policy Response in WTO Context, etc.

The programme was attended by ten senior officers of Indian Trade Service.

#### 4. Capacity Building Programme for Employment Exchange Officers

On the request of Ministry of Labour & Employment, Government of India, IIFT has also started a series of Capacity Building Programmes for the officers of Employment Exchanges spread across the country. In the year 2014-15, three programmes have been conducted as given below:

<i>Date</i>	<i>Venue</i>	<i>No. of participants</i>
• 25-30 August 2014	IIFT, New Delhi	32
• 1-6 Sept. 2014	IIFT, New Delhi	26
• 15-20 Sept. 2014	IIFT, New Delhi	42

The programmes aimed at understanding Overview of Projects and Their Role, Ice Breaking- Group Exercise, Career Centre Management - Admin and Operations, Promoting Career Centre - Identify Channels, SMART Action Plan, Market Prospecting - Directory, Occupational Codes, etc., Interacting with Industry, Manufacturing Associates, etc., Activity - Job Fair (Toolkits and Mobile Vans), Workforce Segmentation, Unskilled - Illiterate, Skilled - Illiterate, Literate - No Experience, Literate - Experienced, CV Building, Aptitude/ Personality, Interpretation and Report Writing, Interest (Vocational), Communication & Presentation Skills, Personal Mastery, etc.

The programme content also included Job Skill Mapping, Entrepreneurial Development- Management and Finance, Group Counselling, Managing Stress, Work Place Ethics, Managing Diversity, Action Plan, Counselling Documentary followed by Discussion, Brainstorming Counsellor's Characteristics, Presentation of Group Action Plan, etc.

#### 5. Certificate Programme on "International Economic & Business Management" for the officer trainees of Indian Foreign Service (2013 Batch)

A four-week Certificate Programme on "International Economic & Business Management" for the officer trainees of Indian Foreign Service (2013 batch) was conducted at IIFT Campus, New Delhi during 9 June-4 July 2014.

The main focus of the programme was to provide insights into the Fundamentals of Macroeconomics & International Economics, 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 18 June 2014 for giving the participants a practical exposure to Industry.

Twenty-five IFS officer trainees attended the programme.



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

#### 6. Residential Training Programme on “International Trade & Business” for the ITS Probationers (2012 Batch)

A nine-month Residential Training Programme on “International Trade & Business” for the Indian Trade Service Probationers was conducted during 16 December 2013 – 31 August 2014 at IIFT campus, New Delhi.

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, International Marketing, etc.

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 Parliamentary attachments and a special interaction with Hon’ble President of India.

Eight ITS Probationers completed the programme and fulfilled the eligibility for award of Diploma in International Trade and Business.

#### 7. In-Service Training Programme on “International Negotiations” for IAS and other All India Service Officers

A one-week training programme on “International Negotiations” for IAS and other All India Service Officers was conducted at IIFT, New Delhi during 27-31 October 2014.

The main focus of the programme was understanding of Shifts and Transformations in



Global Political Economy and Economic Diplomacy, Framework for Multilateral Trade Negotiations, India's Experience in Multilateral Trade Negotiations, Fundamentals and Perspectives, etc.

The programme content also included: the Social Dynamics and the Life Cycle of Negotiation, Strategic Issues in Negotiation, Deliverables in Negotiation, Formulation of A Contract, Persuasive Communications in Negotiation, International Business Governance Structures & Corporate Diplomacy, Negotiation Role Playing Exercise, Cross-Cultural Issues in Negotiations, Political Risk Assessment: Implications for International Negotiations, Behavioral Analysis in Negotiation, the Political Economy of Negotiations for Regional Economic Integration, Agent-Constituency Relationships and Multi-level Games in International Negotiations, etc.

Nineteen IAS and other All India Service Officers from various cadres attended the programme.

#### **8. In-Service Training Programme on "WTO & Intellectual Property Rights" for IAS and other All India Service Officers**

A one-week training programme on "WTO & Intellectual Property Rights" for IAS and other All India Service Officers was conducted at IIFT, New Delhi during 24-28 November 2014.

The main focus of the programme was understanding of Knowledge, Innovation and Intellectual Property Rights: An Introduction, Economics of Intellectual Property Rights, Need of IPR Protection: WTO Framework and the TRIPs Agreement, Evolution of IP Statutes – Origin and Internationalization, IPR & India: Patent Law, Practices and Procedure, IPR & India: Copyrights and Related Rights, TRIPs & Public Health, Panel Discussion : IPRs *vis-à-vis* Access & Affordability of Medicines in India, Disputes in WTO: Impact of IPRs in India, etc.

The programme content also included IPR & Geographical Indications, IPR & India: Trademark Law in India, IPR and India:



Participants of training programme on "International Negotiations" for IAS and other All India Service Officers (27-31 October 2014).

Information Technology – Role of Patents and Copyrights, IPR and India: Biotechnology, Indian Agriculture, Global Developments on IP Issues and Technical Assistance for Further Strengthening IP Institutions and Capacities in Developing Countries, Dispute Settlement and TRIPs: Case Study with Relevance to India, Interpreting WTO for Public Health – the TRIPs Agreement, IPRs Issues in Genetic Resources and Traditional Knowledge, Discussion on Draft IPR Policy put up by DIPPI and Participant's Action Plan on Developing IPR Policies, etc.

Twenty IAS and other All India Service Officers from various cadres attended the programme.

#### **9. Mid-Career Training Programme on “International Trade & Management” for Assistant DGFTs and FTDOs**

A three-week mid-career training programme on “International Trade & Management” for Assistant DGFTs and FTDOs was conducted at IIFT, New Delhi during 9-27 March 2014.

The main focus of the programme was understanding of the Self and Different Aspects of Interpersonal Behaviour, Assessing and Evaluating Personal Attributes, Unveiling Fundamentals of Interpersonal Relationships, Effective Business Communication, Transactional Analysis, Essential of Leadership Styles, Learning Styles, Problem Solving & Decision Making, Cross Cultural Management in International Business, Cross Cultural Communication, Procurement of Goods and Services, General System of Financial Management, Contract Management, Budget Formulation and Implementation, Filing System, Noting & Drafting, Record Management, etc.

The programme also covered Importance of Services in Product Value Chain or Related Area, Overview and Sectoral Interests of Indian Economy, Recent Global Trade Pattern & India's Opportunities, Challenges of Globalization for

Indian Economy, Trade Databases: Hands-on Experiences, Value Chain Integrations & Production Networks in Asia, Trade Databases for Policymaking: Group Exercises, Group Presentation, ICT Standard & Regulatory Framework for, ICT Evolution Trends, Digital Eco-System, Policy Issues, Electronic Data Interchange and Trade Facilitation - Processes, Challenges and eBRC, ICT Infrastructure, Procurement & Implementation Issues, E-business Models, Entrepreneurial Challenges and Policy Issues, Growth through Personal Value System, IT Tools for Policy Insight & Decision Making, Trade Policy Choice & Effects on Trade Patterns, Tariff & Non-Tariff Barriers for Exports, India's EX-IM Provisions, India's Foreign Trade Policy: Introduction, India's Foreign Trade Policy: Policies, India's FDI Policy, WTO Reforms and its Impacts on Indian Economy, India's SEZ Policy, etc.


Twenty-one participants attended the programme.

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

##### **1. Training Programme on “Methods of International Payments and Mastering Letter of Credit with Implication of UCP 600” for the Officers of GAIL (India) Ltd.**

A three-day training programme on “Methods of International Payments and Mastering Letter of Credit with Implication of UCP 600” for the officers of GAIL was conducted at GAIL Training Institute, Noida during 23-24 June 2014.

The programme aimed at understanding of International Payment Methods and Instruments, Understanding Role of Banks in Collecting International Payments, Understanding New Revolutionary Bank Payment Obligation Method of Payments, Discussion on Mechanism & Legal Framework of Letter of Credit – Role of Parties in Credit



Transaction, Understanding Various Types of Letter of Credit and Implications, Mastering Main Provisions of Uniform Customs & Practice for Documentary Credit ICC Brochure 600, Case Study - Covering main issues of UCP 600 & Solutions, etc.

The programme content also included International Payment Option & Risk Management, Practical Issues Question-Answer, Discussion on the Banker Collection URC 522 and Legal Issues Involved in Documentary Collections, Case Study - Covering Main Issues of Beneficiary, Reimbursing Bank, Collecting Bank & Mastering URC 522, etc.

Twenty-eight senior officers of GAIL (India) Ltd. attended the programme.

## **2. Training Programme on “Export Import Management” for the Executives of Numaligarh Refinery Ltd.**

A two-day Training Programme on “Export Import Management” for the Executives of Numaligarh Refinery Ltd. was held during 2-3 December 2014 at Numaligarh Refinery Ltd., Numaligarh, Assam.

The programme aimed at understanding of Customs Clearance of Imported Cargo, Settlements of International Payments, Sale on High Sea - Procedure & Documentation, Incoterms 2010 for International Logistics Operations, Financing of Oil Trade Operations, and Warehousing Procedure for Imported Cargo, etc.

Twenty-two executives of Numaligarh Refinery Ltd. attended the programme.

## **3. Training Programme on “Export Procedure & Documentation” for the Officers of KVIC**

A three-day residential training programme on “Export Import Management” for the Officers of KVIC was held during 27-29 January 2015 at IIFT, New Delhi.

The programme focused at understanding of Product & Export Market Diversification Possibilities for Handmade Paper, Handmade Paper and Paper Products Exports from India: Status and Challenge, Getting Started in Export Import - Step by Step, Commercial Documentation for Foreign Trade - Preparation & Handling, Regulatory Documents in Foreign Trade - Preparation & Handling, Customs Clearance of Export Cargo, Foreign Trade Policy Instruments for Handmade Paper Products, Methods of International Payment - Implication of Letter of Credit, etc.

The programme also included Discussion on Practical Problems Covering International Payments, Understanding Change in Foreign Currency Valuations & Exchange Risk Management Strategies, Export Finance Schemes in Rupee & Foreign Currencies of EXIM Bank for Exporters, Financing Schemes of EXIM Bank for Handmade Paper Exports, Managing Global-environmental Compliance in Handmade Paper Product Exports - WTO TBT considerations, etc.

Twenty officers of KVIC attended the programme.

## **4. In-House Training Programme on “Global Business Environment, Trade Operations & Logistics” for the Executives of MMTC**

A one-day in-house training programme on “Global Business Environment, Trade Operations & Logistics” for the Executives of MMTC was held on 19 February 2015 at MMTC office, Lodhi Road, New Delhi.

The programme aimed at understanding of the Various Aspects of Global Business Environment and Trade Operations and Logistics, etc.

The programme was attended by 25 Executives of MMTC Ltd.



## D. COLLABORATIVE PROGRAMMES

### 1. Launch Event for Series of Short-Term Programmes on “CSR” and Signing of MoU between IIFT & IICA

Keeping in mind the new initiatives of Govt. of India in the area of Corporate Social Responsibility, IIFT has entered into collaboration with Indian Institute of Corporate Affairs for conducting series of short-term programmes on “CSR”.

A one-day launch event was held on 12 December 2014 and an MoU between IIFT and IICA was signed by Dr. Surajit Mitra, Director, IIFT and Dr. Bhaskar Chatterjee, Director General, IICA in presence of various dignitaries including Shri Rakesh Bharti Mittal, Vice Chairman, Bharti Enterprises.

During the programme, presentations were made over the Mandate, Significance and other various issues related to CSR training.

Ninety-two representatives of Trade, Industry and Government Sector attended the event.

### 2. Short Term Programme on “CSR” for the Executives of ACC Ltd. (in collaboration with IICA)

A two-day Short Term Programme on “CSR” for the Executives of ACC Ltd. was conducted at the IIFT, New Delhi during 27-28 January 2015. The programme aimed at understanding of CSR Law, Rules & Policy, CSR Strategy, Implementing Agencies, Project Management of CSR Project, Project Identification & Design, Need Assessment Methodology, Evaluation & Impact Assessment of CSR Programmes, Account, Audit, Taxation (AAT) & Reporting, etc.

Thirty-two Executives of ACC Ltd. attended the programme.

## E. HYBRID PROGRAMMES

### 1. Executive Post Graduate Diploma in International Business (VSAT) 2014-15

The one-year Executive Post Graduate Diploma in International Business was conducted during February 2014-March 2015.

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

The programme covered Global Business Environment, Marketing Management, Business Economics, Business Statistics, 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.

Fifty-three participants completed the programme.

### 2. Executive Post Graduate Diploma in International Business Strategy 2014-15

The one-year Executive Post Graduate Diploma in International Business Strategy was conducted during February 2014-April 2015.

The programme was divided into 3 terms and each term commenced with a six-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 various cities of India.

The programme covered Global Business Environment, Decision Making using IT, Global Strategic Management, Cost Management



Participants of one-year Executive Post Graduate Diploma in International Business Strategy (February 2014-April 2015).

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.

Forty-nine participants appeared for the final examination conducted during March-April 2015.

### **3. Certificate Programme in Export Import Management**

The four-month Certificate Programme in Export Import Management was conducted during September-December 2014.

The 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.

Seventeen participants completed the programme.

### **4. Post Graduate Certificate Programme in International Marketing**

The six-month Post Graduate Certificate Programme in International Marketing was conducted during May-December 2014.

The programme 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 various cities of India.

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.

Twenty-nine participants completed the programme.

## PROGRAMMES CONDUCTED BY MDP DIVISION DURING 2014-15

<i>Sl. No.</i>	<i>Programme</i>	<i>Venue</i>	<i>Duration</i>	<i>No. of participants</i>
<b>(i) OPEN PROGRAMMES</b>				
1.	CSR & Business Sustainability	IIFT, New Delhi	16-17 April 2014	16
2.	Management of International Payments – Mastering Letter of Credit & UCP-600	IIFT, New Delhi	19 May 2014	13
3.	Understanding Valuation of Foreign Currencies & Currency Risk Management Strategies – Indian Corporates	IIFT, New Delhi	16 Jun. 2014	36
4.	Export Import Procedure and Documentation	IIFT, New Delhi	21-25 July 2014	23
5.	Understanding Procedures & Documentation in Export Import	IIFT, New Delhi	17-19 Sept. 2014	22
6.	Challenges & Issues of Import Business and Success Strategy	IIFT, New Delhi	10-11 Nov. 2014	16
<b>Total</b>				<b>126</b>

<i>Sl. No.</i>	<i>Programme</i>	<i>Sponsors</i>	<i>Venue</i>	<i>Dates</i>	<i>No. of participants</i>
<b>(ii) SPONSORED PROGRAMMES FOR GOVERNMENT OFFICERS</b>					
1.	International Trade for Indian Revenue Service Officer Trainees	NACEN, Faridabad	Faridabad	7, 9, 11 & 21-25 April 2014	127
2.	Capacity Building Programme for ITI Principals	Ministry of Labour & Employment, Govt. of India	IIFT, New Delhi	19-24 May 2014	21
3.	Capacity Building Programme for ITI Principals	Ministry of Labour & Employment, Govt. of India	IIFT, New Delhi	26-31 May 2014	29
4.	Contemporary Issues in International Business and Policy for Senior ITS Officers	DGFT, DOC, Govt of India	IIFT, New Delhi & University of California, USA	26 May-7 June 2014	10
5.	Capacity Building Programme for ITI Principals	Ministry of Labour & Employment, Govt. of India	IIFT, New Delhi New Delhi	9-14 June 2014	21

<i>Sl. No.</i>	<i>Programme</i>	<i>Sponsors</i>	<i>Venue</i>	<i>Dates</i>	<i>No. of participants</i>
6.	International Economics and Business Management for the Officer Trainees of the Indian Foreign Service	FSI (MEA), New Delhi	IIFT, New Delhi	9 June-4 July 2014	25
7.	Capacity Building Programme for the Employment Exchange Officers	Ministry of Labour & Employment, Govt. of India	IIFT, New Delhi	25-30 Aug. 2014	32
8.	Residential Training Programme for ITS Probationers (Diploma in International Trade and Business)	DGFT, DOC, Govt of India	IIFT, New Delhi	16 Dec. 2013–31 Aug. 2014	8
9.	Capacity Building Programme for the Employment Exchange Officers	Ministry of Labour & Employment, Govt. of India	IIFT, New Delhi	1-6 Sept. 2014	26
10.	Capacity Building Programme for the Employment Exchange Officers	Ministry of Labour & Employment, Govt. of India	IIFT, New Delhi	15-20 Sept. 2014	42
11.	Capacity Building Programme for ITI Principals	Ministry of Labour & Employment, Govt. of India	IIFT, New Delhi	8-13 Sept. 2014	30
12.	Capacity Building Programme for ITI Principals	Ministry of Labour & Employment, Govt. of India	IIFT, New Delhi	22-27 Sept. 2014	27
13.	Capacity Building Programme for ITI Principals	Ministry of Labour & Employment, Govt. of India	IIFT, New Delhi	13-18 Oct. 2014	17
14.	International Negotiations for the IAS and other All India Service Officers	DOPT, Govt. of India	IIFT, New Delhi	27-31 Oct. 2014	19
15.	WTO & Intellectual Property Rights for the IAS and other All India Service Officers	DOPT, Govt. of India	IIFT, New Delhi	24-28 Nov. 2014	20
16.	Capacity Building Programme for ITI Principals	Ministry of Labour & Employment, Govt. of India	IIFT, Kolkata	9-14 March 2015	25
17.	Training Programme International Trade & Management for Asst DGFTs and FTDOs	DGFT, DOC, Govt of India	IIFT, New Delhi	9-27 March 2015	21
<b>Total</b>					<b>500</b>

<i>Sl. No.</i>	<i>Programme</i>	<i>Sponsors</i>	<i>Venue</i>	<i>Dates</i>	<i>No. of participants</i>
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**(iii) SPONSORED PROGRAMMES FOR PSUs**

1.	Methods of International Payments and Mastering Letter of Credit with Implication of UCP 600 for the Officers of GAIL (India) Ltd.	GAIL (India) Ltd.	GTI, Noida	23-24 June 2014	28
2.	Export Import Management for Executives of Numaligarh Refinery Ltd.	Numaligarh Refinery Ltd.	Numaligarh, Assam	2-3 Dec. 2014	22
3.	Export Procedure & Documentations for the Executives of KVIC	KVIC	IIFT, New Delhi	27-29 Jan. 2015	20
4.	Global Business Environment, Trade Operations & Logistics	MMTC	MMTC Training Centre	19 Feb. 2015	25
<b>Total</b>					<b>95</b>

<i>Sl. No.</i>	<i>Programme</i>	<i>Collaborative Organization</i>	<i>Venue</i>	<i>Dates</i>	<i>No. of Participants</i>
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**(iv) COLLABORATIVE PROGRAMMES**

1.	Launch event of Short Term Programmes on CSR in Collaboration with IICA	IICA	IIFT, New Delhi	12 Dec. 2015	92
2.	Short Term Programme on CSR for the Officers of ACC Ltd.	IICA	IIFT, New Delhi	27-28 Jan. 2015	32
<b>Total</b>					<b>124</b>

<i>Sl. No.</i>	<i>Programme</i>	<i>Venue</i>	<i>Duration</i>	<i>No. of participants</i>
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**(v) HYBRID PROGRAMMES**

1.	One-year EPGDIB (VSAT)	IIFT, New Delhi	Feb. 2014-March 2015	53
2.	One-year EPGDIBS	IIFT, New Delhi	Feb. 2014-April 2015	49
3.	Six-months PGCPIM	IIFT, New Delhi	May-Dec. 2014	29
4.	Four-months CPEIM	IIFT, New Delhi	Sept-Dec. 2014	17
<b>Total</b>				<b>148</b>





# Research at IIFT

THE following Research Projects were undertaken by IIFT during 2014-15:

## 1. Managing India's Trade Deficit with Large Trading Partners: Lessons and Prospects

India's trade pattern with several of its large trading partners has caused bilateral trade deficits/imbances to emerge which are a cause of concern to the Government of India. In the Asian region, the top three countries with whom India has a negative trade balance are China, South Korea and Indonesia. Together these countries accounted for 23.7 per cent of India's overall trade deficit in 2007, which had increased to 28.6 per cent by 2012. By 2015, India's trade engagement with China is expected to touch US\$100 billion, with Korea US\$40 billion and with Indonesia US\$20 billion and therefore, the possibilities of the trade deficit further increasing are real. The analysis of current account deficit of India has indicated that under the given structure of trade, the current account deficit is unsustainable in the long run. Accordingly, the present study undertakes a detailed analysis of the structure of exports and imports of India to China, South Korea and Indonesia and identifies possible ways of reducing the deficit in the future.

