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52ND

ANNUAL
REPORT
2015-2016

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The Year in Review

Global macroeconomic scenario has remained modest during 2015-16, with economic recovery continuing at a slower than expected rate. According to the IMF's *World Economic Outlook (WEO) Update* (April 2016), world economy is expected to grow at 3.2 per cent in 2016, marginally up from 3.1 per cent in 2015 and significantly lower than 3.4 per cent in 2014. The further weakening of global recovery is a consequence of increasing financial turbulence. Advanced economies continue to grow at a meagre rate with economic activity in most of these countries yet to pick up and a long way to achieve the pre-2008 global financial crisis level. The recovery is further hampered by an appreciating dollar which hurt external demand further, particularly in the United States, although accommodative monetary policy by Federal Reserve Bank and European Central Bank and lower oil prices partially support recovery in internal demand in these countries.

Growth in the United States has remained stagnant at 2.4 per cent in 2014 and 2015, though indicators in the labour market exhibited marked improvement. Growth in employment rate was strong through the period, with unemployment rate reading at 4.5 per cent in March 2016. Positive sentiment in the Euro area resulting from a strong domestic activity was somewhat offset by a weaker external demand. Among the countries the recovery was stronger in Spain, but weaker than expected in Italy (*Source: World Economic Outlook, IMF, April 2016*). The Euro area is predicted to grow at 1.5 per cent in 2016 and 1.6 per cent in 2017, somewhat similar to the trend in 2015. However, the risk of a Brexit amid large debt that encompasses several countries, is likely to hamper impressive Euro-area-wide projected growth recovery. A sharp decline in private consumption expenditure implied that the economic recovery in Japan was unexpectedly subdued during 2015 fourth quarter. As a result, growth continued to remain sluggish at 0.5 per cent for the whole year, marginally higher than -0.1 per cent recorded in 2014. However, Japan's economic growth is expected to exhibit a

downward trend due to planned consumption tax increase (of 2 percentage points) in the medium run (Table 1).

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 further to 4.0 per cent in 2015. Growth is projected to rise marginally to 4.1 per cent in 2016 and further to 4.6 per cent in 2017 (Table 1). The passive growth trend is attributed primarily to slowdown in investment and exports in China and fall in consumption and investment demand in emerging economies like Brazil, as also slowdown in economic activity in some major oil exporting countries like Russia due to falling oil prices. It may be noted that China has major trade relations (in many cases, top 10 trading partner) with more than 100 countries accounting for around 80 per cent of world GDP, importing raw materials and capital goods and exporting final products. Because of its strong interlinkage in regional and global value chains, a shock in China can have a contagion effect in other countries (*Source: World Economic Outlook, IMF, April 2016*). China accounted for around 40 per cent of the global demand of a wide range of commodities, especially metals in 2014. Slowdown in China's investment demand have adversely affected the demand and average prices of such commodities which declined by around 60 per cent since 2011 and generated unutilized capacity in mining sector. However, it may be noted that towards the latter half of 2015, growth in China exhibited signs of recovery driven primarily by resilient consumption demand. Further, strong services sector growth tends to offset perceived weakness in manufacturing activity.

As is evidenced in Table 1, growth in Latin America and the Caribbean declined significantly to 1.3 per cent in 2014 (from 2.9 per cent in 2013) and further to -0.1 per cent in 2015 and is predicted to fall further to -0.5 per cent in 2016 (compared to the average annual growth of 4.2 per cent during 2004-13). Main economies which contributed to this decline include Brazil and leading commodity exporting nations,

TABLE 1				
WORLD ECONOMIC OUTLOOK PROJECTIONS				
<i>(% change unless noted otherwise)</i>				
World Economic Outlook Indicators	Years over year			
	2014	2015	Projections	
			2016	2017
World Output	3.4	3.1	3.2	3.5
Advanced Economies	1.8	1.9	1.9	2.0
United States	2.4	2.4	2.4	2.5
Euro Area	0.9	1.6	1.5	1.6
Germany	1.6	1.5	1.5	1.6
France	0.4	1.1	1.1	1.3
Italy	-0.4	0.8	1.0	1.1
Spain	1.4	3.2	2.6	2.3
Japan	-0.1	0.5	0.5	-0.1
United Kingdom	2.6	2.2	1.9	2.2
Canada	2.5	1.2	1.5	1.9
Other Advanced Economies	2.8	2.0	2.1	2.4
Emerging Market and Developing Economies	4.6	4.0	4.1	4.6
CIS	1.0	-2.8	-1.1	1.3
Emerging and Developing Asia	6.8	6.6	6.4	6.3
China	7.4	6.9	6.5	6.2
India	7.2	7.3	7.5	7.5
ASEAN – 5	4.6	4.7	4.8	5.1
Emerging and Developing Europe	2.8	3.5	3.5	3.3
Latin America and the Caribbean	1.3	-0.1	-0.5	1.5
Middle East, North Africa, Afghanistan & Pakistan	2.6	2.5	3.1	3.5
Sub-Saharan Africa	5.0	3.4	3.0	4.0
World Trade Volumes (Goods and Services)	3.4	2.8	3.1	3.8
Imports				
Advanced Economies	3.3	4.3	3.4	4.1
Emerging Market and Developing Economies	3.7	0.5	3.0	3.7
Exports				
Advanced Economies	3.3	3.4	2.5	3.5
Emerging Market and Developing Economies	3.4	1.7	3.8	3.9
Commodity prices (US Dollars)				
Oil	-7.5	-47.2	-31.6	17.9
Non-Fuel	-4.0	-17.5	-9.4	-0.7
Consumer Prices				
Advanced Economies	1.4	0.3	0.7	1.5
Emerging Market and Developing Economies	5.1	4.7	4.5	4.2
London Interbank Offered Rate (%)				
On US Dollar Deposits (Six Month)	0.3	0.5	0.9	1.5
On Euro Deposits (Six Month)	0.2	0.0	-0.3	-0.4
On Japanese Yen Deposits (Six Month)	0.2	0.1	-0.1	-0.3

Source: World Economic Outlook, April 2016 (IMF).

namely Chile, Colombia, Venezuela, Ecuador, etc. 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 further to a dismal -3.8 per cent in 2015. The slowdown in economic activity and the policy paralysis largely on account of the fallout from the Petrobras investigation, had its adverse repercussions on employment and income generations.

Russia, whose economy contracted by 3.7 per cent in 2015, has been affected largely by the economic implications of lower oil price shock. The activities in the other Commonwealth of Independent States (CIS) countries have also been highly subdued resulting from spill-over effects of Russia and fall in export revenues mostly on account of lower oil shock (Source: *World Economic Outlook, IMF, April 2016*). The economic activity in Sub-Saharan Africa has remained steady at 5.0 per cent in 2014. However, as a result of the lower oil and other commodity prices, and geopolitical and internal conflict in some countries, growth in the region declined to 3.4 per cent in 2015 and is projected to fall more (to 3.0 per cent) in 2016 (Table 1).

Despite a less than expected economic recovery in the United States and the ongoing economic slowdown in China, both these countries claimed the top two positions respectively in the A.T. Kearney Foreign Direct Investment (FDI) Confidence Index 2016 for the fourth year in a row (Table 2). The fact that the global business executives have continued to invest in USA and China, despite adverse macroeconomic situation in these countries, persistent decline in oil and commodity prices and a sharp appreciation in US dollar, validates continued attractiveness of the world's largest two economies. Despite an unprecedented refugee crisis, recent terror attacks in Paris and Brussels and continued geopolitical instability in Ukraine, Europe with 13 of the 25 countries included in the 2016 FDI Confidence Index, re-established its credential as a major investment destination (in spite of a marginal drop from a record high of 15 in the previous year). Although a weaker Euro makes investments in Europe attractive for foreign investors, the looming uncertainty over Brexit

is expected to result in less foreign investment inflows in Europe in general and United Kingdom in particular.

Another salient feature of the 2016 FDI Confidence Index is that the developed countries comprise the eight of the top ten positions and account for 80 per cent of all the countries included. This is in sharp contrast to previous periods when emerging economies comprised more than 50 per cent on the FDI Confidence Index as recently as 2013 (Source: *The 2016 A.T. Kearney Foreign Direct Investment Confidence Index*). A flight to perceived safety to more familiar developed economies may be explained by slowdown in China and other emerging economies¹. Yet, five Asian countries - China, Japan, Australia, India and Singapore - feature in the top-ten ranking in the 2016 review, up from only three economies - China, Japan and Australia - in the 2015 survey. The optimism of global business leaders in the economic outlook of Asia is reflected in larger number of Asian economies in the top ten positions.

(Source: <http://www.austrade.gov.au/news/economic-analysis/the-2016-foreign-direct-investment-fdi-confidence-index>).

Growth in merchandise trade remained subdued varying between 2 and 2.6 per cent between 2012 and 2014. This is significantly lower than the average annual rate of 7.2 per cent recorded during the 2003-2007 pre-crisis period (Source: *Trade and Development Report 2015, UNCTAD*). According to the latest press release by WTO Geneva, with recovery in global demand continuing to remain uncertain, sluggish trade growth volume is expected to persist in 2016 at 2.8 per cent, unchanged from the previous year. Thus the growth in world trade is expected to remain below 3 per cent for the fifth consecutive year. Along with subdued growth in volume of world trade, decline in commodity prices and shifting exchange rate regimes have resulted in global trade to fall in value terms. This could weaken economic growth further in already exposed emerging economies. Trade may be used as an engine to turn around the downward trend in economic growth through two

¹Only three of the BRICS countries appear on the index: China, India and Brazil. Russia last appeared on the index in 2013 and South Africa in 2014 (Source: *The 2016 A.T. Kearney Foreign Direct Investment Confidence Index*).

channels - implementing the WTO Trade Facilitation Agreement and through gradual withdrawal of trade restrictive measures, particularly on agricultural and manufactured goods exports. The same press release observes that agreement on trade facilitation can significantly reduce global trade costs and, therefore, can potentially boost annual trade by upto \$1 trillion.