The findings of the study indicate that most of the export items from India to China and South Korea are primary products like ores, or semi-processed raw materials like metals or chemical products and import items mainly concentrated in electrical and non-electrical machinery, chemicals & fertilizers, and base metals. The reason for low penetration into Chinese and South Korean market is due to high tariffs and non-tariff barriers faced by India on these products and preferential treatment given to the competing countries. The reasons for

surge in Chinese and South Korean imports have been cited to be inverted duty structure, Information Technology Agreement (ITA-1) of WTO and a non-competitive Indian high tech capital goods industry. On the other hand, export basket of India is diversified with products like cereals, oil seeds; advanced technology intensive products like electrical & non-electrical machinery, transport equipment, etc. The study finds that trade complementarity between India and these countries is very high and also identifies possible high export growth oriented products where India could focus to increase exports to these markets.

## 2. Study for Comparing Performance of the PSUs (STC, MMTC & PEC) in Common Activities

The study was undertaken at the request of Department of Commerce, Ministry of Commerce & Industry. The three public sector undertakings (PSUs), i.e. STC Ltd., MMTC Ltd and PEC Ltd. sign Memorandum of Understandings (MoUs) with the Ministry of Commerce and Industry every year, incorporating broad-based performance evaluation parameters and targets. In some activities, these PSUs compete with each other undercutting their own margins. Procurement of urea and coal are the two major segments where three PSUs compete with each other. The background of the study was to lay down the performance framework for PSUs under Ministry of Commerce and Industry for procurement of (a) Urea, and (b) Coal. Urea, a canalized item with single customer, i.e. Department of Fertilizers is procured by MMTC and STC (under Department of Commerce), and Indian Potash Limited, a private sector firm. Coal, an item under open general licence (OGL) is procured by MMTC, STC and PEC, for power producing units, beside many others.

While *inter-se* competition amongst them may be considered healthy at macro and national level, but absence of benchmarking parameters measuring their relative performances in common activities creates a lingering doubt as to whether *inter-se* competition is desirable or not, and if yes, how to evaluate their relative performance.

Since the performance evaluation parameters and targets set for the PSUs under DoC are generic in nature and do not reflect segment-wise performance, this study was carried out with the following objectives:

- The desirability of *inter-se* competition in procurement of urea and coal amongst the PSUs with same parentage, and develop appropriate allocation mechanism of the volume of business, so as to promote *inter-se* competition or otherwise.
- Developing performance evaluation parameters for PSUs: (a) as compared to industry-wide benchmarks, and (b) relative to one another in their common activities.
- Understanding the risk associated in the process of procurement of urea and coal and the degree of risk sharing of PSUs in the process, and
- Suggesting suitable remuneration mechanism for the PSUs commensurate with the risk assumed by them in the procurement process.

### 3. Study on Prospective Plan for Footwear Design & Development Institute

The study was undertaken on behalf of Department of Commerce, Ministry of Commerce & Industry. The key objective of this study was to prepare an expansion plan for FDDI for next 10 years. Given the focus on the “Make in India” initiative, and the projections for growth in the footwear and leather products industry, IIFT was asked to prepare a growth strategy for FDDI and to identify states most suited for establishment of new FDDI campuses. Key factors for the analysis

included identification of the opportunities and requirements of the states in terms of presence of manufacturing units for leather products and demand for skilled manpower at a managerial level in the area of manufacturing and retailing leather and leather goods. The scope of the project included –

- (a) Industry overview and analysis.
- (b) In-depth study of FDDI functioning.
- (c) Identification of factors which impact need for FDDI.
- (d) State-wise opportunity analysis for establishment of new FDDI Campus.
- (e) Prioritizing the locations identified.
- (f) Recommendations for expansion plan for FDDI.
- (g) Identification of key indicators for measuring and evaluating performance of new campuses.

### 4. Export Strategy for Punjab: Challenges, Opportunities and Action Plan

In the post-liberalization era, the export sector of Indian economy made comprehensive progress resulting in employment generation, speeding up the process of economic development, bringing newer technologies, integrating Indian economy with global economy in general and contributing to country's foreign exchange reserves in particular. Punjab, being an economically advanced state has attracted attention of investors, industrialists, entrepreneurs, policy-makers and agricultural scientists, etc. and accordingly several studies are conducted in order to understand the nature of industries, factors facilitating business, state innate strengths & factor endowments and suitability of business models including sectoral studies looking at export potential of key products. The various studies have, however, neglected the issues related to export prospects of various sectors of Punjab's economy. Therefore, there is a need for conduct of study to assess, appraise

and analyze the export prospects of Punjab and suggest the strategy for exports to Punjab exporters. Accordingly, this study is commissioned at request of Punjab Small Industries & Export Corporation (PSIEC), Chandigarh. The specific Terms of Reference of the study are as follows:

- (a) To appraise the state's strengths in key areas of economic activity, i.e. agriculture, industry and service sector, availability of natural resources and availability of trade related infrastructure in the state.
- (b) To find out the potential sectors of exports from Punjab keeping in mind present global environment and examining the various critical gaps that exist in factor endowment for state for promoting exports.
- (c) To examine the regulatory, infrastructural and operational problems faced by exporters in Punjab.
- (d) To devise the road map for potential sectors of exports for tapping global markets, accessing new customers and executing export orders effectively & efficiently and suggesting the measures that can be taken in agricultural, industrial and services sectors for faster export growth and employment.
- (e) To suggest & recommend the measures for boosting the exports, both merchandise & services from Punjab including possible measures for improving and strengthening the physical and institutional infrastructure of the state.

## FOURTH INTERNATIONAL CONFERENCE ON “EMPIRICAL ISSUES IN INTERNATIONAL TRADE AND FINANCE”

THE Institute organized its Fourth Research Conference on Empirical Issues in International Trade and Finance (EIITF) during 18th and 19th December 2014 at its New Delhi Campus. The Conference was inaugurated by Smt. Nirmala Sitharaman, Hon'ble Minister of State for Commerce and Industry (Independent Charge). Besides the Hon'ble Minister, Dr. Surajit Mitra, Director and Vice-Chancellor IIFT and Prof. Rakesh Mohan Joshi, Chairperson (Research) were present at the Inaugural Function. The Conference received wide response from the academia and the policy research community, and a total of 170 papers were submitted from Universities and Research Institutes from India and abroad. After suitable peer-review process, a total of 96 papers were

selected for presentation and finally 78 research papers were presented at the Conference. These included 20 paper presenters from abroad including renowned Universities and multilateral bodies like London School of Economics, Oxford University, University of



Dr Surajit Mitra, Director & Vice Chancellor, IIFT presenting memento to Smt Nirmala Sitharaman, Hon'ble Minister of Commerce & Industry (Independent Charge) at the inauguration of the IIFT Conference.





Shri Rajeev Kher, Commerce Secretary, presenting Best Doctoral Paper Award to Ms Amrita Saha.

Westminster, University of Sussex, University of Nottingham, Hanken School of Economics, Goethe University Frankfurt, Gdansk University of Technology Poland, Auckland University of Technology, University of Isfahan Iran, Tlemcen University Algeria, OECD Paris, etc.

The Conference schedule accommodated a total of 21 technical sessions, where ongoing research in different areas of international trade and finance were presented. Besides the technical sessions, Prof. Alan Deardorff (University of Michigan), Prof. Graciela Chichilnisky (Columbia University), Prof. Shujiro Urata (University of Waseda), Prof. Jim Rollo (University of Sussex), Dr. Nordås Hildegunn (OECD) and Shri J.S. Deepak (Department of Commerce, Government of India) were invited for delivering Special Lectures at the Conference.

In addition, two Policy Forums on issues of significant contemporary policy relevance, namely: 'Issues Pertaining to Trade Facilitation' (in collaboration with FICCI) and 'East Asia and South Asia Integration' (in collaboration with Asian Development Bank), were also organized at the EIITF 2014 Conference.

The Valedictory address was delivered by Shri Rajeev Kher, the Commerce Secretary, Government of India and Chairman, IIFT. The 'Best Doctoral Paper Award' was given to Ms. Amrita Saha (University of Sussex) for her paper on "Has Protection really been for Sale in India? An Empirical Investigation".

The Conference ended with the vote of thanks to all dignitaries, paper presenters, session chairs, discussants, and sponsors. IIFT faculty, students and staffs have been acknowledged for their involvement to make this conference successful. It was announced that the next conference will be organized in 2016 at IIFT Kolkata Campus.

## Ph.D. PROGRAMME

The Ph.D. 2014 Programme commenced from 19th July 2014 onwards. Fourteen candidates have been enrolled for the programme on the basis of written exam and viva-cum-interview. Four students were awarded Ph.D. Degree at the 49th Annual Convocation held on 22nd April 2015.



Dr. Arvind Panagariya, Vice Chairman, NITI Aayog, awarding Ph.D. Degree to the successful student at the 49th Annual Convocation.





# International Cooperation

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

## Student Exchange Programme

- **Inbound Students**

Twenty-one students came to IIFT from different Universities and Institutions under Student Exchange Programme during July 2014–March 2015.

### INBOUND

Sl. No.	No. of Students	Countries	Universities
1.	18	France	EM Strasbourg University, IESEG School of Management, ESC Rennes, University of Grenoble
2.	2	Italy	University of Insubria
3.	1	Spain	UAM Spain
<b>Total</b>	<b>21</b>		

- **Outbound Students**

Under the Student Exchange Programme, 19 students from Delhi Campus and 13 students from Kolkata Campus visited the various International Universities during January–March 2015.

### OUTBOUND

Sl. No.	No. of Students	Countries	Universities
1.	22	France	EM Strasbourg University, IESEG School of Management, ESC Rennes, University of Grenoble, SKEMA Business School
2.	4	Finland	Hanken, Finland
3.	4	Spain	UAB and UAM Spain
4.	2	Germany	Saarland University
<b>Total:</b>	<b>32</b>		

## Faculty Development

The approved IIFT Faculty Participation for National/International Conferences/Seminars/ Training Programmes under Faculty Development Programme during the period April 2014 to March 2015 is given below:

### National Programmes/Conferences

1. Dr. Jayanta Kumar Seal attended AICTE QIP sponsored short-term Course on "Commodity Derivatives & Risk Management" organized by Vinod Gupta School of Management and Indian Institute of Technology at Kharagpur during 21-27 April 2014.
2. Prof. Ashok Kapoor attended the J.P. Morgan Trade Finance Seminar on "Navigating Change in an Evolving Operating Landscape" at New Delhi on 27 May 2014.
3. Dr. Ruppel Walia Sharma attended the 6th National Conference on "Digital Commerce" organized by Internet and Mobile Association of India at New Delhi on 29 May 2014.
4. Dr. Himani Gupta attended "Innoserve 2015" an International Conference organized by ITM University at Gwalior during 15-16 January 2015.
5. Dr. R.P. Sharma attended the 11th Biennial Conference on "Entrepreneurship" at EDI, Ahmedabad during 18-20 February 2015.
6. Dr. R.P. Sharma attended an International Conference on "Evidence Based Management (ICEBM 2015)" organized by Deptt. of Management, BITS Pilani at Rajasthan during 20-21 March 2015.
7. Dr. R.P. Sharma attended a Conference on "MARCON 2014: Rethinking Marketing" organized by Indian Institute of Management at Kolkata during 18-20 December 2014.
8. Dr. R.P. Sharma attended the 6th IIMA Conference on "Marketing in Emerging Economies" organized by IIM at Ahmedabad.

9. Dr. Jayanta Kumar Seal attended Faculty Development Programme on "Bloomberg FDP" organized by Bloomberg at Mumbai.

### International Programmes/Conferences

1. Dr. Deepankar Sinha attended the 12th Conference on "Data Envelopment Analysis (DEA 2014)" organized by University of Malay, Kuala Lumpur at Malaysia during 14-17 April 2014.
2. Dr. Sunitha Raju attended a Conference and Training Programme on Policy Evaluation, "Policy Analysis on Growth and Employment" organized by PEP with funding from IDRC, UK air at United Kingdom during 30 April - 8 May 2014.
3. Dr. Saswati Tripathi attended a Training Programme on "SCOR Framework and Problem Solving with SCOR" organized by Supply Chain Council at Switzerland during 7-9 October 2014.
4. Dr. Ravi Shanker attended an Academy of Business Research Conference organized by Academy of Business Research at New Orleans, La., USA during 25-27 March 2015.

## Delegations from Abroad

- Twenty-four Dutch students from Free University Amsterdam visited IIFT to interact with IT division and the IT faculty on 22 April 2014.
- A three-member delegation from the Republic of Indonesia visited IIFT on 13 June 2014. The meeting covered discussions on government policies for export promotion, system for export development and promotion of trade between the two countries.
- SMU Affiliated Faculty Member and SMU's Representative in India, Mr. Hernaikh Singh visited IIFT, New Delhi on 2 July 2014. The aim for meeting with Indian academic partners was to share more about SMU's programmes and to explore possible collaboration between our institutions.

- A 2-member delegation from Bradford University consisting Prof. Jon Reast, Dean and Dr. Abhijit Sharma, Associate Professor, visited IIFT on 13 November 2014. The discussions revolved around entering into an MoU with IIFT in the areas of student exchange, research and faculty exchange.
- Mr. Sid Burbuck, Director of IC2 Institute, University of Texas, Austin, USA and Mr. Vijay Topa visited IIFT on 5 February 2015. The focus of the discussion was on setting up an incubation centre at IIFT.

### Training Programme on Doing Business in India

A Group of 16 Post Graduate students from New Zealand visited IIFT to attend Training Programme on “Doing Business in India” during 14-25 April 2014. The topics covered were: Trading & Price Risk Management, Global Macro Economic Environment, Indian Agricultural Scenario, India’s Industrial Policy, Manufacturing Sector of India, Insights into the Indian Consumer Market, etc. Field Visits were also conducted for the participants to visit leather manufacturing & exports units at Agra, Mahindra SEZ and Gem & Jewellery Export Unit at Jaipur. The programme was highly appreciated and got very good feedback. Further engagements with the Education Department, New Zealand is being pursued.

### 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 located in Europe, 6 are in Asia and 5 are in other parts of the world.

### International Membership & Accreditation

The Institute continues to be the member of the following International Institutions/Organizations:

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

#### New Memberships Added in 2014-15

The Institute has become a member of the Association to Advance Collegiate Schools of Business (AACSB).

The Institute has become Life Member of Global Compact Network India in February 2015.

#### Accreditation

The **National Assessment and Accreditation Council (NAAC)** accredited IIFT with the highest grade ‘A’ with overall CGPA score of 3.53.

### INTERNATIONAL PROJECTS

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

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

During the financial year 2014-15, the Institute has conducted programmes in 10 African countries, namely Burundi, Cape-Verde, Djibouti, Gambia, Lesotho, Malawi, Mozambique, Senegal, Somalia, Zimbabwe (Bulawayo and Harare). The number of such programmes conducted by the Institute since 2009 totals to 33.

These programmes had been customized to the training needs of the 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.

The budget now standing at ₹60 crore was submitted on 26 February 2014 to the Ministry of External Affairs, Government of India for their views and necessary approval.

As informed by Uganda Management Institute (UMI) the implementing agency for this project in Uganda, 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 the building for IAIFT is being constructed and nearing completion and day and evening programmes can be immediately started after signing the MoU.

MEA's approval for the budget is still pending.

## **3. Conduct 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.

Inauguration of MBA (IB) 2014-16 was held on 10 October 2014 at IFM, Tanzania. Director-

IIFT inaugurated the programme. Thirty students joined this new batch.

Convocation of MBA (IB) 2012-14 was also held on 10 October 2014 at IFM, Tanzania. Director-IIFT and CP (IPD) presided over the function. Forty-three students were awarded the degree.

## **4. International Conference**

IPD organized one-day International Conference on "Enhancing Efficiency and Maximizing Output of Tanzanian Economy: An Indian Initiative" in Dar-es-Salam, Tanzania on 6 March 2015. One hundred and three delegates attended the Conference including large number of SMEs, entrepreneurs, traders, bank officials, university professors, researchers and representatives from various government, quasi-government and private agencies.

The main objective of the Conference was to provide a platform to academia, intellectuals and officials of both countries to discuss the trade and investment relationships between India and Tanzania.

## **5. Study Tour for the Students of the University of Dar-es-Salaam Business School**

A week-long study tour was organized by the Institute for 63 students of the University of Dar-es-Salaam Business School (UDBS), Tanzania during 12-17 May 2014.

Visits to cultural and business establishments were organized in the NCR during the one-week study tour. These visits were undertaken as part of their MBA (IB) course curriculum.

## **6. Other Activities**

IPD celebrated India's 68th Independence Day on 15 August 2014 at IIFT campus.

IPD celebrated Tunisia Film and Food Festival on 25 March 2015 at IIFT Campus.





# Centres at IIFT

## Centre for International Trade in Technology (CITT)

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.

The Centre has been assigned a research study "Emerging and Contemporary R&D and Innovation Indicators in National Science and Technology System and Policy Implications" sponsored by Department of Science and Technology. The project started in January 2015. It is 18 months study across multiple sectors and includes an International Conference, which will bring in innovation experts from all over the world.

The Centre rolled out, in January 2015, a revamped quarterly e-newsletter "Tech-n-Trade" which is widely circulated across policy-makers, important think tank outfits, industry, civil society and academia. The Centre plans to strengthen further the aggregation and delivery framework to place the latest in cutting edge technology, research, application opportunities on the screens of its audience as closer to the real time as possible.

The Centre has also started working paper series, focused on trade and technology from

2015. Two papers have already been published. More papers are in pipeline.


The Study on Trade Competitiveness through Innovation in Business Practices: Roadmap for India 2020, sponsored by the Department of Commerce was submitted in 2014. This was an investigation to look into key performance driving processes for competitiveness and approaches to foster innovation in commercial practices. Suggestions were invited by DoC from various stakeholders. Last set of suggestions were received in October 2014. Re-submission has been done in June 2015.

The Centre participated in the Trade Facilitation Group in the Forum of the United Nations Centre for Trade Facilitation and Electronic Business (UN/CEFACT), which was held in New Delhi, India from 27 to 31 October 2014. The group works on the improvisation and standards in IT supported trade facilitation.

The Centre provides resource support to specialized course on Advance Research Issue in Innovation and Technology Management, which is offered to doctoral students at IIFT.

## Centre for MSME Studies

Keeping in view that the MSME sector would continue to play a crucial role in our globalizing economy towards national development, the Institute had set up MSME Centre in May 2005 in order to provide 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. Towards this objective, the Centre has



successfully conducted various Capacity Building programmes and undertaken initiatives on export promotion for MSMEs at national and international levels.


On the completion of ten years of its existence, the Centre has announced newer training programmes in line with the objectives under New FTP 2015-2020. This includes (i) online webinar series on “Digital Marketing” in tune with the focus of new FTP on Digital India, and (ii) online webinar series on “Doing Business by Indian MSMEs in Emerging Markets” identified in new FTP 2015-2020. In order to widen the reach, the Centre had signed an MoU with CII as a joint initiative with one of the objectives as conducting Short Term Training Programmes on Export Management, with special focus on first time exporters through conducting Online Sessions on Export Management. First series of webinar on “Doing Business with Emerging Markets” has already been initiated and the Centre would extend this series to newer products and more number of markets along with handling hardcore trade related issues as means to facilitate expansion plans of MSMEs both in terms of products/markets and scalability. The Centre had participated in various seminars on New Products and Markets and export facilitation in collaboration with EPCH (Export Promotion Council for Handicrafts) both at Delhi as well as Kolkata.

The Centre has been instrumental towards carrying out research on pertinent issues hampering/promoting exports from the MSME sector. One of the most recent studies successfully completed by the Centre was on “Trade Impact of Unfair Competition Act of US on Indian Manufacturing Sector” wherein MSME predominant sectors having trade advantage were identified. The Centre plans for a rigorous awareness building exercise with MSME clusters in the identified sectors. The results of this study were submitted to Planning Commission. Latter had facilitated the Centre towards disseminating the same amongst State

Level Industry Departments, Ministry of Commerce, Ministry of Textiles, Industry Associations and trade bodies. Planning Commission thereafter had invited State Departments to assist IIFT to take the dissemination at state level. Planning Commission also would commission another research study on “Policy level interventions towards UCA branding amongst the MSME clusters”. The Centre is likely to work on research project for EPCH to conduct the research study on Export Opportunities to Focus and Emerging Markets including China, LAC, ASEAN, CIC, Middle East and Africa. The Centre has been instrumental in giving inputs to CII for MSME segment for new FTP 2015-2020 and also has analyzed the trade impact of the newly formed FTP.

The Centre has been working very closely with Himachal Pradesh Government to establish Shimla Centre. This Centre will help promote exports from MSME units of the State by maintaining Capacity Development Programmes, Export Advisory Programme, upgradation of trade support services, introduction of “Benefits of Exporting” campaign targeting potential exporters and Market Information Services. In this context following initiatives have been taken:

- The Centre has initiated talks with Himachal Institute of Public Administration for allocation of space for the said centre within their campus.
- Setting up soft and hard infrastructural arrangements at HIPA to commence Phase I activities are on.
- Blue print towards action plan to assess export opportunities for Himachal Pradesh and status of export infrastructure in the State with an aim to promote state level exports by setting up an Export Facilitation Centre in Himachal Pradesh is under progress.
- A separate virtual Market Information Cell and the website along with the brochure are almost complete.



The Centre has taken an initiative towards setting up an incubation centre which would provide MSMEs and start-ups from IIFT alumnus with necessary hand-holding support towards expanding their existing domestic business to foreign markets. Towards implementing the same, the Centre has established itself amongst prominent MSME clusters at Pan-India level providing them hand-holding support towards internalization of their domestic businesses by conducting market research, extending consultancy on product and market identification, and solving trade related issues.

### Centre for WTO Studies

The activities undertaken by the Centre for WTO Studies seek to achieve three broad objectives: (i) to assist India's trade negotiators and policy-makers in participating effectively in the WTO and at the related multilateral trade negotiations; (ii) to enhance the understanding of key trade issues among stakeholders through outreach and dissemination activities; and (iii) to develop capacities within India and in other developing countries for analyzing WTO and other trade-related issues through training programmes.

Following are some of the key achievements of the Centre for WTO Studies during 2014-15:

- Detailed research by the Centre in agriculture strengthened the capacity of the Department of Commerce to participate more effectively in the WTO work programme, particularly in respect of the issue of public stock-holding for food security purposes.
- The Centre organized three meetings in Nairobi, Accra and Dhaka on post-Bali agenda of the WTO. Trade negotiators from 29 countries participated in the three meetings and deliberated on issues that should constitute the post-Bali work programme. These meetings were organized

in partnership with inter-governmental and international organizations including the Commonwealth, United Nations Conference on Trade and Development and African Exim Bank.

- In partnership with the WTO during 8 September – 31 October 2014, CWS organized the Regional Trade Policy Course for Asia and Pacific Region. Thirty participants from 18 countries attended this flagship training programme.
- The Centre organized four international training programmes on different aspects of WTO Agreements. One hundred and six participants attended the four training programmes that were organized under the Indian Technical and Economic Cooperation (ITEC) programme of the Ministry of External Affairs.
- In partnership with the World Trade Institute Berne, the Centre organized a one-month Joint Academy on International Trade Law and Policy for law students and young legal professionals.
- The Centre for WTO Studies partnered with various inter-governmental organizations, including UNCTAD, South Centre, UNESCAP and Commonwealth and organized conferences, seminars and workshops on WTO and other issues related to international trade.
- The Centre organized several stakeholder 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. These meetings were mainly organized in respect of rules of origin provisions for Regional Comprehensive Partnership Agreement Negotiations.
- 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 2014-15

### A. STUDIES COMPLETED


Sl. Research Topic No.	Sl. Research Topic No.
<b>Agriculture</b>	
1. Research support for India's effective participation in permanent solution for the issue of public stock-holding for food security	13. Study on classification of new services in the WTO
2. Research support for India's effective participation in post-Bali Work Programme of the WTO	14. Utilizing market access commitments in India's FTAs
3. Research support for India's agriculture notification to the WTO	15. Position paper on "Collective Request Pursuant to the Bali Decision on the Operationalization of the Waiver Concerning Preferential Treatment to Services and Service Suppliers of Least Developed Countries"
4. Detailed examination of agriculture subsidy schemes of US	16. Issues in access to Pan Canadian markets
5. Multi-country study (15 countries) on food security schemes in developing countries	17. Short Note on Legal Services Sector in India
6. Inputs for meetings of the Committee on Agriculture	18. Concept Note on the National Services Competitiveness Council
7. WTO and domestic support under US Farm Act 2014: Implications for developing countries	19. Inputs for the pilot projects and questionnaires for collection of data in trade in services
8. Blue box support to agriculture sector under WTO regime: A critical analysis of Doha Development Round, paper presented at the Tenth International Annual Conference, APEA, July 2014, Thammasat University, Bangkok, Thailand	20. Inputs for Inter-Ministerial Meetings on various services, such as IT/ITeS, Health, Logistics, etc.
<b>NAMA</b>	
9. Implications of new approaches to NAMA negotiations	21. Paper on Trade in Services Agreement: Old Wine in New Bottle? presented at the Venice Summer Institute on Regional Mega Deals: New Trends, New Models, New Insights?, CESifo, Munich and Venice International University, Venice
10. An analysis of intra industry trade in environmental goods: A case study of BRICS countries, paper presented at University of Parma in the Seminar on the BRICS group in the spotlight: An interdisciplinary approach at Aula dei Filosofi (November 2014).	22. Paper on Analyzing Strengths, Potential and Challenges in Accountancy Services for India, presented at the Fourth Annual International Conference on Empirical Issues in International Trade and Finance, organized by IIFT, New Delhi
11. Impact of trade liberalization under the information technology agreement (ITA) on Asian electronics and electrical machinery industries: A case study of India, paper presented at Tenth Annual Conference of the Asia Pacific Economic Association (APEA), Bangkok (July 2014)	23. Paper on Recreational, Cultural and Sporting Services Sector under the GATS: Analyzing WTO Members' Commitments, presented at the International Conference on Empirical Research on Trade in Services, organized by Centre for WTO Studies, IIFT, New Delhi
<b>Services</b>	
12. Tourism services in India: Issues, interest and challenges	<b>Trade Remedies and Fisheries Subsidies</b>
	24. Detailed research on graduation of countries from Annex VII of the ASCM
	25. Elimination of Export Subsidies: Concerns for India
	26. Examination of Public Interest in Anti-dumping Investigations: Need for fresh thinking
	27. Paper on Direct Tax exemptions to SEZs: Need for fresh approach



Sl. No.	Research Topic	Sl. No.	Research Topic
<b>Standards</b>		37.	Strategy papers for engagement with China on WTO issues
28.	Maintaining SPS/TBT portal	38.	Inputs for Trade Policy Reviews of 5 countries
29.	India’s Agricultural Exports and United States Sanitary and other Regulatory Measures: Special Focus on Exports in Spices and Vegetable Products from Maharashtra and Gujarat	<b>Regional Trade Agreements</b>	
30.	SPS Measures based Refusals in Agriculture Products Exported to United States: Impact of Refusals by the FDA of United States on BRIICS Countries	39.	Research support for India’s effective participation in RCEP negotiations
<b>TRIPS</b>		40.	India joining APEC: Opportunities and threats
31.	Non-violation complaints under TRIPS Agreement	41.	Bogor Goals and Osaka Action Agenda: A comparative study of laws and practices in India and select APEC economies
32.	Submission to IP Think Tank	42.	Assessing the impact of TPP negotiations by using CEG modelling
33.	Impact of India adhering to IPR provisions of TPP	43.	Impact of tariff elimination between BRICS and Next 11 countries: A GTAP analysis
<b>WTO Dispute Analysis</b>		44.	India’s Free Trade Agreement: A quantitative study
34.	US Shrimps from Vietnam (Panel report)	45.	Deepening research on global value chains, particularly from the perspective of RCEP in GVCs
35.	US CVD on steel products from India (Panel and Appellate Body reports)	<b>Other Issues</b>	
<b>Overall WTO Issues</b>		46.	Monitoring trade policies of 6 countries
36.	Strategy papers for post Bali negotiations		

**B. Training Activities/ Conference/Workshop/Seminar of the Centre for WTO Studies  
April 2014 - March 2015**

Sr. Activity No.	Partner	Date
1. Standards Conclave	DoC, CII, BIS	16-17 April 2014
2. International workshop on WTO and Post-Bali Agenda for Africa (East African countries)	Commonwealth Secretariat, African EXIM Bank, COMESA LLPI, East African Economic Chamber of Commerce <i>Venue: Nairobi</i>	24-25 April 2014
3. International workshop on WTO and Post-Bali Agenda for Africa (West and South African countries)	Commonwealth Secretariat, African EXIM Bank, COMESA LLPI, Ghana Institute of Management and Public Administration <i>Venue: Accra</i>	28-29 April 2014



Sr. No.	Activity	Partner	Date
4.	International workshop on WTO and Post-Bali Agenda for Asia	Commonwealth Secretariat, South Asian Network on Economic Modeling (Dhaka), Bangladesh Foreign Trade Institute <i>Venue: Dhaka</i>	5-6 May 2014
5.	Training of Trainers for State Focal Points/ Nodal Agencies		19-21 May 2014
6.	1-month Summer Academy on WTO Law	World Trade Institute Berne	26 May – 20 June 2014
7.	Trade Talk: India and the future of multilateral trade system: A European perspective by Prof Thomas Cottier, World Trade Institute		30 May 2014
8.	Stakeholder consultations on Rules of Origin	FICCI, CII and FIEO New Delhi Kolkata Ahmedabad Ludhiana Chennai Mumbai Hyderabad Lucknow	6 June 2014 13 Aug. 2014 26 Aug. 2014 29 Aug. 2014 3 Sept. 2014 12 Sept. 2014 18 Sept. 2014 30 Sept. 2014
9.	Trade Talk: Should India join TISA by Peirre Sauve, University of Berne		5 June 2014
10.	Trade Talk: Bad, Worse and Worst: Food, Alcohol and Tobacco labelling schemes and implications for Asia and India by Arthur Appleton and Leila Choukrone		11 June 2014
11.	Trade Talk: Can multilateralism make a comeback in this go-it-alone world		17 June 2014
12.	Seminar on WTO Trade Remedy Measures	SPIPA Ahmedabad	27 June 2014
13.	Specialised WTO Course on Anti-Dumping, Subsidies, Safeguards, Dispute Settlement & RTAs	ITEC	14-23 July 2014
14.	Seminar on Mainstreaming of States for Export Strategy	DoC	25 July 2014
15.	WTO training on Agriculture	RCVPNAA Bhopal	31 July - 2 Aug. 2014
16.	Trade Talk: Recent developments at the WTO and emerging issues in the international trading system by Martin Khor, Executive Director, South Centre		13 Aug. 2014
17.	Interactive session with media on WTO issues	DoC	19 Aug. 2014

Sr. No.	Activity	Partner	Date
18.	International Conference on Empirical Research on Trade in Services		21-22 Aug. 2014
19.	Training on Trader Defence Measures and other trade-related rules for Myanmar	UNESCAP	1-5 Sept. 2014
20.	Workshop on WTO and International Trade issues	HPIPA Shimla	5 Sept. 2014
21.	WTO Regional Trade Policy Course	WTO Secretariat	8 Sept. – 31 Oct. 2014
22.	India at the WTO: Battle between food and trade	Third World Network, Focus on the Global South and South Solidarity Initiative - Action Aid India	15 Sept. 2014
23.	Workshop on CGE Modeling	SANEM Dhaka and SAWTEE Kathmandu	20-24 Nov. 2014
24.	APTA discussions	DoC and UNESCAP	10-14 Nov. 2014
25.	Services Conclave: Promoting Services Exports from India	DoC	12 -13 Nov. 2014
26.	Myanmar advance training on WTO Agreements and notification requirements	UNESCAP, Nay Pyi Taw	18 -21 Nov. 2014
27.	Conference on Indian Agriculture sector under trade liberalization and WTO: Issues and challenges		11-12 Dec. 2014
28.	International conference on mega trading blocs: Implications for the South	Commonwealth Secretariat	15-16 Dec. 2014
29.	Implications of TPP for Indian domestic industry and investment opportunities in CLMV countries	FICCI and Exim Bank	17 Dec. 2014
30.	Workshop for the industry on countervailing duty investigations	FIEO, Chennai	19 Dec. 2014
31.	Specialised Training Programme on Select WTO Issues: Agriculture, Services, TRIPS & RTAs	ITEC	12-21 Jan. 2015
32.	Workshops on Agriculture and NAMA for Geneva-based trade negotiators	South Centre	26-29 Jan. 2015
33.	Mid-career training course for Myanmar government officials on WTO and its implications for policy making	ITEC	9-20 Feb. 2015
34.	International Training Programme for Nepal	ITEC	23-31 March 2015

# Placements

Indian Institute of Foreign Trade has once again reinforced its standing as one of the top B-Schools of the country by concluding final placements for the Batch of 2013-15 in record time. In all, 78 companies visited the campus for recruitment and made offers for the largest ever batch of 219 students (Delhi & Kolkata Centres).

IIFT achieved 100 per cent Placement with 13 foreign offers and 20 per cent rise in the highest international compensation offered over the last year's package.

## International Placements

There has been remarkable rise in international offers over the years at IIFT. International placements remained robust, with rise in offers across locations such as Beijing, Melbourne, San Francisco, Dubai, Moscow, Africa, Indonesia, Malaysia, Bangkok, Singapore, Nigeria, etc. IIFT reinforced its standing as the best trade school in Asia with roles offered by prominent recruiters in trade like AluZinc Asia, Phoenix Commodities and Vital Solutions Singapore. TM International (TATA Group Company), Tolaram Group & Sharaf Shipping also offered niche shipping roles to IIFTians. The highest international offer stood at US\$110,000 per annum.

## Highest, Lowest and Average Remuneration

The highest international CTC offered is US\$110,000 p.a. and domestic CTC is ₹24 lakh per annum with an average CTC rising to ₹14.54 lakh as compared to ₹14.32 lakh p.a. last year. The lowest domestic CTC is ₹8.5 lakh p.a. as compared to ₹6.5 lakh p.a. last year, i.e. 30 per cent rise over the previous year. The recruiters once again reaffirmed their faith in IIFT's talent by rolling out 47 Pre Placement Offers (PPOs) as compared to 32 PPOs offered during last year.

## Top Recruiters

Some of the top recruiters, who hired IIFT students in bulk, were Amazon (9), Cognizant Business Consulting (18), Flipkart (20), HCL (9), Wipro (8), HDFC (8), ICICI (6), HSBC (5), JP Morgan (6), RBS (5), Tata Steel (5) and Snapdeal (5).

Conglomerates such as Mahindra and Mahindra, Godrej Properties Limited, RPG, Cipla, Airtel, L&T, Robert Bosch and Raymond offered their leadership and strategy roles to IIFTians. IIFT made giant strides in the Consulting domain with the prestigious Clinton Health Access Initiative offering their highly coveted role in healthcare consulting. Deloitte, PwC, Cognizant Business Consulting, Infosys Management Consulting Services, Actuate Business Consulting and Stellium Consulting were the other consulting recruiters on campus. Global Top-5 Executive Search firm, Russell Reynolds, continued to hire exclusively from IIFT. The e-commerce sector hired aggressively across profiles, the prominent entities being Amazon, Flipkart, Snapdeal, PayTM, Mjunction and more.

## Finance Domain Recruiters

IIFT's strength in finance was reflected by the presence of organizations like SBI, Goldman Sachs, JP Morgan, Nomura, Bank of America, Citibank, Citi Services India Limited, Royal Bank of Scotland, HSBC, HDFC, ICICI Bank, Axis Bank, Indus Valley Partners, Edelweiss, TATA Capital, Aviva, etc. in the Campus. Corporate Finance roles were offered by Vodafone, Flipkart and Wipro.

## Recruiters in Marketing Domain

IIFT has retained its edge in Sales and Marketing domain with reputed names like ITC, Godrej Consumer Products Limited, L'Oreal, Britannia, Wipro Consumer Care, Tolaram Group, TATA Motors, Bajaj Auto, TATA Steel,



Madura Fashion and Lifestyle, Titan, HT Media putting their faith in IIFTians. Healthcare and pharmaceutical giants reaffirmed IIFT's strength in International Business, with students bagging profiles across domains at Eli Lilly, Cipla, Zimmer, Indegene Lifesystems and Bioxcel.

#### FUNCTIONWISE PLACEMENTS OF MBA (IB) 2013-15 BATCH

Domain	No. of Students
Consulting	30
Finance	55
General Management	36
Operations & SCM	6
Sales & Marketing	58
Technology/IT	18
Trade & IB	13

#### SECTORWISE PLACEMENTS OF MBA (IB) 2013-15 BATCH

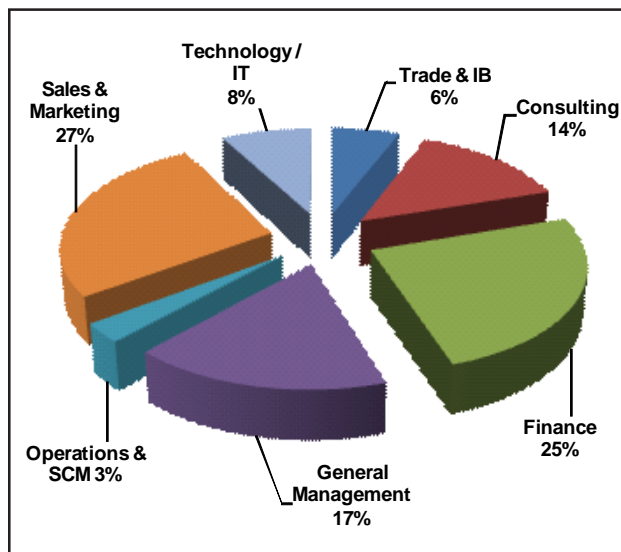
Sector	No. of students
Automotive	3
BFSI	50
Conglomerate	10
Consulting	29
Consumer Goods	2
FMCG	12
Pharma and Health Care	5
IT/ITES	34
Others (Retail + Exe. Search, Energy)	9
Technology & E-Commerce	39
Telecom	12
Trade	11
<b>Total Student placed</b>	<b>216</b>
Signed Out	3*
<b>Total Students</b>	<b>219</b>

\*Starting own venture/higher studies

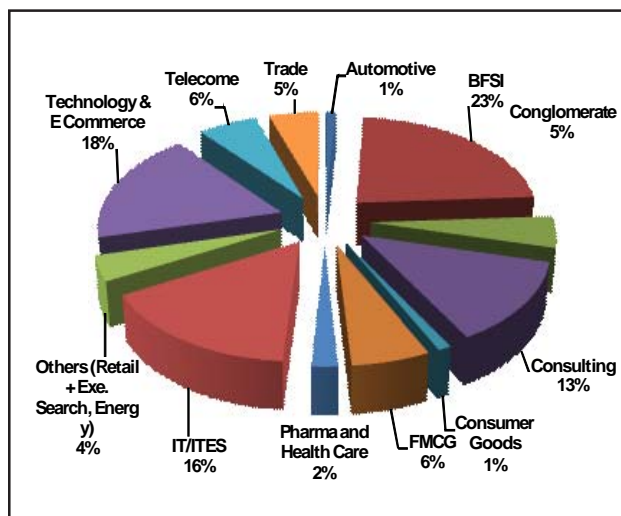
### Media Coverage

The IIFT Placement achievement news were carried by leading newspapers. Some of the prominent news media which published the placement news are Economic Times, Business Standard, Hindustan Times Mint, Hindustan Times, Mail Today, Express Media, Minglebox, Jagran Josh, etc.

#### FUNCTIONWISE PLACEMENT OF MBA (IB) 2012-14 BATCH



#### SECTORWISE PLACEMENT OF MBA (IB) 2013-15 BATCH



### Social Awareness Programme

Under the Social Awareness Programme, students are required to do a project towards the social cause under the guidance of the NGOs serving the underprivileged sections of society. The programme has been initiated to sensitize our students with the social cause and become a Socially Responsible Global Manager.

Approximately 2000 students have been benefited under the programme.

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 given below:

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

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

Our students have been deputed to approximately 39 NGOs from Delhi & Kolkata with different focus areas for their NGO attachments.

IIFT awards three credits 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.