(Source: https://www.wto.org/english/news_e/pres16_e/pr768_e.htm).

Global financial stability has also become riskier during 2015-16. According to the April 2016 *Global Financial Stability Report*, the risk outlook in developed economies has worsened because of increased pessimism that has hampered consumer and investment confidence. To add to the woes are disruptions to global asset markets. In emerging market economies, bigger uncertainty originating from possible spillover effects of shift in China's growth story to global markets, coupled with lower oil and commodity prices have resulted in higher risk outlook, undermining financial stability.

TABLE 2

A.T. Kearney Foreign Direct Investment (FDI) Confidence Index

	2010	2012	2013	2014	2015	2016
USA	2	4	1	1	1	1
China	1	1	2	2	2	2
Canada	9	20	4	3	4	3
Germany	5	5	7	6	5	4
UK	10	8	8	4	3	5
Japan	-	21	13	19	7	6
Australia	7	6	6	8	10	7
France	13	17	12	10	8	8
India	3	2	5	7	11	9
Singapore	-	7	10	9	15	10
Switzerland	-	22	18	14	14	11
Brazil	4	3	3	5	6	12
Spain	-	24	16	18	17	13
Netherlands	-	-	-	22	13	14
Taiwan	-	18	20	-	-	15
Italy	-	-	-	20	12	16
South Korea	-	19	21	-	16	17
Mexico	8	-	9	12	9	18
Belgium	-	-	-	21	19	19
Denmark	-	-	-	23	20	20
Thailand	-	16	17	-	-	21
Sweden	-	-	-	16	18	22
Ireland	-	-	-	-	-	23
Austria	-	-	-	-	21	24
Norway	-	-	-	-	24	25

Source: A.T. Kearney Foreign Direct Investment Confidence Index, ranking data from Reports of 2013 to 2016 and reproduced from <http://www.austrade.gov.au/news/economic-analysis/the-2016-foreign-direct-investment-fdi-confidence-index>

INDIAN ECONOMY IN 2015-16

A number of events with long-term trade and investment implications for India occurred during 2015-16. For instance, on the internal front the Micro Units Development and Refinance Agency (MUDRA) Bank has been launched to facilitate access to finance for small entrepreneurs. The Digital India programme has also been launched to ensure universal electronic access to all government services to citizens to ensure e-governance. On external front, India joined the Asian Infrastructure Investment Bank framework as a founding member. Moreover, the sharp decline in international crude oil market played a key role influencing fiscal deficit and business operations. The average monthly OPEC basket crude oil price gradually declined from US\$62.16 per barrel in May 2015 to US\$26.5 per barrel in December 2015, but recovered to US\$34.65 per barrel in March 2016. (<http://www.statista.com/statistics/resources>).

In the past, growth potential of India has been constrained by fiscal overshooting, poor backward and forward linkage effects in industrial sector, low agricultural productivity, narrow tax base, presence of a large informal sector, etc. which dampened consumption expenditure. Fueling the low level of consumption expenditure, to create a demand-push growth, therefore remains a major challenge. During 2015-16, final consumption expenditure as ratio of GDP increased to 70.5 per cent, from the corresponding figure of 67.3 per cent in 2011-12. The private final consumption expenditure has increased by 7.6 per cent during 2015-16, from the corresponding figure of 6.2 per cent in 2014-15. The government final consumption expenditure on the other hand has increased by 3.3 per cent during 2015-16, at a much lower level from the corresponding figure of 12.8 per cent in 2014-15 (*Economic Survey 2015-16, Government of India*). In other words, while the private sector contributed sharply in enhancing the domestic consumption, the decline in government consumption lowered the overall demand push.

In line with the past trends, the service sector remained the major contributor to the growth engine,

though the momentum was lower. The overall GDP growth rate at the gross value added in 2011-12 base (constant price) has been 6.3, 7.1 and 7.3 per cent during 2013-14, 2014-15 and 2015-16 respectively, while at the constant market prices the corresponding growth rates remain at 6.6 per cent, 7.2 per cent and 7.6 per cent in that order. During 2015-16, the service sector grew at a rate of 9.2 per cent, *vis-à-vis* the corresponding figure of 10.3 per cent during 2014-15. The industry sector on the contrary experienced a higher growth rate of 7.3 per cent in 2015-16 as compared to the 5.9 per cent growth rate during 2014-15. The growth rate in primary sector remained moderate with the figures of 1.1 and -0.2 per cent during 2015-16 and 2014-15, respectively.

(*Economic Survey 2015-16, Government of India*).

The growth potential is also significantly influenced by gross fixed capital formation, i.e., investment, dynamics. The average investment to GDP ratio is declining since 2011-12, which is an alarming trend. In 2014-15, the ratio declined to 29.4 per cent from 30.8 per cent and 31.6 per cent in 2013-14 and 2014-15 respectively. While the updated composition of public and private sector investment in 2015-16 is not available, past trends reveal the urgent need to augment investment on both fronts. It is often argued that the lower investment propensity may be explained by both supply-side (e.g., stalemate in land acquisition bill, slow environmental clearance process, infrastructural constraints, moderate doing business climate) as well as demand-side (e.g., poorer growth prospects, interest rate structure) factors. Taking note of the scenario, the government has attempted revival of the industrial sector through a series of policies like 'Make in India', 'Start Up India', 'Digital India', 'Industrial Corridors' and 'Smart Cities'. In addition to up-scaling of existing players, the crucial role of start-ups in revitalizing the industry and job creation has been duly recognized. Focused initiatives like relaxed public procurement norms, accelerating patent examination at reduced costs to facilitate higher R&D, faster exit norms, credit

guarantee and tax exemption norms etc. for the start-ups are expected to attract productive investment inflows. Moreover, the 'Bharatmala' scheme for improving connectivity with both major and non-major ports through development of state roads along coastal areas are also crucial for facilitating industrial and trade activities.

(Economic Survey 2015-16, Government of India).

While inflation was a major challenge over 2010-11 to 2013-14, the scenario remained under control during 2015-16. The average WPI inflation declined from 6.0 per cent during 2013-14 to 2.0 per cent during 2014-15 and further to -3.0 per cent upto 2015-16 Q3 (April-December 2015). The CPI (combined) inflation has declined from 9.5 per cent to 5.9 and 4.8 per cent during 2014-15 and 2015-16 Q3 respectively. The downward trend has been broad-based and cutting across product categories. Upto 2015-16 Q3, WPI inflation in primary articles, fuel and power, manufacturing products and non-food manufacturing products stood at -0.5, -12.6, -1.3 and -1.5 per cent respectively. The dynamics in fuel inflation is particularly noteworthy, which declined from 10.2 per cent during 2013-14 to -0.9 per cent during 2014-15 and finally to -12.6 upto the 2015-16 Q3 period. Consistently high level of production by the OPEC countries resulted the fall in crude prices. In the global canvas upto 2015-16 Q3, while the base metal prices declined by 20 per cent, declines in prices of steel, iron ore and coal has also been significant. Partly due to the lower energy price, fiscal deficit as per cent of GDP declined from 4.0 per cent during 2014-15 to 3.9 per cent during 2015-16.

(Economic Survey 2015-16, Government of India).

In 2014-15, a series of FDI policy reforms, including allowing FDI up to 49 per cent in the defence industry through government route, FDI up to 100 per cent through automatic route in construction, operation, and maintenance of identified railway transport infrastructure, etc. were introduced. As a result of overall policy reforms, India's rank in World Bank's 'Ease of Doing Business' report increased to 130 in 2016 from 142 in 2015. In 2015-16, India continued on a similar reform path, and the net FDI flows to India reached US\$31.89 billion (Calculated from *RBI Handbook of Statistics* data).

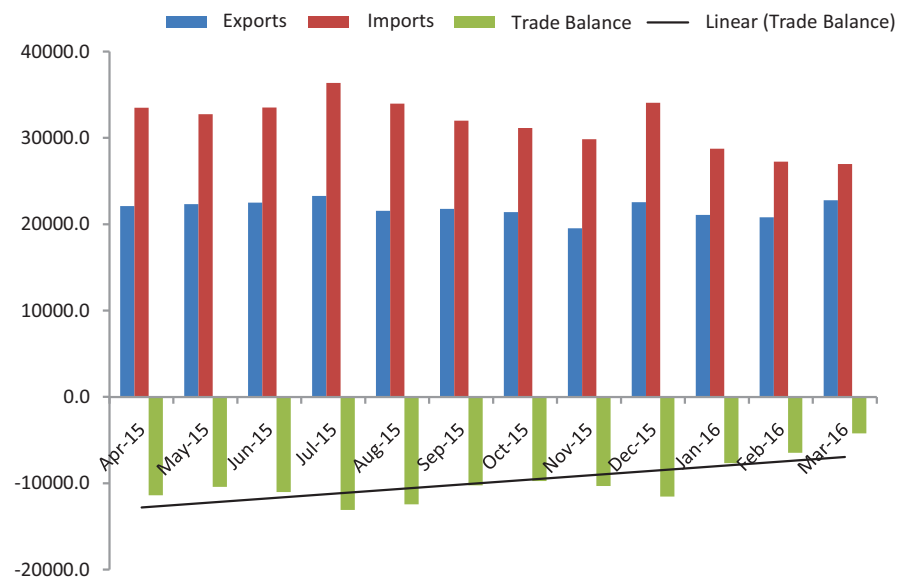
However, net portfolio investment registered an outflow of US\$8.7 billion during first two quarters of 2015-16, *vis-à-vis* a net inflow of US\$22.2 billion during the corresponding period in 2014-15. To control inflation and boosting business, the RBI intervened through several monetary policy instruments. *First*, the bank rate was revised from 8.25 to 7.75 per cent. *Second*, the repo rate was revised from 7.25 to 6.75 per cent. *Third*, the reverse repo rate was revised from 6.25 to 5.75 per cent. The cash reserve ratio was however left unchanged at 4 per cent. As a result, 'the scheduled commercial banks (SCB) reduced their median-term deposit rate by 72 bps and median base rate by 60 bps' in 2015 (*Economic Survey 2015-16, Government of India*). While the lower lending rate is considered crucial for revitalizing business and recovery of economy, the possible inflation consequences and implications for foreign institutional investments formed a major policy debate. *Finally*, three schemes, namely, Pradhan Mantri Suraksha Bima Yojana, Pradhan Mantri Jeevan Jyoti Bima Yojana and the Atal Pension Yojana, were introduced to create a universal social security framework for all Indians, especially the poorer households.