## Students Achievements

IIFT students have consistently won the prestigious national, international and corporate competitions over the years. The prominent events include Shunya by DuPont, Interrobang by ITC, LOUD by Godrej, Transformation Series by YES Bank, Lime by HUL, Pepsi Apprentice Challenge by Pepsi, Mindrover by TATA Motors, etc.

The students of IIFT organized TEDx for the first time at IIFT. They also contributed towards the cause of women's safety by organizing a Marathon with the theme - Run for Women's Safety. The students launched an App named WISH to ensure safety of women in distress.



Dr. Surajit Mitra, Director, IIFT (right) presenting Alumnus of the Year 2014 Award to Shri Mohit Malhotra.

## Alumni Support

The Alumni network plays an important role towards welfare of the Institute. Currently, there are six regional and four international Alumni Chapters of IIFT. Each Chapter has an elected Chapter Head and one Executive Council Member to coordinate the activities of the region. The Chapter Head and Executive Council Member meet is held twice a year, to ensure enhanced interface of Alumni with the Alma Mater. The help and support of the alumni is sought regularly for symposia, conclaves, competitions, interview preparations, placements and other students related activities in the campus.

The alumnus continues to make IIFT proud, with newer laurels and awards from reputed forums. Shri Suyash Mehrotra and Shri Jitin Bhasin have won the Economic Times Young Leaders Award 2012 and 2014 respectively.

Alumnus of the year award is presented since 2005 every year to the outstanding alumni. Shri Mohit Malhotra, CEO, Dabur International is present awardee of Alumnus of the Year 2014.

# Student Activities

## Quo Vadis

IIFT celebrated its annual management and cultural fest, Quo Vadis 2015. Larger than ever, this edition of Quo Vadis saw historic firsts at North India's most prestigious B-School fest. With 10 management events spanning diverse domains, IIFT saw a unique partnership with RBI with 3 exclusive workshops and a Knowledge Exhibition hosted on campus. The students of IIFT also hosted a startup fair, with mentors, VCs, angel investors and even legal experts from Columbia & Harvard Law. The flagship management Shastra, saw participation from select B-Schools on an invite only basis, with 72 hours of grueling events leading to a grand prize of ₹100,000. Quo Vadis'15 was grander than ever, seeing a footfall of over 5000 people drawn to the heart of South Delhi, and over 30 cultural events attracting students from colleges across NCR. The event hosted a Battle of Bands, a spell binding concert by Indian Ocean, with a very special guest, Shri Vivek Gambhir, Managing Director, Godrej Consumer Products Limited (GCPL), joined to make the evening truly special. Hip Hop International regionals saw some of India's best dance crews, the sensational duo of Vishal-Shekhar, a moving Nukkad Natak competition and Femina Campus Princess regional rounds, graced by Miss Asia Pacific 2013 Srishti Rana & Femina Miss India Delhi 2015, Apeksha Porwal.



Vishal-Shekhar performing at IIFT during Quo-Vadis 2015

Morgan, Business Standard Best B-School Project Award, Reckitt Benckiser Maverick, Tata Motor's Mind Rover competition, Pepsi Apprentice Challenge were students of IIFT, TCS CaseWhizChallenge, HUL Lime Season 6, HUL Carpe Diem, GeP Case Study Competition, SP Jain's Chakravyuh, ISB's - Advaita Energy Wars, Mahindra War Room Presidents Round & O.P. Jindal Engineering and Management Scholarship (OPJEMS).

## Koshish

Koshish, the Students Social Awareness Cell at IIFT was formed with the aim of contributing to the society, working for the underprivileged and sensitizing the budding managers and entrepreneurs of tomorrow towards their social responsibilities. Today it partners with more than 20 NGOs. The members of Koshish make active efforts across the board to provide solutions to various NGOs regarding several operational, financial and marketing issues. But there is still a long way to go, and Koshish strives to create a world where everyone lives with due respect and dignity. Some of the key activities

## Competitions

The IIFT students won accolades at the highest levels in Yes Bank Transformation Series, CFA Institute Research Challenge, The Deal - an Investment Banking Competition by JP

undertaken by Koshish over the last year have been:

- *Fulfil a Wish Campaign*: An initiative was undertaken to make Children's Day a memorable occasion for children in an NGO. These children were asked to make a wish, which was in turn fulfilled by the students of IIFT.
- *Koshish Logo Design Competition*: A logo speaks a lot about an organization and its beliefs. It was therefore decided to involve our students in coming up with an appropriate logo for Koshish.
- *Aarambh*: A film making competition based on Gender Inequality. This laid down the foundation for the annual management fest, Quo Vadis which had the theme of WISH (Women in Safe Hands). This competition was preceded by a movie making workshop and then short movies made by the students were called for. It was a joint initiative of two NGOs – Sakshi and Prabhaav Foundation which work in the areas of Equality and Empowerment.
- *Teach for India classroom visit*: Around 15 students from the MBA(IB) Full time batch visited Teach for India classroom based in Saket, Delhi and spent quality time with the children there, putting a smile on their faces.
- *Magic Show for Children*: Koshish organized a magic show for children of a city based NGO from the nearby areas which brought smiles to every child present there. This was followed by gift distribution to kids present there.
- *Quo Vadis WISH App Launch*: Shri B.S. Bassi, Commissioner of Police, Delhi launched the WISH App which is specifically designed to tackle the burning issue of women's safety. This app can be used by any Android user to contact the nearby Police Station and communicate her exact coordinates. Highly praised by Shri Bassi, this app can be easily downloaded from the app store. The unexpected success came to this event when


Shri Bassi suggested that Delhi Police App Himmat and IIFT designed app WISH can be integrated to bring out the more robust app, which can make our society safe for women.

- *Run for Women's Safety*: IIFT organized 10 km run for Women's Safety on the 18 January 2015 in association with Jawaharlal Nehru University. More than 180 students from both IIFT and JNU participated in the run to create awareness about women's safety in the city.
- *Quo Vadis Tapas*: 'Tapas' was a social case study competition, conducted by Koshish under the aegis of Quo Vadis, the annual fest of IIFT in association with Teach for India. It gave an opportunity to showcase our capabilities on real live managerial problems faced by various NGOs. The case study tested the participant's understanding and behavioural response to a particular problem faced by Teach for India. The case studies tested the initiative, planning, problem solving and innovative thinking of the participants.

## TEDx

In the spirit of ideas worth spreading, TEDx is a programme of local, self-organized events that bring people together to share a TED-like experience. At a TEDx event, TED talks video and live speakers combine to spark deep discussion and connection in a small group. IIFT hosted its first ever TEDx conference on 17 January 2015. The event was live streamed and watched by hundreds of people all over the country. The distinguished speakers for the event were: Ms. Shrutikanta Kandali, Founder Goingtoschool.com, Ms. Deepika Bhardwaj, Men's Rights activist, Mr. Janardhana Swamy, Ex-Member of Parliament, Mr. Rahul Roushan, Founder of satire portal fakingnews.com, Mr. Franz Gastler, Founder Yuva.com, Coach Jharkhand State Women's football team, Shri Nitesh Kadyan, Technology Entrepreneur, Shri Shashwat Srivastava, Urban Folk Musician and Ms. Aditi Mittal, Stand-Up Comic and Actress.





The event was a runaway success. The videos of the event on YouTube have crossed 200,000 combined number of views.

## Conclaves

### National Finance Summit

Capital - the Finance and Investments Club at IIFT, organized the National Finance Summit on 21 August 2014. The theme for the summit was "India's Economic Recovery - Near Future or a Distant Dream?" Industry professionals from leading financial organizations such as Yes Bank, Indicus Analytics, Ratnakar Bank, MCX, etc. deliberated on 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. Dr. Sudipto Mundle, Member, 14th Finance Commission was the Chief Guest for the symposium and Dr. Ila Patnaik, Principal Economic Advisor, Department of Economic Affairs was the Guest of Honour.

### National Leadership Summit

Socrates - the Consulting Club at IIFT, organized the National Leadership Summit on 21 August 2014. The theme for the summit was "The Changing Face of Strategic Consulting." Industry professionals from leading financial organizations such as EY, KPMG, Infosys Management Consulting, etc. addressed the gathering on 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. Shri Avnish Sabharwal, Managing Director, Accenture India was the Chief Guest for the symposium and Mr. Massimo Grosso, Economist, OECD was the Guest of Honour.

### National Marketing Summit

Brandwagon - the Marketing Club at IIFT, organized the National Marketing Summit on 22 August 2014, with the theme: "Customized Marketing". Leading professionals from

organizations such as Emerson Electric, Tata Docomo, Mother Dairy, Boston Scientific, Huawei Telecommunications shared their thoughts with a wide audience comprising eminent academicians, students, and other industry representatives. Shri Vivek Chandel, ED, Xerox India was the Chief Guest and Shri Paritosh Arora, GM & Country Head, Lumenis was the Guest of Honour.

### National Operations Summit

SCOPE - the Energy, Operations, and Manufacturing Club at IIFT, organized the National Operations Summit on 22 August 2014. The theme was "Building a Sustainable Supply Chain: The Transition from Reactive to Proactive". Leading organizations from the domain of Operations and Supply Chain made their presence felt, such as GTexas Instruments, Forbes & Co., AT Kearney, Ranbaxy, Jaipur Rugs, 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. Shri Adhiraj Sarin, CEO, Louis Dreyfus and Shri Prasad Deshpande, Head of Global Procurement and Supply Chain, Biocon India were the Chief Guest and Guest of Honour, respectively.

### National IT Summit

Systemix - the IT consulting and E-Commerce Club at IIFT, organized the National IT Summit on 30 August 2014. The theme was "The Next Big Thing in Indian IT". The conclave aimed at providing a platform to the business leaders to share their vision on emerging trends and propose ways to tackle challenges in the Indian IT Industry. It provided a golden opportunity for students to interact with the industry veterans in Indian IT and learn about the latest paradigm shift in IT Applications. Shri C.S. Ghosh, Chairman and Managing Director, Bandhan Financial Services Ltd. was the distinguished Chief Guest of the event.

The event was spread across three sessions - Recharging E-Governance, SMAC in the Indian Context, and Saturation vs. Satisfaction.

### **National Agenda for Entrepreneurship**

Entrepreneurship Cell at IIFT organized the National Agenda for Entrepreneurship on 1 November 2014. Shri Anurag Batra, Chairman, Business World, was the Chief Guest for the event. The event aimed to build an entrepreneurship bent of mind in the students by exposing them to real world challenges and case studies. The event included guest lectures and national competitions where teams from all over India came up with unique ideas for their ventures and created business plans. Shri Yash Saxena, Co-founder Openfuel.org and IIFT alumnus were the other speakers at the event.

### **Dubai Trade Conclave**


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 helped to organize the only international conclave of IIFT in Dubai. The Dubai Trade Conclave was

organized on 25<sup>th</sup> September 2014 with the theme “Revolutionizing Trade by unlocking the potentials of the Global Value Chain” as its central theme which exemplifies the importance of creating a conducive ecosystem for ‘International Business’. The event was professionally conducted and brought together eminent resource persons from Industry, Financial Institutions, Policy Makers, and around 30 MBA Students from IIFT to deliberate on the trade and investment policies dealing in the area of trade and supply chain. The Conclave was divided into two parts: the Inaugural Session and the Technical Session.

The inaugural session was graced by Dr. Surajit Mitra – Director and Vice-Chancellor, IIFT, Shri Anurag Bhushan, Shri Ajay Mathur, President of Dubai Alumni Chapter of IIFT and Dr. Jaydeep Mukherjee, Faculty in Economics, IIFT. The technical session of the trade conclave was dedicated to the discussion on the central theme of the conclave, with experienced and celebrated corporate professionals from Dubai based companies. The session was graced by 7 eminent speakers from various trading & business companies, shipping and logistics firms specializing in steel, oil & gas and marine



IIFT International Trade Conclave at Dubai, 25 September 2014.



services, namely Mr. Kenneth A. D'Costa Managing Director, IFFCO, Shri Navin Kapoor from Xpertize United, Dr. Ashraf Ali Mahate, Head of Export Market Intelligence, Dubai Exports, Shri Dilip S. Kumar, General Manager, Al Gurg Steel Group, Shri Krishna Prasad Managing Director, Aster Marine Cargo LLC, Dubai, Shri Satender Sharma, Vice President (Commercial), Petrofac and Mr. Thomas Pagonis from Al Ghurair Resources.

Besides the above speakers, the Conclave was attended and supported by high-level corporate professionals from Dubai-based trading companies. The prominent among them include Al Ghurair Resources, IFFCO, Transmart DMCC, Microsoft, Dabur International, Transbulk Shipping DLCC, ETA to name a few.

### **International Business & Trade Symposium**

In the current scenario, when the global economy is becoming increasingly interrelated and interwoven, it is imperative that there needs to be a platform that provides us an opportunity to deliberate on the contemporary issues facing the trade environment. IIFT, the leading B-school in the country when it comes to International trade and business, organizes the International Business and Trade Symposium (IBTS) to provide a forum for the exchange of knowledge between the various stakeholders, namely The Government, the corporates and the budding entrepreneurs.

The theme of the event was- "Business beyond borders' and was held on 30 November 2014. The Chief Guest of the event was Shri Sandeep Choudhary, Head of Marketing and Sales, South Asia, Panalpina World Transport. The Guest of Honour, Mr. Dasho Karma Tsering Namgyal, Consulate General, the Royal Bhutanese Consulate spoke on the scope for trade between India and Bhutan and the significant trade relationships between these two countries. Shri S.B. Mohanty, General Manager, Vedanta taking to the stage and

addressed the audience on the challenges faced by the SEZs today. Shri Sanjeev Nandwani, Development Commissioner- SEZ, Government of India, was also part of the discussion.

Shri Ramalingam M., Senior VP of MCX, Rahul Shrivastava, Business Manager, Cargill, Shri Manish Jain, IAS, Deputy Chairman, Kolkata Port Trust, Mr Shoummo Acharya, Founder, MD and CEO, eTrans, Dr. Dipankar Sinha and Dr. K Rangarajan of IIFT graced the session discussions.

### **Sports at IIFT**

#### **UWL (Ultimate Warriors League)**

Sport is a coordinated team effort which involves efficient management of time and money. The UWL is a test of management skills of the students as much as it is a mega sporting event on campus. There are a total of 4 teams which participate in the competitive process to win the rights of owning a team. A squad of 30 players is built and sports ranging from cricket to football, table tennis to chess are played to declare the ultimate winner. The event was held over second week of November 2014 at the Delhi campus.

#### **Titanomachy**

Titanomachy is the sports fest of IIFT Kolkata and is one of the most anticipated events on the campus. Four teams, all vying for the cup, bring out the best as individuals, as teams and as leaders. It is the equivalent of UWL at the Delhi campus. Sporting events that are part of this fest are football, cricket, volleyball, basketball, badminton, table tennis, chess and track & fields. The event was held over the first week of November 2014.

#### **Students' Interaction with Medal Winner of 17<sup>th</sup> Asian Games**

Shri Narender Grewal, Bronze Medal winner of 17th Asian Games for WUSHU was invited to IIFT campus for an interactive session with

the students. Shri Grewal shared about the learning points, challenges faced and efforts put by him to win the prestigious medal for the nation. Students were motivated to participate in sports for a better health. He advised that the students must perform well in their areas of expertise and enhance the pride of our nation. The session was very useful in nurturing the culture of sports and its benefits amongst the students.

## Magazines

### InFINeeti

InFINeeti is the quarterly Finance magazine of IIFT with a circulation spanning across all elite B-schools of India. The magazine serves as a platform for readers to discuss and analyze contemporary issues and events in the world of Business and Finance. Through *Financial Focus*, a fortnightly newsletter, InFINeeti provides its readers a glimpse of the latest happenings in the world of Business and Finance. The newsletter also includes sections on Economics, Market Watch, Term of the week and 'Management rules by Warren Buffet' to ensure the right mix of dynamic and static knowledge for the readers.

### MarkMantra

MarkMantra releases quarterly marketing magazine that highlights the latest trends, chronicles the most jaw-dropping campaigns and puts forth comprehensive opinions on the latest events in the marketing Diaspora. The magazine also releases a weekly newsletter to keep its readers abreast of the latest happenings in the world of marketing.

### Strategos

Strategos is a quarterly magazine released by the Consulting club of IIFT. It aims to keep its readers abreast of the latest happenings in the world of consulting with relevant interviews and case studies.

### Trade Winds

Trade Winds is biannual magazine released by the Trade Club at IIFT. The magazine releases monthly newsletters educating its readers on the various happenings in the world of trade. The magazine serves as a useful tool for students to delve deeper into the domain of International Trade.

### Kaleidoscope

Kaleidoscope is a biannual magazine released by the Operations club at IIFT. The magazine releases monthly newsletters educating its readers on the various happenings in the world of operations. The magazine serves as a useful tool for students to delve deeper into the domain of Operations as a study and preparing for campus interviews and B-School competitions.

### Techtonix

Techtonix is a biannual magazine released by the IT consulting and SMAC (Social Mobile Analytics and Cloud) club at IIFT. The magazine releases quarterly newsletters educating its readers on the various happenings in the world of Information Technology. The magazine serves as a useful tool for students to delve deeper into the domain of Information Technology as a study and preparing for campus interviews and B-School competitions.

### InPHIniti

InPHIniti is a biannual released by the Pharma Healthcare and Insurance (PHI) Cell of IIFT. The magazine was launched last year and aims to educate its readers about the domain of Pharma and Healthcare.


### Ennovate

Ennovate is a biannual magazine released by the Entrepreneurship Cell of IIFT which educates its readers about VC funding, Start-ups and gets eminent professionals from the industry to write for the benefit of its readers.