(Macro-Economic Framework Statement, Budget 2016, Government of India).

With world economy not yet fully back on recovery path, both merchandise and service sector exports from India suffered in 2015-16, in line with earlier trends. In 2015-16, India's merchandise exports declined by -15.57 per cent in comparison to the growth rate of import -15.04 per cent (in US\$ million). The corresponding figures during 2014-15 stood at -1.29 and -0.48 per cent, respectively. According to the figures obtained from *Export Import Data Bank version 7.1 (Department of Commerce)*, India's trade deficit during 2015-16 has come down to US\$(-)118.63 billion, as compared to the corresponding figures of US\$(-)137.69 billion and US\$(-)135.79 billion during 2014-15 and 2013-14, respectively. The balance in service exports has been US\$52.93 billion during July-March 2015-16. While merchandise export growth increased over April-July 2015, the same then declined upto November 2015.

Figure 1

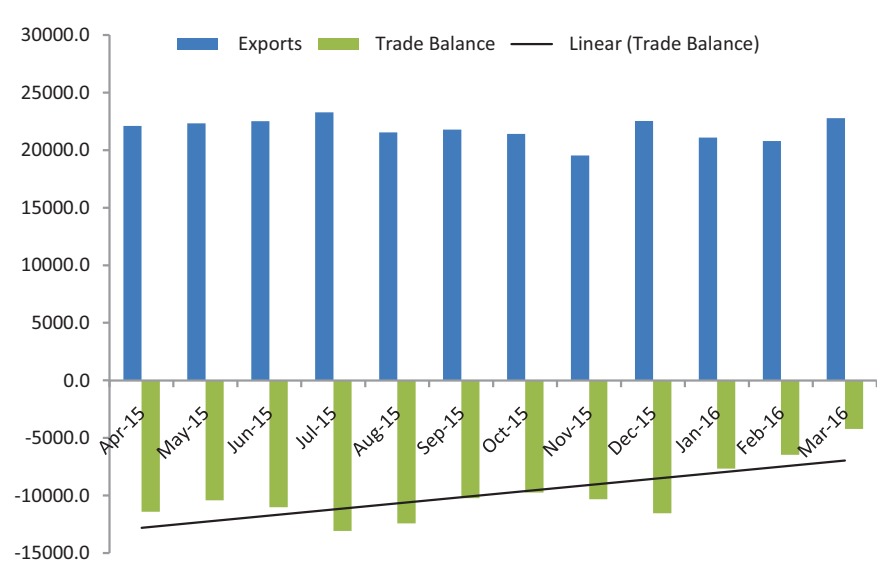
Month-wise Export and Import in 2015-16 (US\$ Million)



Source: RBI Handbook of Statistics on Indian Economy.

Figure 2

India's Foreign Exchange Reserve in 2015-16 (US\$ Million)



Source: RBI Handbook of Statistics on Indian Economy.

Although the decline in export growth was arrested in December 2015, it declined once again from January 2016 onwards. Imports on the other hand oscillated throughout the year (Figure 1). Exports of gems and jewellery products, processed petroleum products, automobile products, machinery and equipment, pharmaceutical and chemical products, garments, etc. contributed significantly in the export basket. On import front, mineral fuels, gems and jewellery products and machinery products were among the major components. Given the continuing decline in the oil prices, the share of 'Petroleum-Oil-Lubricant' (POL) imports by India in value terms declined to 25.39 per cent during 2015-16, as compared to 34.90 per cent and 40.28 per cent during 2014-15 and 2013-14 respectively.

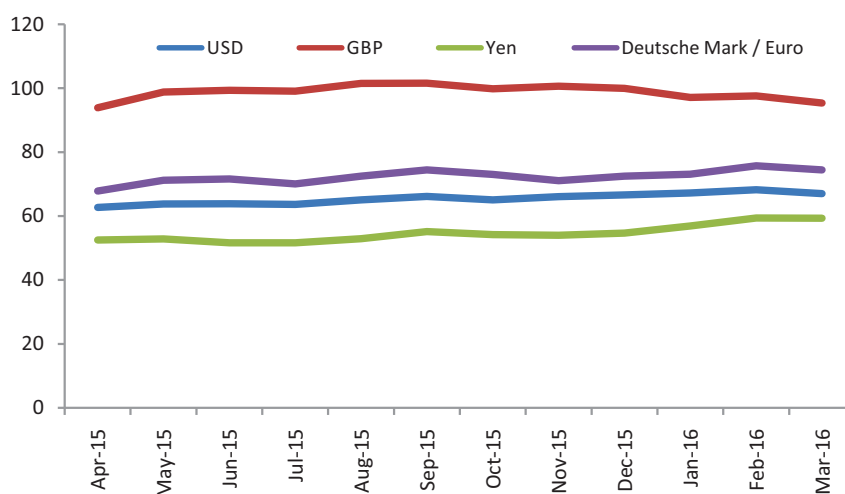
On the whole, the export and import dynamics has lowered the current account deficit. With implementation of several steps on Trade Facilitation, namely, reduction in the number of mandatory documents essential for exports and imports, launch of Customs single window initiative, introduction of 24x7 customs clearance, simplification of various

'aayat niryat' forms, the export sector has been provided the necessary boost. However, owing to the poor recovery and the consequent import propensity in both the developed and developing country markets, the positive effects of these policies have been partially nullified.

The foreign exchange reserves in India increased from US\$304.22 billion during March 2014 to US\$341.63 billion in March 2015. With the favourable domestic macroeconomic scenario and the resulting capital flows, the foreign exchange reserves during March 2016 gradually improved to US\$360.17 billion (*Handbook of Statistics on Indian Economy, Reserve Bank of India*). The month-wise movements in various components of the foreign exchange reserves are shown with the help of Figure 2. With the rise in reserve, the short-term external debt to reserve ratio has fallen from 25.0 per cent in 2014-15 to 24.6 per cent during April-September 2015. The decline in the ratio indicates that the external vulnerability of the economy is improving, underlining the inherent strength.

(*Economic Survey 2015-16, Government of India*).

Figure 3
Performance of Indian Currency vis-à-vis Other Currencies (2015-16)



Source: RBI Handbook of Statistics on Indian Economy.

During 2014-15 domestic and global macroeconomic factors resulted in a substantial volatility in Indian Rupee exchange rate with respect to the major currencies of the world, with a gradual depreciation of the currency. The downslide of Indian Rupee continued over 2015-16 as well, but in March 2016 a recovery was noticed. As per RBI information, the average monthly Rupee-\$ exchange rate, which stood at ₹62.44 per US\$ in March 2015, depreciated to ₹63.86 per US\$ in June 2014, but recovered to US\$63.63 in July 2015. A general declining trend followed from then on and Indian Rupee gradually declined to ₹68.24 per US\$ in February 2016. In March 2016 however, the exchange rate recovered to ₹67.02 per US\$. On the whole, the exchange rate broadly remained stable vis-à-vis the previous year due to huge FDI inflows (*Economic Survey 2015-16, Government of India*). The rupee has also depreciated against the Deutsche Mark / Euro, and Japanese yen over 2015-16. However, against pound sterling Indian Rupee experienced an appreciating trend from November 2015 onwards (Figure 3). Due to the relative stability, frequent RBI interventions in foreign currency market during 2015-16 were not required. On the whole, despite the gradual depreciation of Rupee, India's external debt increased but remained within manageable limits.

To sum up, during 2015-16 India has performed admirably in terms of dealing the domestic macroeconomic stabilization, namely inflation and fiscal deficit, and been able to attract foreign investment in the country. Nevertheless, on external

front boosting merchandise export and foreign institutional investment remains a major challenge, due to the poor recovery rate across the globe. The concerns are also for service exports, as several developed countries are considering moving towards a stricter visa regime. The country has already started moving in the right direction by introducing the Foreign Trade Policy (2015-2020) through the likes of Merchandise Export from India Scheme (MEIS), Service Export from India Scheme (SEIS), Export Promotion Capital Goods (EPCG) Scheme, etc. On internal front, lowering the non-performing assets of the banking sector and revitalizing the industrial sector remain among the key concern areas. The policymakers may in coming months focus on securing higher FDI flows in the economy, so that with foreign technology transfer and access to better management practices, the 'Make in India' initiative takes off. The infrastructure augmentation initiatives as well as the steps to improve doing business indicator in the country has been taken with this objective. The other challenges for the country include management of the mounting external debt pressures, create both rural and urban employment, finding an acceptable solution to the land acquisition bill question, creating a unified agricultural market throughout the country, move towards an integrated water management system to tackle the droughts, implementing the GST, etc. Implementing these reforms on an urgent basis would strengthen the Indian economy further, and enable the country to play a more crucial role at the global setting.



IMPORTANT ACHIEVEMENTS OF IIFT IN 2015-16

A SNAPSHOT

(A) International Academic Collaborations

Currently, IIFT has academic collaborations with 26 Institutions/Universities across the globe. In order to further broaden the outreach of IIFT, an MoU was signed with the University of Bradford, UK in January 2016 for joint research, faculty and student exchange programmes. In order to establish a foot-hold in the Middle East, IIFT signed an MoU with the Skyline University College, UAE in March 2016 to start online courses.

(B) Placements

The main market reflector for any business school is its placement. IIFT achieved the best ever placement in its history in 2015-16. For its biggest ever batch of 254, IIFT completed 100% placement ahead of all premier B-Schools in the country. Four (4) students got salary more than a crore rupees per annum and 15 students got international assignments with highest salary around US\$150,000. Highest domestic salary was ₹29 lakh and the average domestic salary was ₹18.01 lakh which is 24 per cent higher than last year. Sixty-four (64) PPOs were offered which was 36 per cent higher than the last year. All major MNCs and large corporations visited the Campus. So far as summer internship is concerned, IIFT could successfully place all 262 students with highest domestic stipend at ₹4 lakh and the average stipend at ₹1.10 lakh. Nine (9) students got international internship.

(C) Student Achievements

In terms of Winning Awards, which is considered as a benchmark for comparative performance *vis-à-vis* other institutions, IIFT students bagged 38 national and international awards out of which 7 were national winners and 18 were national finalists. The crowning glory was “RBI Policy Challenge 2016” which was introduced by RBI for the first time to evaluate students regarding their knowledge and capability in financial/national policy-making. Nearly 250 premier B-Schools participated. IIFT was the national co-winner with IIM Raipur. The RBI Governor was himself the Head of the Jury in this competition. An IIFTian also bagged the prestigious Dewang Mehta Award for Best Student in Management.

They also won the Axis Moves Award for ₹10 lakh as seed money for entrepreneurial development.

(D) Golden Jubilee Convocation

The Golden Jubilee 50th Convocation was held at IIFT on 19th April 2016 with Hon’ble Minister of Commerce & Industry as the Chief Guest. Six hundreded seventy six students were awarded MBA Degrees, Diplomas and Certificates and Nine students were awarded Ph.D. Degrees. It is heartening to note that from launch of the Ph.D. programme in 2004 till 2015, IIFT had awarded 11 Ph.D. Degrees, whereas in 2015-16, in one single year, the Institute awarded 9 Ph.D. Degrees.

(E) Operationalization of Kolkata Campus

IIFT started its Kolkata Campus in 2006 in a rented accommodation. With the financial help from the Ministry of Commerce, Government of India, the new Campus has been built in Kolkata and the academic session 2015-16 commenced from the new campus. Apart from the MBA full-time and part-time programmes, Kolkata Campus offers various Executive programmes and undertakes research projects.

(F) Inauguration of Regional MSME Centre, Shimla

In order to boost exports by the SME sector in the Himalayan Region, with the help of Ministry of Commerce, Government of India and the State Government of Himachal Pradesh, IIFT has established a Regional MSME Centre at Shimla. The Centre was inaugurated by Shri Virbhadr Singh, Hon’ble Chief Minister of Himachal Pradesh on 3rd August 2015. Dr. Surajit Mitra, Director, IIFT also addressed at the inaugural ceremony of Regional MSME Centre at HIPA Campus, Shimla. The Centre will help promote exports from MSME units by providing Capacity Development Programmes, Export Advisory Programme, upgradation of trade support services, introduction of “Benefits of Exporting” campaign targeting potential exporters and by providing Market Information services.

(G) Inauguration of Incubation Cell at IIFT

Appreciating the need for focused interventions for Start-ups to attain better export competitiveness, an MOU was signed on 17 December 2015 for setting up an incubation cell at IIFT with the support from Mitsubishi Corporation India Pvt. Ltd. (MCI) and Metal One Corporation India Pvt. Ltd. (MOI). Dr. Surajit Mitra, Director, IIFT delivered the keynote

address on the occasion. The event was graced by Mr. Sakakida, Chairperson and Managing Director, Mitsubishi Corporation India (MCI) and Mr. Fujiwara, Chairperson and Managing Director, Metal One Corporation India (MOI). The incubation cell will nurture the spirit of entrepreneurship among MSMEs by extending hand-holding support to new start-ups for their business development targeting foreign markets. The cell would provide basic services such as start-up consultancy, business planning and consultancy in business development. The incubation cell at IIFT would provide MSMEs with necessary hand holding support towards expanding their existing domestic businesses to foreign markets. This Incubation Centre is called KITTES (Knowledge for Innovation in Trade & Technology for Entrepreneurial Startups).

(H) Acquisition of Land at Delhi

One of the main constraints of expanding the academic activities of the Institute, particularly, the executive education and training programmes, is the limited space available in the current premises. During the academic year 2015-16, IIFT has purchased from DDA 5.6 acres of land at Maidan Garhi, Delhi for expansion.

(I) Financial Achievements

Financially it has been very rewarding for the Institute with the revenue doubling from ₹40.65 crore to ₹83.6 crore in four years and the Institute corpus crossing ₹150 crore mark from ₹50 crore during the same period. In terms of financial stability, it is heartening to note that dependence on revenue from student fees has come down from 74 to 63 per cent, which shows that academic pursuit in other domains like MDP, Research and International Programmes have substantially increased during 2015-16.



Smt Nirmala Sitharaman, Minister for Commerce & Industry, addressing at the 50th Convocation of IIFT



IIFT students receiving RBI Policy Challenge 2016 trophy from Dr Raghuram Rajan, former RBI Governor



Inauguration of IIFT's Regional MSME Centre at Shimla (Himachal Pradesh)



A view of newly built IIFT-Kolkata campus

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 54th 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 dynamics 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 programmes. During the financial year 2015-16, the Institute organized programmes in three African countries, i.e. South Africa, Kenya and Morocco raising the total number of programmes conducted since 2008 to 36. IIFT also received the sanction of ₹20 crore from Department of Commerce, Govt. of India for organizing 40 Capacity Building Programmes in the next five years.

During the year, Convocation of MBA (IB) 2013-15 Batch was held on 4 December 2015 at IFM, Tanzania. Twenty four (24) students were awarded MBA (IB) degree.

Besides, IPD organized an International Conference on "India-Africa Trade and Investment Contours" on 15 July 2015 at the Institute in the Delhi campus which was attended by the dignitaries of several African countries, corporate leaders who had business interests in Africa and leading academicians with a strong knowledge of India-Africa trade relations.

The division also signed two MoUs with the Institut Africain Des Politiques Commerciales (IAPC), Senegal and Skyline University, Dubai respectively for conducting four months Online Certificate Programme on "Global Trade Logistics and Operations".

The *Management Development Programmes (MDP) Division* of the Institute offers regular training programmes to the Officers/Executives of Govt./PSUs, Corporate and Private Sector in the area of International Trade, International Marketing, Finance, Export Import Management, Strategic Management, Human Resource, IT, Corporate Social Responsibility (CSR), E-governance, Special Economic Zones (SEZs), Dollar-Rupee Valuation, etc. The division conducts various in-service training programmes for Indian Administrative Service 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 & Institutional Building and soft skills have been conducted for ITI Principals and Employment Exchange officers spread across the country. The Institute is also conducting a series of online certificate programmes on “Export Import Business” for exporters and entrepreneurs spread across the country under the Niryat Bandhu Scheme of Govt. of India.

The division also conducts the following diploma and certificate programmes through hybrid mode for working executives:

1. Executive Post Graduate Diploma in International Business (VSAT)
2. Executive Post Graduate Diploma in International Business Strategy
3. Post Graduate Certificate Programme in Business Management
4. Certificate Programme in Export and Import Management

The *International Collaborations & Capacity Development (ICCD) Division* of IIFT plays an important role in the Institute through 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 continued 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 division also facilitates participation of faculty in National and International training programmes and conferences.

The Graduate Studies Division (GSD) of the Institute is entrusted for conducting the admission procedures for the various programmes being offered through IIFT, namely two-year MBA (International Business) Degree Programme, two years & six months 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 around 43,000 applicants applying for 350 seats. The other programmes have been equally well received both in the corporate and the government sector.

The year 2015 was eventful for Kolkata wherein the first quarter was spent on preparing the physical infrastructure for shifting and winding up of operation from the rented premises without disturbing the academic schedule. The 2013-15 batch has passed out from the old campus with successful placement and new academic session commenced as per IIFT calendar in the new campus from 19 June 2015 onwards. The new campus with all “State of the Art” facilities is on the verge of completion and the first Swachh Bharat Abhiyan has also been carried out in the new campus with awareness campaign and road shows conducted by the students.

Mr. Basudev Banerjee, Additional Chief Secretary, Govt. of West Bengal (currently Chief Secretary, West Bengal) visited the campus and addressed the students during the campus day on 11 July 2015. The campus hosted a three-day business festival – Vivaan which was visited by Mr. Sanjeev Nandwani, Development Commissioner, SEZs at Ministry of Commerce and Industry; Mr. Nikharv Shah, Head of Marketing, Cockett Marine Oil; Ms. Amita Khurana, Head-Exports at Tata Steel; Mr. Jonathan T. Ward, Principal Commercial Officer, US Consulate General, Kolkata; Mr. Shoummo K. Acharya, MD CEO, eTrans Solutions; Mr. Vikas Sarangdhar, Partner at Target Consulting LLP; Mr. Siddhartha Roy, Head of Operations and Supply Chain, Oxford University Press; and Mr. Pramod Kumar Srivastava, CEO, Allied ICD Services Limited, etc.