## AWARDS WON BY STUDENTS OF IIFT DURING 2014-15

Award/Competition	Company/B-School	Position	Individual/Group
Adhigrahan, an M&A competition at MDI 2014	MDI, Gurgaon	Second Runners Up	Group
Brainstorm 2014 - Nokia Networks and Wipro R&D-IT Challenge	Nokia & Wipro	Winners	Group
Business Standard Best B-School Project Award	Business Standard	Top honour	Individual
CFA Institute Research Challenge 2015	CFA institute	National Finalist	Group
Chakravyuh	SP Jain	National Runners Up	Group
Cognizant Business Consulting 2014	Cognizant Business Consulting	2nd Best Summer Intern Award	Individual
Congizant B'Hive internship program 2014	Cognizant Business Consulting	Best B-school	
Corporate Catalyst, Intaglio, IIM Calcutta 2015	IIM Calcutta	National Finalist	Group
CRISIL Young Thought Leader 2014	CRISIL	First Runners Up	Individual
EY Knowledge Quiz	EY	National Winners	Group
GE Genius	GE	National Finalist	Group
GEP Case Challenge 2014	GEP	National Finalist	Group
Godrej Loud	Godrej	4th National Finalist	Individual
'Green Supply Chain Management and its Business Implications' at SPJIMR Operations Conclave	SPJIMR	Paper Published	Group
Henkel Innovation Challenge	Henkel	Among Top 10 International Teams	Group
HUL Carpe Diem	HUL	National Finalist	Group
HUL Lime Season 6	HUL	Wildcard National Round Qualifier	Group
ISB - Advaita Energy Wars	ISB	3rd Position	Group
KPMG Consilium'2014	KPMG	Winners	Group
LatentView's Data Premier League	LatentView's	National Top 10	Individual



Award/Competition	Company/B-School	Position	Individual/Group
Live Project Competition floated by Deugro	Deugro	Winner	
Mahindra War Room	Mahindra & Mahindra	National CEO Round Winner	Group
nGenius, Operations Club event, Quo Vadis 2014	IIFT	Winner	Group
Nokia Operations Profile	Nokia	Top 3 interns	Group
O.P. Jindal Engineering and Management Scholarship (OPJEMS)	Jindal Group	Winner	Individual
Operazione, Operations event at IIM Rohtak	IIM Rohtak	National Finalist	Group
Pepsi Apprentice Challenge	Pepsico	4 out of 30 people	Individual selected
Pitch the Rich at Confluence 2014, IIM Ahmedabad	IIM Ahmedabad	Runners Up	Group
RB, Operations Event at IIM Lucknow	IIM Lucknow	National Finalist	Group
Reckitt Benckiser Maverick Challenge 2014	Reckitt Benckiser	Runners Up	Individual
Smart Beta, M&A case study competition, IIM Rohtak 2015	IIM Rohtak	Top 5	Group
Stock Maniac competition at Confluence 2014, IIM Ahmedabad	IIM Ahmedabad	Top 6	Group
Strategists' League	Accenture Management Consulting	Grand Finalist	Group
Tata Motors Mind Rover Competition	Tata Motors	National Runners Up	Group
TCS Case Wiz, TCS business case study contest 2014	TCS	Winner	Group
TCS CaseWhizChallenge	TCS	National Finalist	Group
TCS CaseWiz, ITG Manufacturing	TCS	Winner	Group
The Deal, Investment Banking Competition, JP Morgan 2014	JP Morgan	National Finalist	Group
Yes Bank Transformation Series	Yes Bank	National Finalist	Group
YSN's Young Entrepreneurs in Franchising, a global competition	YSN	Among the Top 50 international teams	Individual

## Interface with Industry, Trade & Commerce

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

understanding of the corporate world and improve their learning curve. Some eminent speakers visiting the IIFT Campus during the year were:

<i>Speaker</i>	<i>Designation</i>	<i>Company</i>
Alok Kshirsagar	Senior Partner	McKinsey
Alok Mishra	Vice President	J&J Medical
Amit Boni	Country Head	Motorola Mobility
Anant Zutshi	HR Manager	Janssen
Anil Kaul	CEO	AbsolutData Analytics
Aseem Puri	Marketing Director	HUL
Bhanu Pratap	Senior Director	HMS- Bergbau
Debashish Mukherjee	Senior Partner	AT Kearney
Deepak Jain	Partner	Bain & Company
Hemant Bakshi	Executive Director	HUL
Kaustav Mukherjee	Managing Partner	BCG
Koichi Ikegami	Country Head	Nomura
Manoj Aggarwal	Head, Corporate Affairs	Cairn India
Mohinish Sinha	Director	Hay Group
Mohit Malhotra	CEO	Dabur International
Monish Chatrath	Partner	Mazars India
Mukund Rajan	Chief Ethics Officer	TAS
Neeraj Kakkar	CEO	Hector Beverages
Nitin Chopra	Head Retail Banking	Ratnakar Bank
Nitin Raj Seth	Senior Researcher Studies St Helens	Auckland Institute of
Onno Ruhl	Country Head	World Bank



<i><b>Speaker</b></i>	<i><b>Designation</b></i>	<i><b>Company</b></i>
<b>Pramod Bisht</b>	COO	Altisource
<b>Puneet Bali</b>	National Sales Head	Mint
<b>Raghavendra Shenoy</b>	Vice President	Johnson & Johnson Medical India
<b>Rahul Poddar</b>	Marketing Manager	Nestle
<b>Richa Dubey</b>	Head HR	Praxair
<b>Ridham Desai</b>	MD	Morgan Stanley
<b>Rohit Ahlawat</b>	Director	HCL
<b>Sanjay Kapoor</b>	CEO	Micromax Informatics Ltd
<b>Dr. Satish Kumar</b>	Senior Advisor	Schneider Electric
<b>Saurabh Mukherjea</b>	CEO	Ambit Capital
<b>Sharad Tyagi</b>	Vice President-sales	BoehringerIngelheim
<b>Siddhartha Mukherjee</b>	Executive Director	Mondelez
<b>Sriram Iyer</b>	VP – Sales	Wipro CCLG
<b>Sumant Sinha</b>	Founder	ReNew Power
<b>Sunder Hemrajini</b>	MD	Times OOH
<b>Sunny Verghese</b>	MD &CEO	Olam International
<b>Suresh Ahluwalia</b>	COO	KPMG
<b>Suresh Ramanan</b>	Principal	ZS Associates
<b>Swati Jain</b>	Marketing Director	Danone
<b>Varun Khanna</b>	MD	Becton Dickinson
<b>Venkatesh Kinni</b>	CEO	Coca Cola
<b>Vishwadeep Khatri</b>	Head	Benchmark Six Sigma
<b>Yadhunath S. Bharadwaj</b>	Partner	E&Y



# 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 is 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 1,02,007 resources that comprises 75,124 books/CD-volumes, 17,481 bound periodicals, and 252 periodicals on the subjects 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. The Library has a special collection on *e-resources* for both the Centres, i.e. Delhi and Kolkata and it is also having

### POSITION OF LIBRARY ACQUISITIONS DURING 2014-15

Section	Acquisition in 2014-15	Total as on 31.3.2015
Books, Reports, Video Cassettes & CD-ROMs	689	75,124
Documents	Nil	9,122
Bound volumes of periodicals (including journals received free)	Nil	17,481
Subscribed/Complimentary Journals	Nil	252
Databases/Online Sites Including Complimentary e- Journals	1	28
<b>Total</b>	<b>690</b>	<b>102,007*</b>

\* 4 databases discontinued & 1 new databases added and 200 Complimentary Journals either seized or discontinued by the Publisher.

a specialized Centre *the WTO Resource Centre* which provides rich information exclusively 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 Departments of Government of India, Export Promotion Councils, Commodity Boards and other Trade Promotion Organizations.

Section-wise distribution of the Library's acquisitions during 2014-15 is given in the Table.

### e-Resources

In order to facilitate online access of information round the clock to its readers for its both the centers, i.e. Delhi and Kolkata, the Library is also subscribing 28 online and offline databases like Capataline Plus, CMIE databases (Prowess, India Trade and Industry Analysis Service), Commodity Price Bulletin, DGCIS Statistics, Epharmail, IFS, IndiaStat.com, InsideTrade.com, ISI Emerging Market (Asia Services), NextLinx, ProQuest, Sums Magazine, Trade Map, World Bank Online Databases, World Trade Atlas, WITS; 4 e-journal packages, viz. Blackwell Synergy (21 e-Journals), Sage collection, EBSCO and Emerald Management extra 175 Journals and several individual journals. These e-resources are regularly updated with new additions like in 2014 'Bloomberg Terminals' has 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; Stock Market Tariff and Non-tariff Barriers; WTO related disputes; Cases and day to day development in WTO; indicators of different countries; data for Indian States; Foreign Trade, Regional Integration of India with different countries and many other areas related to foreign trade.

The latest development is web OPEC on intranet in which reader can access, download and print e-books, articles, etc. by clicking on the symbol of "e" (internet), where it is 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 in the field of exclusive topics on WTO and related issues. The Centre fulfils 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 in Ministry of Commerce & Industry. Till date the collection in WTO Resource Centre comprises 8,000 articles and 4,301 books.

Research scholars from various universities of both Indian and foreign origin regularly 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 around 3,500 books and CDs and 63 national and international printed 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 and light readings, etc. It is primarily intended for the faculty, students, scholars, staff members and consultants of the Institute. The library covers the resources available in languages like Bengali, Hindi, Spanish, German, Italian, French along with major resources in English.

The collection is fully automated with the facility of *Online Public Access Catalogue* and the *bar-coded* circulation system. The library extends its services to its users throughout the year except the Govt. holidays.

## e-brary

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

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

## POSITION OF LIBRARY ACQUISITIONS DURING 2013-14

Resources	Acquisition in Total as on	
	2014-15	31.3.15
Books (Complimentary & Purchased)	106	3,422
Journals Printed (Complimentary & Purchased)	-	63
Bound Volumes	178	956
Databases/Online resources	Combined subscription from Delhi campus	Same as Delhi campus



# Computer Centres 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, Virtualized Server Environment, Web Servers, Email Servers, 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: 3 CISCO Servers with EMC unified storage system; 3 HP Servers; and 2 Dell Servers.

Apart from this, IIFT also uses video conferencing facility for placement, training, research activities besides connecting IIFT Delhi and 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 employees 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 2014-15, in addition to various brochures, prospectuses 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 January 2015, FTR has entered its fiftieth year of existence and 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 by renowned, academicians and researchers in trade and industry related research having a track record of proven expertise in the field.

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

## Focus WTO

With the establishment of World Trade Organization (WTO) in 1995, the entire gamut of international trade has undergone a sea-change. Hence, providing analysis and information about the WTO and how it helps, promotes and affects exports, imports and entire business operations and transactions for Indian trade and industry, is an area that needs continuous analysis and projections. Since there had been no bulletin or magazine available in the country dealing exclusively with WTO issues, the Institute launched in May 1999, a bi-monthly journal entitled *Focus WTO* to fill this void. From

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

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.

## Working Paper Series

The main aim of the working paper series of IIFT is to help faculty members share their research findings with professional colleagues in the pre-publication stage. The papers are published on-line and uploaded on IIFT website. The topics covered are: General Management, Marketing Management, Finance, Information and Technology, Quantitative Techniques, Economics, Trade Logistics & Documentation, etc. All faculty members of IIFT are eligible to submit working papers.

Additionally, any scholar who has presented her/his paper in any of the IIFT campuses in a seminar/conference also eligible to submit the paper as a working paper of IIFT. All working papers are refereed. So far 28 Working Papers have been published.

## "Tech-n-Trade" e-Newsletter

From January 2015, a quarterly e-Newsletter "*Tech-n-Trade*" has been rolled out. Each issue focuses on a particular theme or allied themes in the domain of technology, innovation and trade. Three issues have been released so far disseminated across an audience base cutting across policy, industry, think tanks and academia.





## Research Papers published by IIFT Faculty

### Dr. Rakesh Mohan Joshi, Chairperson

#### National:

- “India’s Dairy Exports: Opportunities, Challenges and Strategies” *Souvenir*, National Seminar on Indian Dairy Industry – Opportunities and Challenges, Anand Agricultural University, Anand, pp. 20-36, 2015.

#### International:

- “Impact of BIMSTEC Trade Agreement on Strengthening Export Performance of Indian Firms: An Empirical Assessment”, *International Journal of Business and Globalization*, Vol. 12, No. 4, p. 457, 2014.
- “Impact of WTO on Growth and Development of International Tourism”, *Transnational Corporations Review*, Special Issue on Transnational Tourism and Development, 6 (3), 2014.

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

- “Towards a Privacy Preserving Data Mining Framework - An Indian Perspective”, *International Journal of Business Information Systems*, Vol. 16, No. 3, pp. 321-338, 2014.

### Dr. Ranajoy Bhattacharya, Professor

- “Performance and Prospects of the Global and ASEAN Economies: Implications for India-ASEAN Cooperation” (Co-author: Supratik Guha), *ASEAN-India Development and Cooperation Report*, Routledge Publishers, USA (forthcoming).
- “Do Exchange Rates Affect Exports in India?” (Co-author: Jaydeep Mukherjee), *South Asian Journal of Macroeconomics and Public Finance*, Vol. 3, No. 2, 2014.
- “Structural Breaks and the Effect of Exchange Rate on India’s Exports” (Co-author: Jaydeep

Mukherjee), in G.G. Das (ed.), *Current Issues in International Trade*, Nova Publishers, New York, USA, 2014.

- “Estimating the Impact of the India-ASEAN Free Trade Agreement on Indian Industries” (Co-author: Avijit Mandal), *South Asia Economic Journal*, Vol. 15, No. 1, January-June 2014.

### Shri Rohit Mehtani, Consultant at Professor Level

- “Developing Countries and the Multilateral Framework of International Trade”, *Focus WTO*, Vol. 17, No. 1, January-March 2015, IIFT, New Delhi.
- “Guidelines for the Foreign Collaborations in India”, Institute of Directors, New Delhi, May 2014.

### Dr. Deepankar Sinha, Associate Professor

- Chapter titled “System Dynamics Simulation of a Supply Chain Intelligence Model”, *Global Supply Chain Management and Emerging Markets*, published by Bloomsbury India, Section-IV, p. 399, 2015, ISBN: 978-93-84898-59-5.

#### Presentations:

- Presented Paper titled “A Logistics Decision Framework for Minimizing of Cost of Logistics in International Trade” at International Conference, EIITF, IIFT at Delhi, 18-19 December 2014.
- Presented Paper titled “System Dynamics Modeling for Establishing the Importance of An Integrated Approach based on Rotated Factor Analysis and DEA over Principal Component Analysis based DEA” at International Conference by International Society for Data Envelop Analysis (DEA), Kuala Lumpur, 14-17 April 2014.
- Presented Paper titled “Supply Chain Management in Market Recovery Phase”, at International Conference on Multidisciplinary Approaches in Business Management &

Sustainability (ICMABMS), 28-29 November 2014, BIMTECH, Bhubaneswar.

**Dr. Gautam Kumar Dutta, Associate Professor**

- “Handicrafts of North East India in the Export Market – Artisanal Clusters and Export Opportunities”, *Royal Business Review*, Vol. I, No. 1, 2014.
- “NorthEast India-Bangladesh Border Trade Practices: Characterization of Trade and Effectiveness of Border Trade Points”, *Foreign Trade Review*, 50(1), 2014.
- “North East India-Bangladesh Border Trade: An Assessment”, *Artha Beekshan*, Vol. 23, No. 3, 2014.

**Dr. Saswati Tripathi, Associate Professor**

- “Competitiveness of India in Sports Goods Exports,” Co-author: K. Rangarajan and Gargi Basu *Journal of International Business Education*, Vol. 9, pp. 125-144, Neilson Journals Publishing, 2014.

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

- “The Role of Sales Leaders in Sales Effectiveness: Perception of Sales Reps in India”, Book of proceedings of Evidence Based Management (ICEBM 2015) by BITS, Pilani, March 2015, Excellent Publishing House, Vol. II, ISBN: 978-93-84935-18-4.
- “Employee and Customer Perception about Women Entrepreneurs Leading Service Businesses in India” (Co-author: Pallabi Pal Sarkar), Volume II of the Eleventh Biennial Conference on Entrepreneurship, EDI, Ahmedabad; Publisher: Bookwell, ISBN: 978-93-80574-76-9.
- “Selling Services in Emerging Markets - An Empirical Study of Sales Force Management in Indian Life Insurance Organizations” in the Proceedings of 6<sup>th</sup> IIMA Conference on Marketing in Emerging Economies, January 2015, ISBN 978-81-920800-3-1.

- “Challenges Faced by Educators in Management Education” (Co-author: Pallabi Pal Sarkar), *Parikalpana*, KIIT Journal of Management, 11 (1), Jan.-Jun. 2015, ISSN 0974-2808.
- “Indian ITES Industry Going Rural: The Road Ahead” (Co-author: S. Majumder), *Journal of Business & Economic Policy*, Vol. 1, No. 2, December 2014, ISSN 2375-0774.
- “Trends in Shared Services for Sustainable Business Impact” (Co-author: S. Majumder), *The ALTERNATIVE*, Journal of Management Studies and Research, BITS, Mesra, April-September 2014, ISSN 0973-0451.
- “A Study on the Customer Awareness and Perception Level Towards Green Cars” (Co-author: N. Maheshwari), *International Journal of Technology Enhancements & Emerging Engineering Research*, Vol. 2, Issue 5, 2014, ISSN 2347-4289.

**Dr. Saikat Banerjee, Associate Professor**

- “Identification and Measurement of Brand Identity and Image Gap: A Quantitative Approach” (Co-author: D. Roy), *Journal of Product & Brand Management* (an Emerald Group publication), Vol. 23, No. 3, pp. 207-219, 2014.
- “Influence of COO on Product Evaluation of Mobile Phones” (Co-author: B. Ray Chaudhuri), *Journal of Asian Business Studies* (an Emerald Group publication), Vol. 8, No.3, pp. 209-232, 2014.
- “Factors Influencing Adoption of E-detailing as a Communication Tool” (Co-author: S. Dash), *Views of Physicians of India*, International Journal of E-Health and Medical Communications (IGI-Global Publication), Vol. 5, No. 3, pp. 29-39, 2014.

**Dr. Sheeba Kapil, Associate Professor**

**Case Published**

- M&M Goes Cherry-picking: A Case of Ssangyong Acquisition, Case Centre, European



Case Clearing House-ECCH, Reference No. 115-04-1, 2015

- Teaching note: M&M Goes Cherry-picking: A Case of SsangYong Acquisition, Case Centre, ECCH, Reference No. 115-034-8.

**Dr. Nitin Seth, Associate Professor**

- “TQM Implementation on Engineering Education in India: An Interpretative Structural Modeling Approach”, *TQM and Business Excellence*, Vol. 25, No. 2, pp. 124-140.
- “Supply Chain Competitiveness: A Review of Select Enablers”, *International Journal of Social, Human Science and Engineering*, Vol. 8, No. 1, pp. 364-367.
- “Analytic Hierarchy Process to Assess Supply Chain Risk and Security Management”, *International Journal of Procurement Management*, Vol. 7, No. 3, pp. 279-298.
- “Identification of Critical Success Factors in Non-Formal Service Sector Using Delphi Technique”, *International Journal of Social, Human Science and Engineering*, Vol. 8, No. 2, pp. 598-603.
- “Key Strategies for a Competitive Supply Chain”, *International Journal of Social, Human Science and Engineering*, Vol. 8, No. 3, pp. 820-823.
- “A Strategy Based View of Supply Chain Competitiveness”, *International Journal of Social, Human Science and Engineering*, Vol. 8, No. 4, pp. 1165-1168.
- “Prioritizing Total Quality Management Implementation Criterion for Engineering Education: An Analytic Hierarchy Process Analysis”, *International Journal of Analytic Hierarchy Process*, Vol. 6, No. 1, pp. 12-27.
- “Business Penetration through Print Media: A Review of Select Enablers”, *International Journal of Social, Behavioral, Educational, Economic and Management Engineering*, Vol. 8, No. 12, pp. 3673-3676.

- “A Conceptual Framework on Review of E-Service Quality in Banking Industry”, *International Journal of Social, Behavioral, Educational, Economic and Management Engineering*, Vol. 8, No. 12, pp. 3785-3789.
- “Scale Development for Measuring E-Service Quality in Banking”, *International Journal of Social, Behavioral, Educational, Economic and Management Engineering*, Vol. 8, No. 12, pp. 3839-3843.
- “Identification of TQM Criteria for Engineering Education Using Delphi Technique”, *International Journal of Intelligent Enterprise*, Vol. 2, No. 4, pp. 325-341.
- “Demand Chain Management Implementation Enablers: An Interpretive Structural Modelling Approach”, *International Journal of Modelling in Operations Management*, Vol. 5, No. 1, pp. 13-28.

**Dr. Jaydeep Mukherjee, Assistant Professor**

- “Do Exchange Rates Affect Exports in India” (Co-author: R. Bhattacharyya), *South Asian Journal of Macroeconomics and Public Finance* (Sage Journal), 3(2), 2014.
- “Structural Breaks and the Effect of Exchange Rate on India’s Exports” (Co-author: R. Bhattacharyya), *Current Issues in International Trade: Methodologies and Development Implications for the World Economy*, edited by Gouranga G. Das, Nova Publishers, USA, pp. 71-86, 2014.
- “The Causal Linkage between FDI and Current Account Balance in India: An Econometric Study in the Presence of Endogenous Structural Breaks” (Co-author: D. Chakraborty and T. Sinha), *Analytical Issues in Trade, Development and Finance - Essays in Honour of Professor Biswajit Chatterjee*, edited by Ambar Nath Ghosh and Asim Karmakar, Springer, India, pp. 479-498, 2014.

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

**Presentations:**

- “Migration, Household Labour Use for Adopting Climatic Stress: A Study of Drought Affected Areas in Odisha”, a paper presented at International Conference on “Labour and Employment Issues in the Emerging Rural-Urban Continuum: Dimensions, Processes and Policies”, National Institute of Rural Development and Panchayati Raj (NIRDPR), Hyderabad, 12-14 March 2015.
- “Financing Pro-Poor Housing Activities: A Study of Microfinance for Housing (MFH) in India”, a paper presented at 2<sup>nd</sup> International Workshop on “Inclusive Finance: Making Finance and Insurance Work for the Poor”, XLRI, Jamshedpur, 31 Oct-2 November 2014.
- “Impact of MGNREGS on Rural Livelihoods, Risk Coping and Gender: Evidence from Two Drought Affected Districts in Odisha”, at the National Seminar on “Flagship Programmes: Impact, Problems & Challenges Ahead”, National Institute of Rural Development (NIRD), Hyderabad, 19-21 November 2014.
- “Agriculture, Poverty and Growth in Eastern India: Performance of Odisha”, a paper presented at the National Seminar on “Sustainability and Inclusiveness: India’s Development Trajectory”, Eastern Geographical Society (EGS), Ravenshaw University, Cuttack, 8-9 November 2014.
- “MGNREGS, Drought, Migration and Household Coping with Livelihoods: Evidence from Two Districts in Odisha” a paper presented at the National Seminar on “India’s Approach to Rural Development in 21<sup>st</sup> Century”, Ravenshaw University, Cuttack, 18-19 October 2014.