The first regional chapter alumni meet has also been conducted in the new campus itself which was graced by Mr. Surajit Kar Purkayastha, Commissioner of Police, Kolkata.

A stakeholder consultative meeting for IPR issues for the products of interest to the region was conducted in August 2015 at Kolkata. This was followed by a Focus Group Discussion for the shipping fraternity on transparency in the cost of logistics chain was held in October 2015. Currently, the campus is handling increased strength of full-time students and capable of handling around 120 students in each batch. Apart from research and MDP activities discharged by faculty as team members, faculty are involved in the following five research projects:

1. Transactional advisory services for ERP in Chennai Port Trust.
2. Management Accounting System for Decision-making in Chennai Port Trust.
3. BPR and DSS work for Kamarajar Port Ltd.
4. Preparation of Export Strategy Document for West Bengal Government.
5. Preparation of Export Strategy Document for the Government of MP.

Two modules of training for ITS officials in the 2015 batch were also carried out in Kolkata. The executive block and the faculty residential block are expected to be completed by middle of 2016 and be ready for operations.

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 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 2015-16:

The Centre undertook detailed research on issues relevant for agriculture negotiations for the Nairobi Ministerial Conference of the WTO. As a part of engaging with trade diplomats in Geneva, the Centre organized three meetings in Geneva in partnership with the South Centre. These meetings provided a platform for Geneva-based trade negotiators for detailed technical discussions on issues related to the Doha Round of trade negotiations.

Under the Indian Technical and Economic Cooperation programme of the Ministry of External Affairs, the Centre organized three international training programmes on different aspects of WTO Agreements. In addition, the Centre organized an

international training programme for Afghanistan's accession to the WTO. Ninety-four (94) officials from developing countries were trained in these four international training programmes. At the request of the Myanmar government, the Centre organized two training programmes in Myanmar. Issues related to intellectual property rights, trade remedies and empirical issues were covered in these training programmes.

The Centre organized two important international conferences with participation from leading international experts. First, the Centre organized an International Conference on Trade Remedies. Heads and other officials from Anti-Dumping investigating authorities from Australia, Brazil, Canada, EU, India, Japan, Korea and the USA discussed current practices and emerging issues in the area of trade remedies. Second, the Centre organized an international conference on 20 years of the TRIPS Agreement. Leading authorities on IPR issues from India, Australia, Argentina and USA, representatives of international civil society organizations and other experts deliberated upon the experience of the TRIPS Agreement and the way forward from the perspective of developing countries.

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 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 WTO negotiations and the implications of mega FTAs, including the Trans-Pacific Partnership Agreement.

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

Given the crucial influence that mega FTAs like the Trans-Pacific Partnership Agreement (TPP) would have on the global trade architecture, the Centre undertook a comprehensive analysis of the TPP and its likely implications for India.

IIFT's *Centre for Micro, Small and Medium 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. Two major achievements of the Centre have been a successful launch of dedicated MSME Centre at Shimla, Himachal Pradesh and establishment of an 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 20 August 2015, 23 September 2015 and 5 February 2016; two meetings of the Finance Committee on 21 July 2015 and 14 September 2015; and one meeting of Academic Council on 22 January 2016, were held.

Education and Training

FOUNDATIONAL PROGRAMMES

The Institute organized the following Graduate Studies Programmes during the year 2015-16.

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

The two-year full-time MBA (International Business) 2015-17 (30th batch) commenced on 1 July 2015. One hundred and sixty-one students were admitted at Delhi Campus and one hundred and four students were admitted at Kolkata Campus on the basis of an All-India selection comprising written test, group discussions, essay writing and interviews.

2. Two years & Six months Weekend MBA (International Business)

The 16th batch of two years & six months weekend MBA (International Business) 2015-18 at Delhi Campus for working executives started on 11 July 2015. Forty 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 (2015-17) commenced on 14 September 2015 with ninety participants drawn from corporate sector, export promotion & service institutions/ organizations and government departments.

4. Executive Post Graduate Diploma in International Marketing/Capital & Financial Markets (EPGDIM/CFM)

The sixth batch of Executive Post Graduate Diploma in International Marketing/Capital & Financial Markets (2015-17) started on 14 September 2015 with thirty-seven participants drawn from corporate sector predominantly companies in the B2B segment of the industry, financial institutions/organizations and government departments.



Dr Surajit Mitra, Director—IIFT addressing at the 50th Convocation of IIFT

5. Certificate Programme in Export Management (CPEM) (May-Sept. 2015)

Certificate Programme in Export Management (May-Sept. 2015) commenced on 16 May 2015. Twenty-one students joined the Programme.

6. Certificate Programme in Export Management (CPEM) (Dec. 2015-March 2016)

Certificate Programme in Export Management (December 2015-March 2016) commenced on 19 December 2015. Twenty-nine students joined the Programme.

7. 50th CONVOCATION

50th Convocation of the Institute was held on 19 April 2016. Smt. Nirmala Sitharaman, Minister of Commerce and Industry delivered Convocation Address and awarded medals/prizes and certificates to the meritorious students securing First, Second and Third positions in different Programmes conducted by the Institute during the last one year.

Ms. Rita Teatota, Chairman, IIFT and Dr. Surajit Mitra, Director, IIFT awarded degrees, diplomas and certificates to 676 students as per the following details:

Programmes	No. of Students
Ph.D. Programme	9
Two year MBA(IB) 2014-16 Delhi	164
Two year MBA(IB) 2014-16 Kolkata	91
Weekend MBA(IB) 2013-16 Delhi	37
Weekend MBA(IB) 2013-16 Delhi (2nd batch)	24
DITB for ITS officers	12
EPGDIB (2014-16) Delhi	86
EPGDIB (2013-15) Kolkata	19
EPGDIM (2014-16) Delhi	33
EPGDICFM (2014-16) Delhi	16
EPGDIBS (2014-15) Delhi	49
PGCPBM (2014-15) Delhi	17
CPEM (December 2014-March 2015)	54
CPEM (May 2015-August 2015)	17
Online CPEIM (February 2015-June 2015)	21
Online CPEIM (October 2015-January 2016)	24

Programmes Conducted by Graduate Studies Division (GSD) During 2015-16

S.No.	Programme	Venue	Dates/Duration	No. of Participants
1.	MBA (International Business)	IIFT Delhi	2014-16	164
		IIFT Kolkata	2015-17	161
		IIFT Kolkata	2014-16	91
		IIFT Kolkata	2015-17	104
2.	MBA (International Business) Weekend	IIFT Delhi	2013-16	37
		IIFT Delhi	2013-16 (second batch)	24
		IIFT Delhi	2014-17	37
		IIFT Delhi	2015-18	40
		IIFT Kolkata	2015-18	17
3.	Executive Post Graduate Diploma in International Business (On Campus)	IIFT Delhi	Sept. 2014-Feb. 2016	86
		IIFT Delhi	Sept. 2015-Feb. 2017	90
4.	Executive Post Graduate Diploma in International Marketing	IIFT Delhi	Sept. 2014-Feb. 2016	33
		IIFT Delhi	Sept. 2015-Feb. 2017	28
5.	Executive Post Graduate Diploma in Capital and Financial Markets	IIFT Delhi	Sept. 2014-Feb. 2016	16
		IIFT Delhi	Sept. 2015-Feb. 2017	09
6.	Certificate Programme in Export Management	IIFT Delhi	May-Sept. 2015	21
		IIFT Delhi	Dec. 2015-March 2016	29

Management Development Programmes

During the year 2015-16, MDP Division has conducted 41 programmes for Managers and Executives of various levels. Out of these, 6 programmes were open for all sectors, and 23 sponsored programmes for Government Officers including in-Service training for IAS and other all India Services Officers, IFS, IRS, ITS and Executives of PSUs/private sector. Besides, 5 long duration courses delivered via hybrid mode and 7 online MDPs were conducted. A total of 1,452 participants benefited from these programmes.

Category-wise Programme details:

Sr. No.	Programmes	No. of programmes	No. of participants
I.	Open Programmes	6	114
II.	Sponsored Programmes	23	795
III.	Hybrid Programmes (long duration)	5	187
IV.	Online MDPs	7	356
	Total	41	1452

I. OPEN PROGRAMMES

1. Valuation of Foreign Currencies & Currency Risk Management Strategies - Indian Corporates

A one-day MDP on "Valuation of Foreign Currencies & Currency Risk Management Strategies - Indian Corporate" was held at Institute's premises on 20 July 2015.

Programme Contents: Understanding basis of change in external value of major foreign currencies against Rupee; Understanding quotation of merchant exchange rates for exporters/importers; Functions and participants of major forex markets; Understanding and application of forex derivatives - forward contracts, exchange traded futures, options and swaps; Exchange rate fluctuation and its implication on profitability, costs and competitiveness of Indian companies; Understanding transactions, translation and economic exposures; Developing appropriate currency risk hedging strategies; Benefits of developing derivative portfolio; Developing hedging strategies for long-term foreign currency loans; Learning from experiences of the Indian companies in the area of forex derivatives and hedging strategies – Case Study.

Sixteen participants attended the programme.

2. Export Import Procedure & Documentation

A five-day MDP on "Export-Import Procedure and Documentation" was held during 10-14 August 2015.

Programme Contents: Getting Started in International Trade - Formalities and Procedure; Understanding Export Import Documents; Export Promotion Measures Under FTP 2015-2020; Managing Pre-Shipment and Post-Shipment Finance; Methods of Realizing Export Payments and Ensuring Guaranteed Export Payments; Credit Risk Management & Role of ECGC; UCP 600 & Letter of Credit; Currency Risk Management in International Trade; International Commercial Practices and INCOTERMS 2010; Central Excise Clearance Formalities for Exports; Customs Regulations and Clearance formalities for Exports & Imports; Issues related to Neutralizations to VAT/CST; Duty Drawback—Claims Procedure. *Twenty-eight participants attended the programme.*

3. Logistics Management for International Business Development

A three-day MDP on "Logistics Management for International Business Development" was held during 2-4 December 2015.

Programme Contents: Logistics management for international trade; Transportation logistics; Structure of shipping services; Liner shipping-freighting practices; Tramp shipping-chartering practices; Containerization and multimodal transport; International commercial practices and INCOTERMS; Transit risk management; Documentation & trade logistics; India's logistics vision.

Fourteen participants attended the programme.

4. Business Analytics in A Big Data World

A three-day MDP on "Business Analytics in Big Data World" was held during 10-12 December 2015.

Programme Contents: Descriptive analytics, Big data analytics and descriptive statistics; Churn analysis; RFM analysis; Market basket analysis; Market segmentation using cluster analysis; Predictive Analytics; Predictive analytics in a big data world; Inferential statistics with applications; Regression model building and deployment; Forecasting techniques; Analytics for product development and pricing strategy; Product positioning; Nonlinear innovation diffusion models.

Thirteen participants attended the programme.

5. Analytics for Starters

A two-day MDP on "Analytics for Starters" was held during 18-19 February 2016.

Programme Contents: Basic statistical concepts; Decision making and problem solving framework; Business analytics; Database concepts; Data preparation; Decision modelling methods; Exploration; Stochastic modelling & simulation; Variable association, Classification & regression; Visualization; Content analysis; Network concepts and network data analysis.

Seventeen participants attended the programme.

6. Sale on High Sea: Transaction, Policy & Procedure

A one-day MDP on "Sale on High Sea: Transaction, Policy & Procedure" was held on 19 February 2016.

Programme Contents: Understanding key motivations for sale on high seas; Drafting sale on high sea contract; Understanding key clauses of an HSS agreement; Customs clearance formalities for HSS transaction; Leveraging commercial terms in HSS agreement.

Twenty-six participants attended the programme.

II. SPONSORED PROGRAMMES

A. Training Programmes for Government Officers

1. 9 Months Training Programme on "International Trade & Business" for the ITS Probationers

The comprehensive training of nine months to 13 Probationers during 16 December 2014 to 11 September 2015 at IIFT Delhi campus was divided into three terms, which provided the officers in-depth knowledge of Business economics, Indian economy & trade policy, IT applications in business, Human resource management, Business communication & ethics, Global economic environment & policy, and International marketing, etc.

Under the programme, ITS probationers were also attached to various industries, Government Departments including Parliament and a special interaction with Hon'ble President of India at Rashtrapati Bhawan.



ITS Probationers attending Training Programme at IIFT are seen with Shri Pranab Mukherjee, Hon'ble President of India at Rashtrapati Bhavan

2. Training Programme on “International Economic & Business Management” for the officer trainees of Indian Foreign Service

A one-week training programme on “International Economic & Business Management” for the officer trainees of Indian Foreign Service (2014 batch) was conducted at IIFT Campus, New Delhi during 31 August to 4 September 2015.

Programme Contents: The main focus of the programme was to provide insights into the Global political economy and challenges of economic diplomacy; Defining and measuring of important macroeconomic indicators; Monetary and fiscal policy; Introduction to trade theory; Political economy of the balance of payments; Analysis of trade policy tools (tariffs); Analysis of trade policy tools (non-tariffs); Country and product-market selection; Marketing of Indian businesses in international markets; Building brands in international markets; Financial systems: An overview of financial markets and instruments; Foreign currency valuation and currency risk management; International perspectives on mergers and acquisitions; India’s development cooperation; Overview of international commodity markets; Issues and challenges in handling WTO/trade issues of India and other global economies by Indian missions abroad; NAMA in WTO framework; Nuances of service trade negotiations: Assessing opportunities and challenges; Negotiations at WTO: Strategy and challenges (panel discussion).

Thirty-two IFS officer trainees attended the programme.

3. Training Programme on “Trade Analytics” for the officers of Ministry of Commerce & Industry

A training programme on “Trade Analytics” (covered in 3 half days and 1 full day) for the officers of Ministry of Commerce & Industry was conducted at IIFT Campus, New Delhi during on 5, 12, 19 and 25 September 2015.

Programme Content: Using trade data from various sources: Relevant issues, Various trade databases and introduction to basic trade indicators, Trade flows and trade outcome

analysis, Quantifying trade policy and competitive diagnostics, Application of other important indices developed by multilateral agencies, Use of WITS-SMART for tariff simulation, etc.

Seventeen officers from Ministry of Commerce & Industry attended the programme.

4. Training Programmes on “International Trade Conventions” for the IRS (Customs & Central Excise) Probationers

Three in-house Training Programmes on “International Trade & Conventions” for the Indian Revenue Service probationary officer trainees were conducted by IIFT at NACEN, Faridabad.

	Dates/Duration	Participants
1.	23 March-1 April 2015	118
2.	26 Oct.-4 Nov. 2015	91
3.	7-18 March 2016	104

Programme Content: 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.

5. In-service Training Programmes for IAS and other All India Service Officers

At the behest of Department of Personnel & Training, Government of India, following two programmes for IAS and other All India Service officers were conducted at IIFT, New Delhi.

Dates/Duration	Participants
1. Intellectual Property Rights (11-15 Jan. 2016)	11
2. Financial Markets and Institutions in India (18-22 Jan. 2016)	23

Programme Content: The main focus of the programme on “Intellectual Property Rights” (IPR) was understanding of knowledge, Innovation and intellectual property rights, 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 on “Financial Markets and Institutions in India” included overview and regulations of financial markets, Role of central banks, Debt markets, Equity markets, Financial derivative markets, Global financial crises & role of multilateral financial institutions, Functioning of global financial markets, Valuation of foreign currencies and impact on foreign commodity derivative markets, Revised accounting standards: Journey of financial markets towards IFRS, Mergers & acquisitions and impact on financial markets, Financing of start ups in India - A Review, etc.

6. Mid Career Training Programme on “International Trade & Management” for DGFT Officers

Three-Week mid-career training programme on “International Trade & Management” for DGFT officers was conducted during 1-19 February 2016 at IIFT, New Delhi.

Programme Content: The main objective of the programme was to expose the participants on various issues on “International Trade & Management”. In this training module various

topics discussed were Understanding the self and different aspects of interpersonal behaviour; Assessing and evaluating personal attributes; Unveiling fundamentals of interpersonal relationships; Effective communication; Problem solving & decision making; Learning styles; Cross cultural management in international business; Cross cultural communication; General system of financial management; Essentials of leadership styles; Budget formulation and implementation; Contract management; Filing system, Noting & drafting; Procurement of goods and services, etc.

Twenty-eight participants attended the programme.

B. Training Programmes for PSUs

1. Training Programmes for the Executives of MMTC

A total of six in-house training programmes for the executives of MMTC were conducted by IIFT at MMTC Training Centre, Adhichini, New Delhi with following details.

Programme /Dates/Duration	Participants
1. Export Import Procedures & Documentation (24-26 Aug. 2015)	32
2. Personal Growth and Team Building (23 Oct. 2015)	19
3. Foreign Trade Policy/ Forex Operations & LC Documentation (16-17 Nov. 2015)	21
4. Motivation (19 Nov. 2015)	24
5. Commercial Taxes (26-27 Nov. 2015)	27
6. International Financial Reporting Standards (15-16 Dec. 2015)	26

2. Training Programme on “Export Management Skills” for Coir Exporters

On the request of Coir Board, Ministry of MSME, Government of India, three programmes on “Export Management Skills” for Coir Exporters were conducted with following details.

	Venue/Dates/Duration	Participants
1.	Bhubaneswar (18-20 Sept. 2015)	35
2.	Rajahmundry (AP) (21-23 Sept. 2015)	35
3.	Alleppy (Kerala) (14-16 Oct. 2015)	30

Programme Content: The programmes covered Highlights of Foreign Trade Policy 2015-16, International payment management & implications of UCP 600 – Coir exporters, Export finance schemes in rupees and foreign currencies – cost reduction approach, How to make export finance chain efficient & effective – more export business with less money, Understanding change in valuation of future currencies and protection of profit margins–coir exporters, Export procedures and documentations for coir exporters, INCOTERMS: Pricing policies with practical examples – how to quote price of coir products, Understanding export incentives & benefits for coir exporters, International marketing segmentation & branding for coir exporters.

3. MDP on “Counselling Techniques” for the executives of Nuclear Power Corporation of India Ltd.

Two days MDP on “Counselling Techniques” for the executives of Nuclear Power Corporation of India Ltd. was held at NPCIL, Mumbai during 29 February-1 March 2016.

Twenty-five participants (Managers/Senior Managers in HR of Nuclear Power Corporation of India Ltd.) attended the programme.

4. MDP for the Executives of Hindustan Petroleum Corporation Ltd.

Six days MDP for the executives of Hindustan Petroleum Corporation Limited was conducted at Pune during 7-12 March 2016.

Programme Content: The programme covered topics on Getting Started in export import – step by step in POL business, Management of international payments, Letter of credit and implication of UCP600 for POL trade, Financing international trade transaction export and imports – cost reduction approach, Commercial documentation for foreign trade – preparation & handling for POL trade, Regulatory documents in foreign trade, Leveraging Incoterms 2010 in export operations, FEMA guidelines for export and import trade transaction – discussions on RBI, FEDAI rules and regulation, Understanding valuation of foreign currencies and effect on profitability – learning hedging strategies from Indian carpenters - case study, Transit & credit risks management in POL trade, Essentials of inter-national logistics for POL trade, Custom clearance procedure for export cargo, Integrated transportation – inventory packaging – warehousing modelling for international movement of goods, Port operations–liner operations and shipping services including freighting practices

Forty participants attended the programme.