**Dr. Debashis Chakraborty,  
Assistant Professor**

- *Environmental Challenges and Governance: Diverse Perspectives from Asia* (Co-editor: S. Mukherjee), Routledge, London, 2015.
- “Walking a Thin Line between Growth and Development Concerns? Environmental Governance in India” (Co-author: S. Mukherjee), in S. Mukherjee and D. Chakraborty (Eds.), *Environmental Challenges and Governance: Diverse Perspectives from Asia*, pp. 49-74, Routledge, 2015.
- “What SAARC Can Learn from ASEAN: Past Experiences and Future Strategies” (Co-author: A. Bhattacharyya), *Indonesian Quarterly*, 43(1): 55-76, 2015.
- “The EU-India Bilateral Trade and Investment Agreement in the Making: High Hopes for India?” (Co-author: A. Kumar), *Journal of Economic Policy and Research*, 10(1): 53-76, 2015.
- “An Analysis of India’s Recent Engagements in Comprehensive and other Trade Agreements in East and Southeast Asia” (Co-author: M. Kedia), *Taiwanese Journal of WTO Studies*, 25: 24-74, 2014.
- “The Indo-ASEAN Engagement in Regional Trade Agreement: Past, Present and the Future” (Co-author: A. Chakraborty), *Politico*, 2(2): 22-37, 2014.
- “The Upcoming Indo-ASEAN CECA: Of Great Expectations and Areas of Concern”, *China Report*, 50(3): 259-276, 2014.
- “The Evolving and Multilayered EU-India Investment Relations: Policy Conjectures and Regulatory Issues” (Co-author: J. Chaisse), *European Law Journal*, 20(3), pp. 385-422, 2014.
- “Sustaining Subsidies to Harm the Environment? Panel Data Results from Cross-Country Estimation” (Co-author: S. Mukherjee), *Economics Research International*, 2014.



- “Transition of Human Development Performance: Considerations for Uttar Pradesh in the Indian Canvas” (Co-author: S. Mukherjee), in R. Kumar and A.U. Khan (Ed.), *Education and Health: Special Focus on UP*, 155-178, Global University Press, Saharanpur, 2014.
- “Three Decades of Human Development across Indian States: Inclusive Growth or Perpetual Disparity?” (Co-author: S. Mukherjee and S. Sikdar), *NIPFP Working Paper No. 139*, 2014.
- “Budgetary Allocation and Human Development” (Co-author: S. Mukherjee), in P.K. Panda (Ed.), *Human Development and Social Security in India*, pp. 12-21, New Century Publication, New Delhi, 2014.

#### **Presentations:**

- “Demand for Infrastructure Investment for Water Services: Key Features and Assessment Methods” (Co-author: S. Mukherjee), International Conference on “Managing the Globalization of Sanitation and Water Services: ‘Blue Gold’ Regulatory and Economic Challenges”, Chinese University of Hong Kong, Hong Kong, 23-24 March 2015.
- “India’s Trade Integration with East African Community: Present Scenario and Future Potentials” (Co-Author: M. Sahu), Conference on “Enhancing Efficiency and Maximizing Output of Tanzanian Economy: An Indian Initiative”, IIFT, Dar Es Salaam, 6 March 2015.
- “Does Fiscal Policy Influence Per Capita CO<sub>2</sub> Emission: A Cross-Country Empirical Analysis” (Co-author: S. Mukherjee), 3rd Annual Conference on “Fiscal Policies and the Green Economy Transition: Generating Knowledge – Creating Impact”, Ca’Foscari University, Venice, 29-30 January 2015.
- “How CO<sub>2</sub> Emissions are Influenced by Scale, Composition and Technique Effects? Empirical Evidences from Panel Data Analysis” (Co-author: S. Mukherjee), 4th Empirical Issues in International Trade and Finance Conference, Indian Institute of Foreign Trade, New Delhi, 18-19 December 2014.
- “An Overview of China-India Economic and Trade Relationship”, Conference on “China’s Strategic and Economic Rise: Reverberations in Asia”, Centre for Land Warfare Studies, New Delhi, 21 October 2014.

#### **Dr. Tamanna Chaturvedi, Consultant at Assistant Professor level**

- “Opportunity versus Threat for Indian Manufacturing Exports in the US”, available at: <http://msme.iift.ac.in/msme>, 2014.
- “Indian Sports Goods Can Now Bowl over China in the US Market” available at: <http://www.sportsgoodsindia.org/UploadFiles/Circulars/63937Sports%20Goods%20%20UCA%20Impact%20analysis.pdf>, 2014.
- “Trade Impact of UCA Law on Indian Manufacturing Exports”, published by Association of Chambers of Commerce and Industry, [www.assochem.org](http://www.assochem.org), 2014.
- “New Products & New Market Identification for Indian Handicraft Exports”, paper submitted to Export Promotion Council for Handicrafts, 2015.
- “Implications of New Foreign Trade Policy 2015-20 on Indian MSMEs” (Co-author: K. Rangarajan), white paper submitted by IIFT to Department of Commerce, 2015.

# राजभाषा हिंदी की गतिविधियां

संस्थान अपने मूल उद्देश्य — शिक्षण, प्रशिक्षण एवं अनुसंधान की ही भांति संघ की राजभाषा नीति के कार्यान्वयन के प्रति पूरी तरह सचेत और जागरूक है। कार्यालयीन कामकाज में अधिक से अधिक राजभाषा हिंदी का प्रयोग किया जाता है। वर्ष 2014-15 के दौरान संस्थान द्वारा हिंदी के प्रगामी प्रयोग से संबंधित कार्यों का विवरण निम्न प्रकार है :

**1. धारा 3(3) का अनुपालन** — संस्थान में सभी कार्यालय आदेश, परिपत्र, अधिसूचनाएं, कार्यालय ज्ञापन, सभी साइनेज, अधिकारियों द्वारा प्रयोग की जाने वाली रबड़ की मोहरें, नाम पट्ट आदि पूर्ण रूप से द्विभाषी हैं। अवकाश आवेदन, भविष्य निधि, चिकित्सा प्रतिपूर्ति बिल, यात्रा रियायत बिल, वाहन व्यय इत्यादि प्रपत्र पूरी तरह हिंदी और अंग्रेजी में समान रूप से उपलब्ध हैं। उक्त के अनुपालन में संस्थान द्वारा जारी होने वाले सभी प्रवेश पत्रों को द्विभाषी कर दिया गया है। संस्थान के सभी अनुभागों/विभागों में प्राप्त हिंदी पत्रों का उत्तर हिंदी में ही दिए जाने के अतिरिक्त **“क”** और **“ख”** क्षेत्र में अधिक से अधिक पत्राचार हिंदी में किया गया है। इस प्रकार संस्थान में हिंदी पत्राचार की स्थिति संतुष्टिपूर्ण है।

**2. संस्थान में समय-समय पर खाली पदों को भरने हेतु** दिए जाने वाले विज्ञापन पूर्णरूप से द्विभाषी दिए गए हैं।

**3. संस्थान की द्विभाषी वेबसाईट** — संस्थान की वेबसाईट हिंदी व अंग्रेजी दोनों भाषाओं में है तथा समय-समय पर इसका अद्यतन किया गया है।

**4. प्रशिक्षण कार्य** — राजभाषा नियमों के अंतर्गत सेवाकालीन प्रशिक्षण के अंतर्गत हिंदी टंकण व हिंदी भाषा के प्रशिक्षण का लक्ष्य शत प्रतिशत पूरा कर लिया गया है। सभी सफल प्रशिक्षणार्थियों से अधिक से अधिक हिंदी में काम कराने के लिए प्रोत्साहन के रूप में सरकार की ओर से मिलने वाले वित्तीय लाभ दिए गए। हिंदी आशुलिपि प्रशिक्षण के लक्ष्य को शत प्रतिशत पूरा करने के लिए कर्मचारियों को हिंदी शिक्षण योजना आर.के. पुरम कार्यालय के लिए नामित किए जाने का निर्णय लिया गया है।

**5. शिक्षण कार्यक्रम** — संस्थान में प्रबंधन विकास कार्यक्रमों के अंतर्गत देश के विभिन्न राज्यों से आए आईटीआई प्रिंसिपल तथा रोजगार केन्द्र के अधिकारियों

को क्षमता विकास निर्माण विषय पर हिंदी माध्यम से शिक्षण/प्रशिक्षण दिया गया।

**6. तिमाही बैठक** — वर्ष 2014-15 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 2015
अक्टूबर से दिसम्बर	26 दिसम्बर 2014
जुलाई से सितम्बर	29 सितम्बर 2014
अप्रैल से जून	30 जून 2014

**7. 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 2014-15 में हिंदी कार्यशालाओं की तिथि इस प्रकार हैं :

तिमाही	आयोजन की तिथि
जनवरी से मार्च	30 मार्च 2015
अक्टूबर से दिसम्बर	30 दिसम्बर 2014
जुलाई से सितम्बर	11 सितम्बर 2014
अप्रैल से जून	27 जून 2014

**8. हिंदी में प्रकाशन** — संस्थान की 50वीं वार्षिक रिपोर्ट 2013-14 का हिंदी में प्रकाशन किया गया। हिंदी कक्ष द्वारा गृह-पत्रिका **‘यज्ञ’** अंक-7 वर्ष 2014 का प्रकाशन किया गया। पत्रिका में संस्थान की मुख्य गतिविधियां तथा राजभाषा के नियमों के अतिरिक्त आईआईएफटी परिवार अपने मन की बात कविता, कहानी, नाटक, निबंध, आदि के माध्यम से व्यक्त करता रहा है। इससे सृजनात्मकता को बढ़ावा मिलता है एवं विचारों का आदान-प्रदान होता है।

**9. निरीक्षण —** 5 मार्च 2015 को क्षेत्रीय राजभाषा कार्यान्वयन कार्यालय, राजभाषा विभाग, गृह मंत्रालय से आए 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 सेंटर में हर वर्ष की भांति 15-30 सितम्बर 2014 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		
श्री मनोज मरोठिया	प्रथम पुरस्कार	₹1500
श्रीमती बी. पंक्ति	प्रथम पुरस्कार (हिंदीतर)	₹1500
कु. हेमलता	द्वितीय पुरस्कार	₹1300
श्री बरून भट्टाचार्य	द्वितीय पुरस्कार (हिंदीतर)	₹1300
प्रश्नोत्तरी प्रतियोगिता के पुरस्कार विजेता कर्मचारी		
श्री राकेश कुमार ओझा	प्रथम पुरस्कार	₹1500
श्रीमती चंचल नवीन ठाकुर	द्वितीय पुरस्कार	₹1300
श्री भोपाल सिंह	तृतीय पुरस्कार	₹1200

#### हिंदी टिप्पण/प्रारूपण प्रतियोगिता के पुरस्कार विजेता कर्मचारी

श्री राकेश कुमार ओझा	प्रथम पुरस्कार	₹1500
श्री बरून भट्टाचार्य	प्रथम पुरस्कार (हिंदीतर)	₹1500
श्री जितेंद्र सक्सेना	द्वितीय पुरस्कार	₹1300
श्री रंजीत महतो	तृतीय पुरस्कार	₹1200

हिंदी पखवाड़ा के अंतर्गत कार्यक्रमों की कड़ी में हास्य कवि सम्मेलन का आयोजन किया गया जिसके दौरान श्री महेन्द्र शर्मा (हास्य-व्यंग कवि) व उनके साथी कवियों को आमंत्रित किया गया।

**समापन समारोह —** डॉ. सुरजित 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 —** दिनांक 14-29 सितम्बर 2014 के दौरान कोलकाता सेंटर पर 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 अध्यक्ष महोदय ने दीप प्रज्वलित कर कार्यक्रमों का शुभ आरंभ कराया। कार्यक्रमों की श्रृंखला में भाषण व कविता पाठ आदि प्रतियोगिताएं आयोजित की गईं तथा सहभागी विजेताओं को पुरस्कार के रूप में प्रमाण-पत्र व नगद राशि ₹1500, ₹1300 तथा, ₹1200 दी गई।

# 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 2015, 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, & 7 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, 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 6 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 31-3-2015 and in Depreciation for the Financial year 2014-2015, pending the reconciliation of such differences, we are unable to comment on gross block, net block and accumulated depreciation of fixed assets as at 31-3-2015 and depreciation for the year 2014-2015 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 2015,
    - (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.

As per our report of even date attached  
For **J.P. Chawla & Co. LLP**  
(Formerly J.P. Chawla & Co.)  
Chartered Accountants  
LLPIN: AAE-2281  
Firm Registration No. 001875N/N500025

43, Darya Ganj,  
New Delhi-110002  
Dated: 24 September 2015

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



**INDIAN INSTITUTE OF FOREIGN TRADE**  
**BALANCE SHEET AS AT 31<sup>ST</sup> MARCH 2015**

(Amount : ₹)

Particulars	Schedule	31-03-2015	31-03-2014
<b>CORPUS/CAPITAL FUND AND LIABILITIES</b>			
Corpus, Capital & Other Funds	1	1,78,98,88,187	1,42,20,21,742
Earmarked/Endowment Funds	2	2,79,22,792	2,91,10,818
Current Liabilities and Provisions	3	64,61,23,453	38,87,51,292
<b>TOTAL</b>		<b>2,46,39,34,432</b>	<b>1,83,98,83,852</b>
<b>ASSETS</b>			
Fixed Assets	4	32,68,34,765	32,69,65,765
Investments in Earmarked Funds	5	2,79,22,792	2,91,10,818
Investments in Others	6	68,12,41,856	54,28,56,259
Current Assets, Loans, Advances, etc.	7	1,28,61,13,093	78,74,44,934
Interest Accrued on Investments	7A	14,18,21,926	15,35,06,077
<b>TOTAL</b>		<b>2,46,39,34,432</b>	<b>1,83,98,83,852</b>
Significant Accounting Policies	16		
Contingent Liabilities and Notes on Accounts	17		

As per our report of even date attached

For **J.P. Chawla & Co. LLP**  
 (Formerly J.P. Chawla & Co.)  
*Chartered Accountants*  
 LLPIN: AAE-2281  
 Firm Registration No. 001875N/N500025

*sd/-*  
**Rajat Chawla**  
*Partner*  
 Membership No. 510745

Place: New Delhi  
 Dated: 24 September 2015

For & on behalf of Indian Institute of Foreign Trade

*sd/-*                      *sd/-*  
**DR. SURAJIT MITRA**                      **DR. PRAMOD K. GUPTA**  
*Director*                                      *Registrar*



## INDIAN INSTITUTE OF FOREIGN TRADE

### INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON 31<sup>ST</sup> MARCH 2015

(Amount : ₹)

Particulars	Schedule	31-03-2015	31-03-2014
<b>A. INCOME</b>			
Income from Services	8	64,69,47,037	54,14,04,580
Grants	9	3,97,00,000	2,70,06,162
Grant – Centre for WTO Studies	9A	8,00,00,000	8,00,00,000
Income from CWS	9B	1,24,58,869	14,32,259
Fees/Subscriptions	10	79,723	55,202
Income from Royalty, Publications, etc.	11	1,04,438	1,46,202
Interest Earned	12	6,26,02,807	3,78,71,897
Interest Accrued on Investments	12A	5,03,98,232	4,41,11,218
Other Income	13	59,91,353	64,82,053
Prior-Period Items	13A	19,41,236	2,04,31,629
<b>TOTAL (A)</b>		<b>90,02,23,694</b>	<b>75,89,41,202</b>
<b>B. EXPENDITURE</b>			
Establishment Expenses	14	20,13,94,179	17,69,49,386
Other Administrative Expenses, etc.	15	23,56,89,958	23,33,03,503
Depreciation – (Corresponding to Schedule 4, excluding on funded assets)		93,62,304	1,09,80,535
Prior-Period Items	15A	70,69,187	98,50,600
Expenses for Centre for WTO Studies	15B	8,40,20,726	7,71,18,334
<b>TOTAL (B)</b>		<b>53,75,36,354</b>	<b>50,82,02,357</b>
<b>Balance being excess of Income over Expenditure (A – B)</b>		<b>36,26,87,340</b>	<b>25,07,38,845</b>

As per our report of even date attached

For **J.P. Chawla & Co. LLP**

(Formerly J.P. Chawla & Co.)

Chartered Accountants

LLPIN: AAE-2281

Firm Registration No. 001875N/N500025

*sd/-*

**Rajat Chawla**

Partner

Membership No. 510745

For & on behalf of Indian Institute of Foreign Trade

*sd/-*

**DR. SURAJIT MITRA**

Director

*sd/-*

**DR. PRAMOD K. GUPTA**

Registrar

Place: New Delhi

Dated: 24 September 2015

# INDIAN INSTITUTE OF FOREIGN TRADE

## RECEIPTS AND PAYMENTS FOR THE YEAR ENDED ON 31<sup>ST</sup> MARCH 2015

(Amount : ₹)

Receipts	31-03-2015	31-03-2014	Payments	31-03-2015	31-03-2014
<b>I. Opening Balances</b>			<b>I. Expenses</b>		
(a) Cash and Stamps in Hand	84	–	(a) Establishment Expenses	17,61,85,632	15,26,13,769
(b) Bank Deposits			(b) Administrative Expenses	46,05,18,628	60,53,95,371
(i) Current Accounts	(77,68,864)	(1,71,67,994)	<b>II. Investments and Deposits made</b>		
(ii) Deposit Accounts (STD)	64,18,78,164	29,21,31,658	(a) Out of own Funds		
(iii) Saving Bank	11,722	–	(Investments - Others)	11,54,00,000	1,43,69,982
<b>II. Grants Received</b>			<b>III. Expenditure on Fixed Assets &amp; Capital Work-in-Progress</b>		
(a) From Government of India	36,56,00,000	49,47,00,000	(a) Purchase of Fixed Assets	43,20,685	60,03,456
<b>III. Income on Investments from</b>			<b>IV. Other Payments</b>	6,74,40,357	9,53,01,048
(a) Earmarked/Endowment Funds	–	3,06,748	<b>V. Closing Balances</b>		
<b>IV. Interest Received</b>			(a) Cash & Stamps in Hand	442	–
(a) On Bank Deposits	6,70,24,784	3,97,57,137	(b) Bank Balances		
(b) Loans, Advances, etc.	–	1,94,598	(i) Current Accounts	(11,74,741)	(77,68,864)
<b>V. Other Income</b>			(ii) Deposit Accounts (STD)	1,10,32,32,609	61,71,03,778
(a) Market Survey/Seminar Fee, Training Fee/Property Income	70,33,28,050	60,63,68,432	(iii) Saving Accounts	1,72,480	11,722
<b>VI. Other Receipts</b>			<b>TOTAL</b>	<b>1,92,60,96,091</b>	<b>1,48,30,30,263</b>
(a) Maturity of FD	3,44,77,595	53,47,414			
(b) Miscellaneous	12,15,44,556	6,13,57,270			
<b>VII. Sale of Fixed Assets</b>	–	35,000			
<b>TOTAL</b>	<b>1,92,60,96,091</b>	<b>1,48,30,30,263</b>			

As per our report of even date attached

For & on behalf of Indian Institute of Foreign Trade

For **J.P. Chawla & Co. LLP**  
(Formerly J.P. Chawla & Co.)  
Chartered Accountants  
LLPIN: AAE-2281  
Firm Registration No. 001875N/N500025

sd/-  
**DR. SURAJIT MITRA**  
Director

sd/-  
**DR. PRAMOD K. GUPTA**  
Registrar

sd/-  
**Rajat Chawla**  
Partner  
Membership No. 510745

Place: New Delhi  
Dated: 24 September 2015

**INDIAN INSTITUTE OF FOREIGN TRADE**  
**SCHEDULES FORMING PART OF THE BALANCE SHEET**  
**AS AT 31<sup>ST</sup> MARCH 2015**

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

(Amount : ₹)

Particulars	31-03-2015		31-03-2014	
<b>A. CAPITAL FUND</b>				
Balances as at the beginning of the year				
Capital Grant for Land & Building		5,34,99,000		5,34,99,000
Capital Grant for New Building		10,72,89,068		10,72,89,068
Leasehold Land at Kolkata		1		1
Capital Grant for Construction of Kolkata Campus	15,52,04,063		14,43,68,684	
Add: Additions during the year	69,70,205	16,21,74,268	1,08,35,379	15,52,04,063
Balance of other grants as at the beginning of the year	22,81,22,650		22,86,27,110	
Less: Transferred to Gratuity Reserve Fund/Leave Encashment Reserve Fund	80,41,794		5,04,460	
Balance of other grants as at the end of the year		22,00,80,856		22,81,22,650
<b>Donated Asset Fund</b>				
Opening Balance	7,349		11,014	
Less: Depreciation	3,663	3,686	3,666	7,348
<b>Permanent Membership</b>	1,17,57,626		1,12,63,521	
Add: Interest (less adjustments)	5,12,768	1,22,70,394	4,94,105	1,17,57,626
<b>B. CORPUS FUND</b>				
Balance as at the beginning of the year	80,06,19,706		54,99,51,075	
Add: Balance of net income transferred from Income & Expenditure Account	36,26,87,340		25,07,38,845	
			80,06,89,920	
Less/Add: Transferred to Pension Corpus	13,30,299	1,16,19,76,747	70,214	80,06,19,706
<b>C. Gratuity Reserve Fund</b>		4,88,86,128		4,34,40,769
<b>D. Leave Encashment Reserve Fund</b>		1,53,90,349		1,27,93,914
<b>E. Pension Corpus</b>		83,17,691		92,87,597
<b>TOTAL</b>		<b>1,78,98,88,187</b>		<b>1,42,20,21,742</b>



**INDIAN INSTITUTE OF FOREIGN TRADE**  
**SCHEDULES FORMING PART OF THE BALANCE SHEET**  
**AS AT 31<sup>ST</sup> MARCH 2015**

**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 1.4.2014)	57,63,857	73,40,172	16,29,627	43,22,608	77,29,903	13,97,987	2,679	7,699	27,701	
(b) Additions to the funds during 2014-15										
(i) Income from investments made on account of funds	89,654	3,28,583	65,717	1,97,130	6,57,100	1,05,136	-	394	1,314	
(ii) Other additions										
TOTAL (a+b)	58,53,511	76,68,755	16,95,344	45,19,738	83,87,002	15,03,123	2,679	8,093	29,015	
(c) Utilisation/Expenditure towards objectives of the funds										
(i) Revenue expenditure					24,51,700	2,26,000				
- Salaries, wages and allowances, etc. (incl. prog. expenses)										
- Other administrative expenses					-	-				
- Adjustments (Interest reversal, etc.)	-						-			
TOTAL (c)	-	-	-	-	24,51,700	2,26,000	-	-	-	
NET BALANCE AT THE END OF THE YEAR (a+b-c)	58,53,511	76,68,755	16,95,344	45,19,738	59,35,302	12,77,123	2,679	8,093	29,015	
Previous Year	57,63,857	73,40,172	16,29,627	43,22,608	77,29,903	13,97,987	2,679	7,699	27,701	

Particulars	Fund-wise Break-up				TOTAL 2014-15
	Sumitra Chishtii Award	Srinivas Iyenger Award	Rangaswamy Award	Scholarship Receipt A/c	
(a) Opening balance of the funds (as at 1.4.2014)	45,708	14,158	9,195	8,19,523	2,91,10,818
(b) Additions to the funds during 2014-15					
(i) Income from investments made on account of funds	3,455	657	394	40,140	14,89,674
(ii) Other additions					
TOTAL (a+b)	49,163	14,815	9,590	8,59,663	3,06,00,492
(c) Utilisation/Expenditure towards objectives of the funds					
(i) Revenue expenditure					
- Salaries, wages and allowances, etc. (incl. prog. expenses)	-			-	26,77,700
- Other administrative expenses					-
- Adjustments (Interest reversal, etc.)					-
TOTAL (c)	-	-	-	-	26,77,700
NET BALANCE AT THE END OF THE YEAR (a+b-c)	49,163	14,815	9,590	8,59,663	2,79,22,792
Previous Year	45,708	14,158	9,195	8,19,523	2,91,10,818

**INDIAN INSTITUTE OF FOREIGN TRADE**  
**SCHEDULES FORMING PART OF THE BALANCE SHEET**  
**AS AT 31<sup>ST</sup> MARCH 2015**

**SCHEDULE 3 : CURRENT LIABILITIES AND PROVISIONS**

(Amount : ₹)

Particulars	31-03-2015	31-03-2014
<b>A. CURRENT LIABILITIES</b>		
1. Sundry Creditors	20,19,974	17,46,366
2. Other Creditors	1,87,78,982	2,03,36,440
3. Advances Received	1,16,16,004	45,71,146
4. Other Current Liabilities		
(a) Others	9,81,58,428	6,36,08,396
(b) Grant Brought Forward	42,86,26,136	22,11,80,388
<b>TOTAL (A)</b>	<b>55,91,99,524</b>	<b>31,14,42,735</b>
<b>B. PROVISIONS</b>		
1. Gratuity	4,88,86,128	4,34,40,769
2. Accumulated Leave Encashment	1,53,90,349	1,27,93,914
3. Bonus	2,31,418	2,48,688
4. Other provisions	2,24,16,034	2,08,25,186
<b>TOTAL (B)</b>	<b>8,69,23,929</b>	<b>7,73,08,557</b>
<b>TOTAL (A+B)</b>	<b>64,61,23,453</b>	<b>38,87,51,292</b>



## 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 01.04.2014	Additions	Adjustments	As on 31.03.2015
<b>A.</b>					
1. Land					
(a) Leasehold – Delhi Campus	–	2,77,38,561	–	–	2,77,38,561
(b) Leasehold – Kolkata Campus	–	1	–	–	1
2. Building					
(a) Freehold	–	–	–	–	–
(b) Leasehold	5.00%	15,30,21,238	–	–	15,30,21,238
3. Furniture & Fixtures, Electrical Equipment, Tape Recorders & Accessories, Audio-Visual Equipment	4.76% 4.76% 4.76% 4.76%	9,66,21,060	30,30,954		9,96,52,014
4. Vehicles	8.33%	6,94,136	6,53,582	–	13,47,718
5. Typewriters, Duplicators, Air-conditioners, Transformers, Water Coolers & Office Equipment	6.25%	3,27,41,068	4,76,163	65,630	3,31,51,601
6. Computer Hardware	25.00%	11,63,32,304	8,60,372	24,333	11,71,68,343
7. Books	33.33%	2,77,64,372	11,97,552	–	2,89,61,924
8. Capital Work-in-Progress		15,55,00,637	69,70,205	–	16,24,70,842
<b>TOTAL (A)</b>		<b>61,04,13,378</b>	<b>1,31,88,828</b>	<b>89,963</b>	<b>62,35,12,243</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%	5,68,982	–	–	5,68,982
(ii) Audio-Visual Equipment and Micro Fiche Reader	4.76%	8,97,520	–	–	8,97,520
<b>(b) Donated Assets Fund</b>					
(i) Computers	25.00%	21,36,508	–	–	21,36,508
(ii) Fountain & Saraswati Idol	4.76%	77,000	–	–	77,000
<b>TOTAL (B)</b>		<b>36,80,010</b>	<b>–</b>	<b>–</b>	<b>36,80,010</b>
<b>TOTAL (A+B)</b>		<b>61,40,93,388</b>	<b>1,31,88,828</b>	<b>89,963</b>	<b>62,71,92,253</b>
Previous Year		59,54,90,589	1,86,02,800	–	61,40,93,388

## FOREIGN TRADE

### SHEET AS AT 31<sup>ST</sup> MARCH 2015

(Amount : ₹)

DEPRECIATION					NET BLOCK	
Up to 31.03.2014	Deductions/ Transfers	For the year	Adjustments	Total as on 31.03.2015	As at 31.03.2015	As at 31.03.2014
-	-	-	-	-	2,77,38,561	2,77,38,561
-	-	-	-	-	1	1
-	-	-	-	-	-	-
7,90,20,776	-	37,00,023	-	8,27,20,799	7,03,00,439	7,40,00,462
4,90,86,887	-	47,52,999	-	5,38,39,886	4,58,12,128	4,75,34,173
2,56,449	-	1,12,265	-	3,68,714	9,79,004	4,37,687
1,29,49,262	-	20,97,118	-	1,50,46,380	1,81,05,221	1,97,91,806
11,56,81,039	-	8,76,758	-	11,65,57,797	6,10,546	6,51,265
2,64,60,546	-	16,87,037	-	2,81,47,583	8,14,341	13,03,826
-	-	-	-	-	16,24,70,842	15,55,00,637
28,34,54,959	-	1,32,26,201	-	29,66,81,160	32,68,31,083	32,69,58,419
5,68,982	-	-	-	5,68,982	-	-
8,97,520	-	-	-	8,97,520	-	-
21,36,508	-	-	-	21,36,508	-	-
69,653	-	3,665	-	73,318	3,682	7,347
36,72,663	-	3,665	-	36,76,328	3,682	7,347
28,71,27,622	-	1,32,29,866	-	30,03,57,488	32,68,34,765	32,69,65,766
27,33,04,253	-	1,38,23,373	-	28,71,27,622	32,69,65,766	32,21,86,340



# INDIAN INSTITUTE OF FOREIGN TRADE

## SCHEDULES FORMING PART OF THE BALANCE SHEET AS AT 31<sup>ST</sup> MARCH 2015

### SCHEDULE 5 : INVESTMENTS IN EARMARKED/ENDOWMENT FUNDS

(Amount : ₹)

Particulars	31-03-2015	31-03-2014
1. Investments in FDRs	2,79,22,792	2,91,10,818
TOTAL	2,79,22,792	2,91,10,818

### SCHEDULE 6 : INVESTMENTS – OTHERS

Particulars	31-03-2015	31-03-2014
1. A. Corpus	61,00,77,987	47,73,33,979
B. Gratuity Reserve Fund	4,88,86,128	4,34,40,769
C. Leave Encashment Reserve Fund	1,53,90,349	1,27,93,914
D. Pension Corpus	68,87,392	92,87,597
TOTAL	68,12,41,856	54,28,56,259

**INDIAN INSTITUTE OF FOREIGN TRADE**  
**SCHEDULES FORMING PART OF THE BALANCE SHEET**  
**AS AT 31<sup>ST</sup> MARCH 2015**

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

**(Amount : ₹)**

Particulars	31-03-2015		31-03-2014	
<b>A. CURRENT ASSETS:</b>				
1. Inventories:				
(a) Stock of books/stationery/photostat papers, etc. (At cost as certified by the Management)		27,52,141		33,64,995
2. Sundry Debtors:				
(a) Debts outstanding for a period exceeding six months Less: Provision for doubtful debts	4,80,03,347 25,92,046	4,54,11,301	3,48,79,230 25,92,046	3,22,87,184
(b) Others		5,06,64,640		5,00,15,407
3. Cash & Stamps in Hand		15,403		93,870
4. Bank Balances:				
(a) With Scheduled Banks:				
- Current Account Indian Bank	(9,18,308)		(77,78,314)	
- Short Term Deposits (Sweep Account)	1,08,11,10,024		61,71,03,778	
- SBI Bank Account	1,82,480	1,08,03,74,196	21,172	60,93,46,636
<b>TOTAL (A)</b>		1,17,92,17,681		69,51,08,092
<b>B. LOANS, ADVANCES AND OTHER ASSETS:</b>				
1. Loans:				
(a) Staff (incl. staff advances)		90,52,616		97,15,538
2. Advances and other amounts recoverable in cash or in kind or for value to be received:				
(a) Prepayments		98,25,193		79,55,616
(b) Others		5,43,12,417		5,08,16,453
3. Tax Deducted at Source		3,37,05,185		2,38,49,235
<b>TOTAL (B)</b>		10,68,95,412		9,23,36,842
<b>TOTAL (A+B)</b>		1,28,61,13,093		78,74,44,934

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

Particulars	31-03-2015	31-03-2014
1. On Long Term Investments	14,18,21,926	15,35,06,077
2. On Short Term Investments	–	–
<b>TOTAL</b>	14,18,21,926	15,35,06,077

**Note:** SCHEDULE 7A – Interest accrued but not due represents interest accrued on FDs which have not been matured. The corresponding effect has been booked in the corpus/income account.

## INDIAN INSTITUTE OF FOREIGN TRADE

### SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON 31<sup>ST</sup> MARCH 2015

#### SCHEDULE 8 : INCOME FROM SERVICES

(Amount : ₹)

Particulars	31-03-2015	31-03-2014
1. Income from Services		
(a) Maintenance Services (Equipment/Property)	2,61,18,929	2,28,77,549
(b) Training/Research Programmes	62,08,28,108	51,85,27,031
TOTAL	64,69,47,037	54,14,04,580

#### SCHEDULE 9 : GRANTS

Particulars	31-03-2015	31-03-2014
1. Construction of Kolkata Campus (Received)	28,60,00,000	38,37,00,000
Add: B/F from Previous Year	21,35,23,049	1,89,47,976
Add: Adjustment of Financial Year 2013-14	–	11,76,487
Total	49,95,23,049	40,38,24,463
Less: Expenditure incurred	11,84,54,252	19,03,01,414
Carry Forward to next year (A)	38,10,68,797	21,35,23,049
2. Capacity Building Programme for African Nationals (Received)	3,10,00,000	3,10,00,000
Add: B/F from Previous Year	76,57,339	36,63,501
Less: Expenditure on Programmes (B)	3,10,00,000	2,70,06,162
Carry Forward to next year (C)	76,57,339	76,57,339
3. Setting up of MSME Shimla Campus	2,00,00,000	–
Less: Expenditure on Programmes (D)	87,00,000	–
Carry Forward to next year (E)	1,13,00,000	–
4. Capital Grant for Construction of Hostel C-9 (F)	2,86,00,000	–
Income from Grants (B+D)	3,97,00,000	2,70,06,162
Total Carry Forward of Grants to next year (A+C+E+F)	42,86,26,136	22,11,80,388

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

Particulars	31-03-2015	31-03-2014
1 Grants received for Activities of the Centre	8,00,00,000	8,00,00,000
TOTAL	8,00,00,000	8,00,00,000

#### SCHEDULE 9B : WTO INCOME

Particulars	31-03-2015	31-03-2014
1. Income Received During the Financial Year 2014-15	1,24,58,869	14,32,259
TOTAL	1,24,58,869	14,32,259

#### SCHEDULE 10 : SUBSCRIPTIONS

Particulars	31-03-2015	31-03-2014
1. Annual Subscriptions	79,723	55,202
TOTAL	79,723	55,202

**INDIAN INSTITUTE OF FOREIGN TRADE**  
**SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT**  
**FOR THE YEAR ENDED ON 31<sup>ST</sup> MARCH 2015**

**SCHEDULE 11 : INCOME FROM PUBLICATIONS**

(Amount : ₹)

Particulars	31-03-2015	31-03-2014
1. Income from Publications	1,04,438	1,46,202
TOTAL	1,04,438	1,46,202

**SCHEDULE 12 : INTEREST EARNED**

Particulars	31-03-2015	31-03-2014
1. On Term Deposits:		
(a) With Scheduled Banks	6,25,42,680	3,76,29,988
2. On Loans:		
(a) Employees/Staff	60,127	2,41,909
TOTAL	6,26,02,807	3,78,71,897

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

Particulars	31-03-2015	31-03-2014
1. Interest Accrued on Investments	5,03,98,232	4,41,11,218
TOTAL	5,03,98,232	4,41,11,218

**SCHEDULE 13 : OTHER INCOMES**

Particulars	31-03-2015	31-03-2014
1. Miscellaneous Income	59,91,353	64,82,053
TOTAL	59,91,353	64,82,053

**SCHEDULE 13A : PRIOR PERIOD ITEMS**

Particulars	31-03-2015	31-03-2014
1. Programme Fee	19,41,236	63,44,560
2. Publications Income	–	24,388
3. Interest on RIPs	–	1,10,20,233
4. Miscellaneous Income	–	30,42,448
TOTAL	19,41,236	2,04,31,629

**SCHEDULE 14 : ESTABLISHMENT EXPENSES**

Particulars	31-03-2015	31-03-2014
1. Salaries, Allowances and Wages	16,59,06,353	15,31,60,182
2. Contribution to Provident Fund	1,23,82,936	1,13,28,434
3. Staff Welfare Expenses	99,57,148	55,51,566
4. Expenses on Employees' Retirement and Terminal Benefits	1,31,47,742	42,98,725
5. Others (Faculty Development Programmes)	–	24,63,552
6. Pay Commission Arrears	–	1,46,927
TOTAL	20,13,94,179	17,69,49,386

Note: SCHEDULE 13 – Miscellaneous Income includes income from consultancy, sale of scrap, reimbursement of manpower cost from Centre for WTO, rebate received on charging franking machine, etc.



## INDIAN INSTITUTE OF FOREIGN TRADE

### SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON 31<sup>ST</sup> MARCH 2015

#### SCHEDULE 15 : OTHER ADMINISTRATIVE EXPENSES, ETC.

(Amount : ₹)

Particulars	31-03-2015	31-03-2014
1. Expenses on Security	1,17,63,055	1,13,75,104
2. Electricity and Power	2,37,73,645	2,14,66,407
3. Repairs and Maintenance	73,58,013	93,02,518
4. Rent, Rates and Taxes	2,77,79,745	2,45,65,357
5. Vehicle Running and Maintenance	9,44,418	10,17,058
6. Postage, Telephone and Communication Expenses	16,31,100	20,25,852
7. Printing and Stationery	23,33,695	17,49,087
8. Travelling and Conveyance Expenses	6,58,492	10,79,415
9. Expenses on Seminars/Workshops/Programmes	11,22,26,913	12,21,11,937
10. Subscription Expenses (Publication Expenses)	66,228	1,59,936
11. Auditors Remuneration	50,378	43,483
12. Advertisement and Publicity	7,71,891	8,04,902
13. Others	4,63,32,386	3,76,02,447
TOTAL	23,56,89,958	23,33,03,503

#### SCHEDULE 15A : PRIOR PERIOD ITEMS

Particulars	31-03-2015	31-03-2014
1. Salary and Staff Welfare Expenses	–	12,56,013
2. Programme Expenses	70,69,187	24,28,412
3. Printing & Stationery Expenses	–	15,596
4. Postage & Telegram Expenses	–	6,644
5. Repairs & Maintenance	–	3,46,151
6. Legal and Consultancy Charges	–	–
7. Rent, Rates and Taxes	–	70,929
8. Miscellaneous Expenses	–	57,26,855
TOTAL	70,69,187	98,50,600

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

Particulars	31-03-2015	31-03-2014
1. Salaries & Wages	2,77,42,237	2,92,76,948
2. General Expenses	1,07,60,968	1,59,71,801
3. Magazines and Periodicals	8,33,340	16,81,028
4. Seminars/Workshops/Conferences, etc.	3,80,38,658	2,29,30,853
5. Lease Rent	60,00,000	36,00,000
6. Others	6,45,523	36,57,704
TOTAL	8,40,20,726	7,71,18,334

## 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 an accrual basis, except Membership Fee, which is accounted for as and when received.
- (c) Permanent Membership Fee received is not treated as income and instead transferred to a specific fund.
- (d) Application Fee is recognized as income as and when received.
- (e) Interest on Long Term Deposits/Short Term Deposits with banks and advances given to employees are accounted for on accrual basis.
- (f) Interest received on investments made against specific fund and Permanent Membership Fee is transferred to the respective funds and are not treated as income.
- (g) Expenditure on Leave travel Concession has been accounted for on Cash Basis.
- (h) Expenditure on software is expensed-off during the year of its acquisition.

### 2. FIXED ASSETS

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

### 3. DEPRECIATION

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

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

### 4. GOVERNMENT GRANTS/SUBSIDIES

Government grants/subsidies are accounted on realization basis.

### 5. RETIREMENT BENEFITS

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

### 6. STOCK OF BOOKS, STATIONERY, ETC.

Stocks of Books, Stationery, etc. are valued at cost on "First-in-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 ₹84,93,177 (accumulating to ₹4,88,86,128, previous year ₹4,34,40,769) has been made during the year. Gratuity of ₹30,47,818 paid during the year has been adjusted against opening provision.
3. Provision for accumulated leave encashment benefit to the employees to the extent of ₹44,54,233 (accumulating to ₹1,53,90,349 Previous year ₹1,27,93,914). Accumulated Leave of ₹18,57,798 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 needs to be reconciled under proper heads and respective years. Fee recoverable also needs to be reconciled.
6. 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 report of M/s Lunawat & Co. Chartered Accountant firm, the Management has calculated balances related to fixed asset position as at 31-3-2015 which are :

Gross Block of Fixed Assets amounting to ₹48.62 Crore, Accumulated Depreciation amounting ₹19.36 crore, Net Block of Assets amounting ₹29.26 crore and depreciation for the financial year 2014-15 is amounting ₹1.70 crore.