C. Training Programmes for Private Companies

1. Training Programmes on “Market Selection & Trade Procedures” for the Executives of Maruti Suzuki India Ltd.

Training Programmes “Market Selection & Trade Procedures” for the Executives of Maruti Suzuki India Ltd. were held at IIFT, New Delhi with the following details.

	Dates/Duration	Participants
1.	17, 24 & 25 July 2015	19
2.	6, 8, & 10 Oct. 2015	15

Programme Content: The programmes focused on key aspects of International business including trade policy, Market selection, and commercial and regulatory processes, International payment and export incentives and duty exemption schemes.

2. MDP for the Executives of Coromandel Ltd.

Two-days MDP for the executives of Coromandel Ltd. was held at Hyderabad during 21-22 March 2016.

Programme Content: The programme covered topics on Basic Concepts of Macroeconomics and Microeconomics and how they impact business, basic Macroeconomic Variables like, interest rates, exchange rates & prices. Basic frameworks for analyzing changes in these variables, International Management Research highlights, political Government Policy and macro uncertainties, strategy studies focus on input supply, product market and competitive uncertainties, determination of commodity prices, agricultural scenario, crop status and prices in various countries/region, exchange/interest rates, credit risks associated, government and financial policies governing them and related macroeconomic factors, forecast of various macroeconomic indicators in these countries/region, etc.

Ten executives of Coromandel Ltd. attended the programme.

III. HYBRID LONG DURATION PROGRAMMES

MDP Division conducted following long duration hybrid programmes (blend of on campus and online modules)

1. Executive Post Graduate Diploma in International Business Strategy 2015-16

The one-year Executive Post Graduate Diploma in International Business Strategy was conducted during February 2015-February 2016.

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.

Programme Content: The programme covered modules on Macro Economics, Marketing, Management, Business Economics, Business Statistics, HRM, Accounting for Managers, IT, Applications in Management, Global Economic Environment and Policy, International Marketing, Financial Management, Supply Chain Management, International Trade Operations and Documentation, Strategic Management, International Economics, Business Ethics - Seminar Paper, International Business Strategy, International Financial Management, Management of Global Sourcing, International Trade Logistics, Managing Change & Transformation - Seminar Paper, Mergers and Acquisitions, Services Marketing, Sectoral Strategies, Market Access Issues, WTO and Regional Trade Agreements, International Brand Management, Trade Analytics, Cross Cultural Management, Digital Marketing, etc.

Fifty participants have been admitted in the programme.

2. Executive Post Graduate Diploma in International Business (VSAT) 2015-16

The one-year Executive Post Graduate Diploma in International Business (VSAT) 2015-16 was started in July 2015.

The one-year programme was divided into 3 terms with a six-day on-campus module in each term followed by weekend classes through VSAT platform provided by HGEIL, technology partner. The classes are progressing wherein the students are attending classes online at HCIL's studios spread across various cities of India.

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

Sixty participants have been admitted in the programme.

3. One-year Post Graduate Certificate Programme in Business Management

The one-year Post Graduate Certificate Programme in Business Management was conducted during November 2014-November 2015.

The programme commenced with a three-day on-campus module followed by weekend classes via online mode. The online classes were conducted in collaboration with Talentedge wherein the students attended classes online via their laptop/desktop.

Programme Content: The programme covered Business Economics, Financial Management, Marketing Management, Business Strategy, Global Business Environment, International Trade Logistics and Documentation, International Marketing Management, India's Foreign Trade and Policy, International Trade Logistics, Trade Documentation, Trade Finance, Customs regulations and EXIM procedures of India.

Twenty-three participants attended the programme.

4. Four-months Certificate Programme in Export and Import Management

The following two Certificate Programmes in Export and Import Management of the following durations were conducted in 2015-16.

Dates/Duration	Participants
1. Feb.-May 2015	31
2. Oct. 2015-Jan. 2016	23

The programmes 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.

Programme Content: The programmes covered international marketing management, India's foreign trade and policy, International trade logistics, Trade documentation, Trade finance, Customs regulations and Exim procedures of India.

IV. ONLINE MDPs

MDP Division conducted following MDPs via online mode.

1. Online Programmes under Niryat Bandhu Scheme

In order to provide training to exporters and entrepreneurs across the country, Government of India launched Niryat Bandhu Scheme. As a part of the scheme, IIFT has been entrusted with the responsibility of providing training to budding exporters and entrepreneurs across the country. A total 303 participants across the country were trained in the skills of Export Import Business through six programmes on the following dates.

Dates/Duration	Participants
1. 5 Oct.-3 Nov. 2015	60
2. 5 Nov.-7 Dec. 2015	38
3. 14 Dec. 2015-15 Jan. 2016	48
4. 18 Jan.-15 Feb. 2016	58
5. 18 Feb.-16 March 2016	38
6. 28 March-27 April 2016	61

2. Online Management Development Programme in collaboration with Tech Mahindra

The online MDP on "International Sales & Marketing" was conducted in collaborations with Tech Mahindra during November 2015 to March 2016.

Programme Content: The programmes covered modules on global marketing environment, Introduction to global marketing, Strategic marketing, Psychological & organizational factors, International sales and contract management, Currency issues in international markets, etc.

Fifty-three participants attended the programme.



In-service Training Programme on "WTO & Intellectual Property Rights" for IAS & Other All India Service Officers (11-15 Jan. 2016)



One-year Post Graduate Certificate Programme in Business Management (2015-16)



Mid Career Training Programme on "International Trade and Management" for DGFT Officers (Feb. 2016)



Training Programme on Trade Analytics Course for the officers of Ministry of Commerce (Sept. 2015)



MDP on Business Analytics in a Big Data World (10-12 Dec. 2015)

PROGRAMMES CONDUCTED BY MDP DIVISION DURING 2015-16

A. OPEN PROGRAMMES

S. No.	Topic	Venue	Programme Director	Dates/ Duration	No. of Participants
1.	Valuation of Foreign Currencies & Currency Risk Management Strategies - Indian Corporates	IIFT, New Delhi	Prof. Harkirat Singh	20 July 2015	16
2.	Export Import Procedure & Documentations	IIFT, New Delhi	Dr. Ram Singh	10-14 Aug. 2015	28
3.	Logistics Management for International Business Development	IIFT, New Delhi	Dr. Ram Singh	2-4 Dec. 2015	14
4.	Business Analytics in Big Data World	IIFT, New Delhi	Dr. P K Das	10-12 Dec. 2015	13
5.	Analytics for Starters	IIFT, New Delhi	Dr. O P Wali	18-19 Feb. 2016	17
6.	Sale on High Sea: Transaction, Policy & Procedure	IIFT, New Delhi	Dr. Ram Singh	19 Feb. 2016	26
Total					114

B. SPONSORED PROGRAMMES

Sr. No.	Name of Programme	Sponsor	Venue	Programme Director	Dates/ Duration	No. of Participants
1	Training Programme on International Trade & Business, Indian Trade Service (ITS) Probationers	DGFT, DoC, Govt. of India	IIFT, New Delhi	Ms. Areej Aftab Siddiqui	16 Dec. 2014-12 Sept. 2015	13
2	Training Programme on International Trade & Conventions for IRS Officers	NACEN	NACEN, Farida-bad	Dr. Debashis Chakraborty	23 March-1 April 2015	118
3	Training Programme on Market Selection & Trade Procedures for the Executives of Maruti Suzuki India Ltd.	Maruti Suzuki (India) Ltd.	IIFT, New Delhi	Dr. Ruppall Walia Sharma	17, 24 & 25 July 2015	19
4	Training Programme on Export Import Procedures & Documentation for the Executives of MMTC	MMTC Ltd.	MMTC Training Centre, N.Delhi	Dr. Ram Singh	24-26 Aug. 2015	32
5	Training Programme on International Economics & Business Management for the Indian Foreign Service (IFS) Officers (2014 Batch)	FSI, Ministry of External Affairs, Govt. of India	IIFT, New Delhi	Dr. Vijaya Katti Co-PD – Dr. Jaydeep Mukherjee	31 Aug. - 4 Sept. 2015	32
6	Training Programme on Export Management Skills for Coir Exporters	Coir Board, Ministry of MSME, Govt. of India	Bhub-aneswar	Prof. Harkirat Singh	18-20 Sept. 2015	35
7	Training Programme on Export Management Skills for Coir Exporters	Coir Board, Ministry of MSME, Govt. of India	Rajahm-undry (Andhra Pradesh)	Prof. Harkirat Singh	21-23 Sept. 2015	35
8	Training Programme on Trade Analytics for MoC Officers	Ministry of Commerce & Industry, Govt. of India	IIFT, New Delhi	Dr. Biswajit Nag	5, 12, 19, 25 Sept. 2015	17
9	Training Programme on Market Selection & Trade Procedures for the Executives of Maruti Suzuki India Ltd.	Maruti Suzuki (India) Ltd.	IIFT, New Delhi	Dr. Ruppall Walia Sharma	6, 8, 10 Oct. 2015	15