Schedule 4 of Balance Sheet of the Indian Institute of Foreign Trade Gross Block of Fixed Assets amounting ₹62.72 Crore, Accumulated Depreciation amounting ₹30.04 crore, Net Block of Assets amounting ₹32.68 crore and depreciation for the financial year 2014-15 amounting ₹1.32 crore, resulting in differences.

The effort are being made to reconcile the differences as per physical verification report of M/s Lunawat & Co Chartered Accountant and Schedule 4 of the Balance Sheet and Books of Accounts.

7. 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 ₹2,55,46,265 (pertaining to previous year even before 2003-04), advances to staff and parties amounting ₹3,70,16,027 (pertaining to previous years, even before 2010-11), Stale cheques amounting ₹90,45,298 (pertaining to previous years upto 2009-10), unidentified debits 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 ₹2,67,45,611 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 ₹66,64,198 (pertaining to previous years, upto 2009-2010), Stale cheques amounting ₹1,72,96,981 (pertaining to previous years, upto 2009-2010), creditors amounting ₹5,87,584 (pertaining to previous years, upto 2009-2010), Provision for doubtful debts amounting ₹25,92,046 (pertaining to previous years).
8. The relevant documents for recognition of CPF by Income tax are not readily available. However, efforts are being made to prepare fresh documents with the help of panel advocate of IIFT.
9. Provision of ₹2,00,332 has been made for bonus for the year 2014-15. Bonus pertaining to the year 2013-14, amounting ₹2,17,602 has been paid during the year.
10. In the opinion of the Institute, the provision for all known liabilities including depreciation is adequate.
11. The Balance Sheet, Receipts & Payments 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.

12. The Financial Results include Income & Expenditure of Kolkata Centre of the Institute for 2014-15 as below:

(₹ in million)			
S.No.	Particulars	2014-15	2013-14
1.	<b>Income</b>	<b>125.70</b>	<b>100.7</b>
2.	Expenditure (before Depreciation)	103.7	90.22
3.	Depreciation (Proportionate)	7.84	0.62
4.	<b>Total Expenditure</b>	<b>104.50</b>	<b>90.84</b>
5.	<b>Surplus</b>	<b>21.20</b>	<b>9.85</b>

13. 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 ₹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 in the previous years, i.e. ₹3,63,98,473 have been carried forward as Grant Receivable from the Department. Request for release of amount has been made to Department of Commerce.
14. 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.
15. 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 ₹92,87,597 and during the year, an amount of ₹13,34,257 has been earned as interest on investment of the fund. Pension payments of ₹36,34,462 have been released during the year. As on 31.03.2015, the Corpus stands at ₹69,87,392.
16. Depreciation of ₹1.32 crore during the year on Own Assets Schedule-4 to Balance Sheet, includes depreciation of ₹38.63 lakh 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 ₹93,62,304 has been accounted for as expenditure of IIFT in the Income & Expenditure Statement.
17. Previous year's figures have been regrouped or rearranged wherever necessary.
18. The figures given in the Receipts & Payments 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.

As per our report of even date attached

For & on behalf of Indian Institute of Foreign Trade

For **J.P. Chawla & Co. LLP**  
(Formerly J.P. Chawla & Co.)  
Chartered Accountants  
LLPIN: AAE-2281  
Firm Registration No. 001875N/N500025

sd/-  
**DR. SURAJIT MITRA**  
Director

sd/-  
**DR. PRAMOD K. GUPTA**  
Registrar

sd/-  
**Rajat Chawla**  
Partner  
Membership No. 510745

Place: New Delhi  
Dated: 24 September 2015



# 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 and Equity 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 of Texas at Arlington)	Management Information Systems, IT Applications in Management, E-Commerce, Data Mining (including Privacy Preserving 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	B.S. (Delhi), M.B.A. Industrial Management (NPC), M.B.A. Technology Management (Deakin/ Australia), M.S. Consultancy Practice and Management (BITS Pilani), MIT (IIFT), MMT (IRT), PGP International Business (IIM Calcutta), MPA (Global Governance) and M.A. (Global Political Economy {Hull, England/ British Chevening Scholarship)	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, Management of International Payments and Trade Finance, Techniques of Making Export Value Chain Financing Effective & Efficient.
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	M.B.A. (Gold Medalist), P.G.D.P.R., P.G.D.M.&S.M., Ph.D., "Global Business 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 Trading and 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, Investment Analysis and Appraisal.
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. (Economics), 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, Financial and Management Accounting.
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, Marketing of Services, Sales Management.



<i>Name</i>	<i>Qualification</i>	<i>Specialisation</i>
Sharma, Dr. Ruppel W.	B.A. (Hons) in Economics, Masters Programme in International Business (MBA), Ph.D. (Brand Management)	Brand Management, Strategic Marketing, Marketing Effectiveness.
Singh, Dr. Ram	M.B.A., PGDIBO, Ph.D. MGG (Germany)	International Trade Operations and Logistics.
Sinha, Dr. Deepankar	B.Sc. (Physics) – ranked 6th in University; Higher Diploma in Computer Science (ACL); Graduate Diploma in Operations Research (ORSI); M.B.A. (IGNOU); M.Sc. (Physics- Electronics) - NIT, Rourkela; Ph.D. Industrial & System Science (IIT, Kharagpur)	Global Logistics, Supply Chain and Operations Management, Information Technology: BPR - ERP/ MIS - BI Implementation, System Dynamics Strategy Simulation .
Tripathi, Dr. Saswati	M.Sc. (App. Maths), M.Phil (App. Maths), Ph.D. (Maths), NET Qualified CSIR Fellow), Certified SCOR-P Professional conferred by APICS, USA (International Certification from APICS for Supply Chain Professionals)	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. (Social Psychology), Ph.D. (Social Psychology)	Organizational Behaviour, Behavioral Sciences, Psychometric Testing, Human Resource Manage- ment, Competency Mapping, Quantitative Research Methods, Change Management, Global Leadership, Entrepreneurship.

#### **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, Agri Commodity Trading, Product & Market Analysis for Exports, MSME Studies, WTO (SPS & AOA), Trade Policy Issues.

<i>Name</i>	<i>Qualification</i>	<i>Specialisation</i>
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, Microfinance.
Ghosh, Dr. Triptendu Praksah	M.A. (Eco.), M.Phil. Ph.D.	Financial Management, Infrastructure Financing, Excel Spreadsheet Modeling in Finance, Perfor- mance and Corporate Governance of Family Firms, Financial Markets and Institutions, Fixed Income Securities, Security Analysis and Portfolio Management.
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.	Organizational Behaviour, Behavioral Science, Business Ethics, Organizational 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.	B.A. (Economics Honors) 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 Trade & Development – Poverty, Gender, Social Sector – Micro Finance & Employment.
Siddiqui, Areej Aftab	MIB, NET/JRF	Trade Operations & Logistics.
Singh, 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.





<i>Name</i>	<i>Qualification</i>	<i>Specialisation</i>
Symss, Dr. Jacqueline	M.Com., UGC-JRF, Ph.D.	Financial and Managerial Accounting, Investment Banking, Management of Financial Services.
Verma, 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.
Raina, Chandni	M.A. (Economics) M.A. (Public Policy & Sustainable Development)	Intellectual Property Rights.

### ASSOCIATE PROFESSORS

Kallummal, Dr. Murali	M.A. (Industrial Eco) M.Phil (Industrial Eco) Ph.D. (Economics)	Trade and Environment, Investment and Trade, Non Agricultural Market Access (NAMA) Issues, SPS and TBT measures (Non Tariff Measures), Role of Standards in International Trade, Web Portal on SPS & TBT, Free Trade Agreements (FTA).
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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, E-Commerce.
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>	Dr. Pramod Kumar Gupta	26531565
<b>Deputy Registrar</b>	Girish Chawla	26968314
<b>Sr. Administrative Officer</b>	Gaurav Gulati	26857908
<b>Senior Finance Officer</b>	Pitambar Behera	26528153
<b>Finance Officer</b>	Deepa P.G.	26965051 (Extn. 525)
<b>Administrative Officers</b>	Amit Ghosal	033-24432453
	Bhuwan Chandra	26968315
	Desh Raj	26566240
	Anil Kumar Meena	26531507
	Bratin Sarkar	033-24432452
	B. Prasannakumar	26968318
	Kavita Sharma	26533235
	Lalita Gupta	26531507
	Meenakshi Saxena	26857908, 26965051 (Extn. 806)
	Meena Vij	26562221
	Nalini Meshram	26853055/26963880
	P.K. Khanna	26965051 (Extn. 624)
	Sumita Marwaha	26965051 (Extn. 521)
	Rajinder Prasad	26965051 (Extn. 424)
<b>Hindi Officer</b>		



# IIFT Support Services

(as on date of publication)

<i>Designation</i>	<i>Name</i>	<i>Contact No.</i>
<b>Placement &amp; Corporate Advisor</b>	Prof. Harkirat Singh	26859520, 26966544
<b>Jt. Placement &amp; Corporate Advisor</b>	Sanjay Verma	26562112/26533246
<b>Systems Manager</b>	Bimal Kumar Panda	26857356
<b>Asstt. Systems Manager</b>	S. Balasubramanian	26965051 (Extn. 102)
<b>Computer Programmer</b>	Neha Vinayak	26965051 (Extn. 209)
<b>Deputy Librarian</b>	B. Pankti	26969508
<b>Assistant Librarians</b>	Amita Anand	26965051 (Extn. 123)
	R.S. Meena	26965051 (Extn. 122)

## Guest Faculty

**Amit Bagga**  
Partner  
Diksha Academy Pvt.Ltd.

**Arvind Sharma**  
Consultant  
Packaging Connections

**Arvind Tiwari**  
CEO  
Imperial Auto Industries Ltd.

**Ashok Gupta**  
Management Consultant

**A.V. Surya**  
Vice President  
IMRB International

**D.C. Singhal**  
Consultant  
Ex-AGM  
Tata Steel

**Deepak Halan**  
Independent Consultant

**Deepali Singh**  
Director and Co-Founder  
Couse Brew

**G.P. Sharma**  
Ex-Director  
MMTC

**Karan Kumar Pahuja**  
Former Executive Director

**Kavita Singh**  
Associate Professor FMS,  
Delhi University

**Dr. L.C. Singhi (IAS, Retd.)**  
Lawyers & Solicitors Forum

**Madhumita Kothari**  
Senior Legal Professional

**Mukesh Chaturvedi**  
Partner  
PDC Educational Services

**Munindra Pal Singh**  
Director  
SMI Ltd.

**Naveen Coomar**  
Managing Partner  
Naveen & Naveen Consulting

**Neeta Tripathi**  
Feench Language Expert

**Rakesh Kumar**  
Mandarin-Language Expert

**Rohit Kumar**  
AVIVA Life Insurance

**Sanjay Jain**  
Chartered Accountants

**Sarita R. Pasricha**  
Partner  
The Life Improvement Academy

**Shyam Prasad**  
Spanish- Language Expert

**S.L. Ganapati**  
Managing Director  
Shelka -Marketing Service

**S. Prahakar Kamath**  
Partner  
P3 HR Solutions

**S.P. Joshi**  
CEO  
Markstrat-Consulting Pvt. Ltd.

**Somnath Mitra**  
BI Delivery Lead  
Xchanging Technologies

**T.S. Mohan Krishnan**  
Consultant  
IMRB International

**Vikas Gupta**  
Managing Director  
Compark E-Services (P) Ltd

**Vitika Banerjee**  
Consulting Director

## Permanent Members (as on 31.3.2015)

1. A Sirkar & Co. (Jewellers) Pvt. Ltd., Kolkata	19. Ashok Leyland Ltd. Chennai	38. Chartered Institute of Transport in India, New Delhi
2. Agri. & Processed Food Products Export Development Authority, New Delhi	20. B.T.X. Chemicals (P) Ltd. Mumbai	39. Chillies Export House Ltd. Virudhunagar
3. All India Handicrafts Board New Delhi	21. Bank of India Mumbai	40. Cimmco International New Delhi
4. Allahabad Bank Kolkata	22. Bank of Madura Limited Chennai	41. CMC Limited New Delhi
5. Allana Cold Storage Pvt. Ltd. Mumbai	23. Bharat Electronics Limited Bengaluru	42. CMS Institute of Foreign Trade Hyderabad
6. Amaravathi Textiles Karur	24. Bharat Heavy Electricals Ltd. New Delhi	43. CAPEXIL Kolkata
7. Amrutanjan Limited Chennai	25. Bharat Heavy Plate & Vessels Ltd., Visakhapatnam	44. Coffee Board Bengaluru
8. Anglo French Drug Co. (Eastern) Ltd., Bengaluru	26. Bharat Motors Chennai	45. Coir Board Kochi
9. Arvind Distillery & Chemicals Ltd., Chennai	27. Britannia Industries Ltd. Bengaluru	46. Commerce & Export Promotion Wing, Govt. of Andhra Pradesh, Hyderabad
10. Andhra Bank Hyderabad	28. Brooke Bond India Ltd. Bengaluru	47. Council for Leather Export Chennai
11. AIMIL Ltd. New Delhi	29. Balaji Distilleries Ltd. Chennai	48. Camphor & Allied Products Ltd., New Delhi
12. Alleppey Company Ltd. Alleppey	30. Bird & Company Pvt. Ltd. Kolkata	49. Carpet Export Promotion Council, New Delhi
13. Academy of Management Studies, Dehradun	31. Bank of Baroda New Delhi	50. Crescent Engineering College Chennai
14. Amira Foods (I) Ltd. New Delhi	32. Bombay Dyeing & Mfg. Company Ltd., Mumbai	51. Directorate of Industries Govt. of Himachal Pradesh Shimla
15. AVIS International Ltd. New Delhi	33. Bharat Aluminium Co. Ltd. New Delhi	52. Directorate of Industries Govt. of Madhya Pradesh Bhopal
16. Alankar Global Pvt. Ltd. New Delhi	34. Cotton Textile Export Promotion Council, Mumbai	53. Directorate of Industries Govt. of Maharashtra Mumbai
17. Apparel Export Promotion Council, New Delhi	35. Cashew Export Promotion Council of India, Cochin	
18. Adani Exports Ltd. Ahmedabad	36. Ceat Tyres of India Ltd. Mumbai	
	37. Chase Bright Steel Co. Ltd. Mumbai	



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

108. Indian Bank Chennai	125. Kerala State Civil Supplies Corporation Ltd., Kochi	145. MSSIDC Limited Mumbai
109. Indian Cotton Mills' Federation, New Delhi	126. Karnataka State Industrial Investment & Development Corpn. Ltd., Bengaluru	146. Mohan Exports (India) Ltd. New Delhi
110. Indian Overseas Bank Chennai	127. Khushi Ram Behari Lal Ltd. Delhi	147. Maharashtra State Agricultural Marketing Board, Pune
111. Indian Railway Construction Co. Ltd., New Delhi	128. Kudremukh Iron Ore Co. Ltd. Bengaluru	148. Maxwell Exim Ltd. Pondicherry
112. Indian Rare Earths Limited Mumbai	129. Lakshmi Machine Works Ltd. Coimbatore	149. MVR Industries Ltd. Pondicherry
113. Industrial Dev. Bank of India Mumbai	130. Lotus International Mumbai	150. Metrochem Industries Ltd. Ahmedabad
114. India Sugar and General Industry Export-Import Corporation Ltd., New Delhi	131. L.G. Balakrishnan & Bros. Ltd. Coimbatore	151. National Institute of Fashion Technology, New Delhi
115. Indian Institute of Export Management, Bengaluru	132. Liberty Footwear Company Karnal	152. Nagarjuna Signods Ltd. Hyderabad
116. Imkemex India Limited Mumbai	133. Maruti Udyog Limited New Delhi	153. Narula Udyog (I) Pvt. Ltd. New Delhi
117. Jindal Strips Ltd. New Delhi	134. Mahindra & Mahindra Limited, Mumbai	154. National Institute of Agricultural Extension Management, Hyderabad
118. Jammu & Kashmir Bank Ltd. Srinagar	135. Mazagon Dock Ltd. Mumbai	155. National Mineral Dev. Corpn. Ltd., Hyderabad
119. Jute Corporation of India Ltd. Kolkata	136. Magnum International Trading Company Limited, New Delhi	156. National Building Construction Corporation Ltd., New Delhi
120. Kirloskar Oil Engines Ltd. Pune	137. Mysore Coffee Curing Works Ltd., Chikmagalur	157. National Textile Corpn. Ltd. Mumbai
121. Kerala State Export Trade Development Council Trivandrum	138. Marine Products Export Dev. Authority, Kochi	158. National Small Industries Corpn. Ltd., New Delhi
122. Kissan Products Limited Bengaluru	139. MSTC Ltd. Kolkata	159. National Agricultural Cooperative Marketing Federation of India Ltd. New Delhi
123. Kirloskar Pneumatic Co. Ltd. Pune	140. Metal Box Company of India Ltd., Chennai	160. New Central Jute Mills Co. Ltd., Kolkata
124. Kerala State Industrial Development Corpn. Trivandrum	141. Maharashtra State Textile Corpn. Ltd., Mumbai	161. Nav Bharat Corporation Mumbai
	142. MECON Ltd. New Delhi	162. National Bank for Agriculture & Rural Development Mumbai
	143. Mica Manufacturing Co. Pvt. Ltd., Kolkata	
	144. MMTC Limited New Delhi	

163. Ordnance Factory Board Kolkata	180. Su-Raj Diamonds (I) Ltd. Mumbai	198. Technofab Engg. Ltd. New Delhi
164. Overseas Construction Council of India, New Delhi	181. Satnam Overseas Limited New Delhi	199. Texmaco Limited Kolkata
165. Pan Foods Limited Panipat	182. Shah Pneumatics Mumbai	200. Tea Board Kolkata
166. Powerloom Development & EPC, Mumbai	183. Sangli Bank Limited Sangli	201. Thermax Limited Pune
167. Paam Pharmaceuticals (Delhi) Ltd., Delhi	184. Shreeji Chemicals Ahmedabad	202. Triveni Structurals Ltd. Allahabad
168. PSG Institute of Management Coimbatore	185. Shapoorji Pallonji & Co. Pvt. Ltd., Mumbai	203. TNT India Ltd. New Delhi
169. PCI Ltd. New Delhi	186. STC of India Ltd. New Delhi	204. U.B. Exports Bengaluru
170. Polyolefins Industries Ltd. Mumbai	187. Shriram Jute Mills Ltd. Kolkata	205. U.P. Cooperative Federation Ltd., Lucknow
171. Parekh Brothers Mumbai	188. Steel Authority of India Ltd. Kolkata	206. U.P. Export Corporation Ltd. New Delhi
172. Punjab & Sind Bank New Delhi	189. SAIL International Ltd. New Delhi	207. Usha Intercontinental (India) New Delhi
173. Projects & Equipment Corpn. of India Ltd., New Delhi	190. Sanghavi Exports Mumbai	208. V.D. Swami & Company Ltd. Chennai
174. Punjab National Bank New Delhi	191. Synthetic & Rayon Textiles Export Promotion Council Mumbai	209. V.S. Dempo & Co. Ltd. Panaji
175. Raanee Agency Salem	192. Spices Board Cochin	210. Vardhman Spinning & General Mills Limited Ludhiana
176. Rubber Board Kottayam	193. Sports Goods Export Promotion Council, New Delhi	211. Vasu Agarbathies Mysore
177. Rashtriya Ispat Nigam Ltd. Visakhapatnam	194. Seth Ghasiram Gopikishen Badruka Educational Society (Regd), Hyderabad	212. Victor Tools Pvt. Ltd. Jalandhar
178. Reckitt & Colman of India Ltd. Kolkata	195. T. Abdul Wahid & Company Chennai	213. VBC Educational Society Visakhapatnam
179. Rajasthan Small Industries Corpn. Ltd., Jaipur	196. Tata Exports Limited Mumbai	214. Voltas Limited Hyderabad Unit Hyderabad
	197. Tata Industries Pvt. Ltd. Mumbai	

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