B. SPONSORED PROGRAMMES (contd.)						
Sr. No.	Name of Programme	Sponsor	Venue	Programme Director	Dates/ Duration	No. of Participants
10	Training Programme on Export Management Skills for Coir Exporters	Coir Board, Ministry of MSME, Govt. of India	Alleppy (Kerala)	Dr. Ram Singh	14-16 Oct. 2015	30
11	Training Programme on Personal Growth and Team Building for the Executives of MMTC	MMTC Ltd.	MMTC Training Centre, New Delhi	Dr. M Venkatesan	23 Oct. 2015	19
12	Training Programme on International Trade and Conventions for IRS Officers at NACEN	NACEN	NACEN, Faridabad	Dr. Debashis Chakraborty	26 Oct.- 4 Nov. 2015	91
13	Training Programme on Foreign Trade Policy/Forex Operations & LC Documentation for the Executives of MMTC	MMTC Ltd.	MMTC Training Centre, New Delhi	Dr. Ram Singh	16-17 Nov. 2015	21
14	Training Programme on Motivation for the Executives of MMTC	MMTC Ltd.	MMTC Training Centre, New Delhi	Dr. M. Venkatesan	19 Nov. 2015	24
15	Training Programme on Commercial Taxes for the Executives of MMTC	MMTC Ltd.	MMTC Training Centre, New Delhi	Dr. Ram Singh	26-27 Nov. 2015	27
16	Training Programme on International Financial Reporting Standards (IFRS) for the Executives of MMTC	MMTC Ltd.	MMTC Training Centre, New Delhi	Dr. Satinder Bhatia	15-16 Dec. 2015	26
17	In-service Training Programme on Intellectual Property Rights for IAS and other All India Service Officers	DOPT, Govt. of India	IIFT, New Delhi	Dr. Vijaya Katti	11-15 Jan. 2016	11
18	In-service Training Programme on Financial Markets and Institutions in India for IAS and other All India Service Officers	DOPT, Govt. of India	IIFT, New Delhi	Dr. Niti Nandini Chatnani	18-22 Jan. 2016	23
19	Mid-career Training Programme on International Trade Management for DGFT Officers	DGFT, DoC, Govt. of India	IIFT, New Delhi	Dr. Debashis Chkraborty	1-19 Feb. 2016	28
20	Management Development Programme on Counselling Techniques for NPCIL	NPCIL	NPCIL, Mumbai	Dr. M Venkatesan	29 Feb. - 1 March 2016	25
21	Management Development Programme on Counselling Techniques for HPCL	HPCL	HPCL, Pune	Dr. Ram Singh	7-12 March 2016	40
22	Training Programme on International Trade & Conventions for IRS Probationers	NACEN	NACEN, Faridabad	Dr. Jaydeep Mukherjee	7-18 March 2016	104
23	Management Development Programme for the Executives of Coromandel Ltd.	Coromandel Ltd.	Coromandel Ltd., Hyderabad	Dr. Jaydeep Mukherjee	21-22 March 2016	10
Total						795

C. HYBRID LONG DURATION PROGRAMMES

Sr. No.	Topic	Venue	Dates/ Duration	No. of Participants
1	1 Year EPGDIBS (Online) with NIIT	IIFT, New Delhi & NIIT Studios at New Delhi and Kolkata	Feb. 2015-Feb. 2016	50
2	1 Year EPGDIB - VSAT (Online) with Hughes	IIFT, New Delhi and Hughes Studios at IIFT New Delhi and Kolkata	July 2015-July 2016	60
3	1 Year PGCPBM with Talentedge (1st batch)	IIFT, New Delhi	Nov. 2014-Nov. 2015	23
4	4 Months CPEIM (with IIFT's own online platform) (1st batch)	IIFT, New Delhi	Feb.-May 2015	31
5	4 Months CPEIM (with IIFT's own online platform) (2nd batch)	IIFT, New Delhi	Oct. 2015-Jan. 2016	23
Total				187

D. ONLINE MANAGEMENT DEVELOPMENT PROGRAMMES

Sr. No.	Topic	Venue	Dates/ Duration	No. of Participants
Niryat Bandhu Programmes (online mode)				
1	Export Import Business for exporters and entrepreneurs under Niryat Bandhu Scheme	IIFT, New Delhi (online mode)	5 Oct.-3 Nov. 2015	60
			5 Nov.-7 Dec. 2015	38
			14 Dec. 2015-15 Jan. 2016	48
			18 Jan.-15 Feb. 2016	58
			18 Feb.-16 March 2016	38
			28 March-27 April 2016	61
2	International Sales & Marketing (in collaboration with Tech Mahindra)	IIFT, New Delhi (online mode via Tech Mahindra Studio)	Nov. 2015-March 2016	53

Research at IIFT



Dr Surajit Mitra, Director-IIFT addressing at the Conference on “Managing India’s Trade Deficit with Large Trading Partners: Lessons and Prospects”, 23 September 2015.

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Conference on “Managing India’s Trade Deficit with Large Trading Partners: Lessons and Prospects”

The Institute organized a Conference on “Managing India’s Trade Deficit with Large Trading Partners: Lessons and Prospects” on 23 September 2015 on behalf of DFID-IPE Global Pvt. Ltd. to disseminate the findings of the study report conducted by IIFT. The conference was inaugurated by Dr. Bibek Debroy, Member, Niti Aayog. Besides Dr. Debroy, Mr. Rajani Ranjan Rashmi, Additional Secretary, MOC&I, Dr. Surajit Mitra, Director IIFT, Mr.

Sunil Mitra, Director, IPE Global and Mr. Cedrik Schurich, Head India Trade Policy Unit, Global Partnership, DFID were also present during the inauguration. Dr. Choongjae Cho, Head, South Asia Team, Korea Institute for International Economic Policy and Dr. Shunli Yao, Director, Institute for Applied International Trade, Beijing were invited to deliver special lectures during the Conference.

The following new Research Projects were undertaken by IIFT during 2015-16:

1. Trade Liberalization and Employment Effects in Indian Manufacturing: An Empirical Assessment

The study was commissioned on behalf of Partnership for Economic Policy (PEP) to examine the impact of international trade on manufacturing employment since economic liberalization in India. The theoretical literature suggests that trade affects the demand for labour through scale, composition and process effects. Since India is largely a labour abundant country, its comparative advantage rests in labour intensive manufacturing. However, the study finds that since the onset of reforms, the production and trade specialization has been biased towards capital-intensive production and, therefore, has failed to

absorb the vast pool of labour resources. Using the Feasible Generalized Least Squares (FGLS) estimation techniques to account for panel heteroscedasticity, the study finds that trade has a statistically significant impact on the labour demand elasticities across 4-digit NIC industries during 2004--11. The export orientation has relatively greater impact on employment, especially the skilled workers. The import penetration has reduced workers demand in recent period. The survey of selected manufacturing largely corroborate the econometric analysis using secondary data and reveals that the trade liberalization has deepened capital intensity across firms and reduced the

demand for labourers, especially the demand for male workers. Female workers on the other hand have experienced positive change in demand due to exports.

2. Study for developing suitable criteria to monitor reasonable correlation between implementation of infrastructure projects under Central Component of ASIDE Scheme and increase export from projects

The Assistance to States for Creating Infrastructure for Development and Growth of Exports (ASIDE) scheme was announced in 2001 by the Department of Commerce. The primary objective of the scheme is to ensure greater participation from the states in export promotion. As foreign trade is a central subject, states do not perceive direct gains from the growth in exports and as such are reluctant to extend required financial support for development of trade infrastructure. With the objective of increasing exports, the Scheme underlines a coordinated effort by Central government in cooperation with the state governments for the strengthening of trade infrastructure.

By realigning existing schemes, namely Export Development Fund (EDF) for North East and Sikkim, Export Promotion Zones (EPZ) Scheme, Export Promotion Industrial Park (EPIP) Scheme and Critical Infrastructure Balancing (CIB) Scheme, funds are allocated to various states for improving critical gaps in India's export chain. ASIDE Scheme has two components: (i) 80 per cent of the funds are earmarked as state component to be used for state level projects; and (ii) 20 per cent is earmarked as Central component to be used for inter-state projects and implemented by central agencies. The unutilized portion of the state component in the past years will also be used as Central component.

The focus of this project is to evaluate the Central component of ASIDE Scheme and establish linkages in terms of allocation of funds and export

growth. Project study aims to evaluate the impact of the 20 per cent Central Component of the ASIDE funds and establishing the export linkages wherever possible and to assess the improvement in Quality of Export or output. Project study, under known limitations of small size of investment in backend and ancillary infrastructure which offer indirect services to exporters aims to quantify the impact of Central component of ASIDE assistance in terms of money & quality.

3. Pilot Survey on International Trade in Education Services in India at Graduate Level

In 2012-13, Indian Institute of Foreign Trade (IIFT) conducted the First Pilot Survey in collaboration with Directorate General of Commercial Intelligence and Statistics (DGCI&S), Ministry of Commerce for analyzing the trade in Education Service at Higher Education sector. The survey revealed significant cross-border financial transactions and movement of personnel across various modes of Trade in Services delivery. The number of foreign students (Mode 2 of Trade in Services) coming to India from various Asian countries and Africa is on the rise, while students coming from Europe and America are also quite significant. On the other hand, movement of Indian students to foreign countries for securing education at various levels and disciplines is also on the rise. Furthermore, inward and outward movement of faculties (Mode 4 of Trade in Services) is also frequently observed. In light of the poorer statistical data availability on cross-border transactions on Education Services, the Directorate General of Commercial Intelligence and Statistics (DGCI&S) agreed to conduct a Second Pilot Survey. The Second Pilot Survey, which is an extension of the First Pilot Survey, had the broad objective to assess the availability of trade in Education Services data pertaining to cross-border transactions at the graduation level. Given the large number of colleges spread all over the country, the survey also attempts to assess the feasibility and efficiency of on-line data collection mechanism in future surveys, through a dedicated portal in IIFT server.

4. Exploring Export Potentiality of Haryana and Formulating Strategy to Enhance it

The Government of India (GoI) has initiated an important effort to mainstream exports at the state level. So far, Department of Commerce (DoC), through various trade policy instruments has been promoting exports. However, it is observed that some states have taken up state specific measures to promote their exports while others are still trying to rely on Central schemes and align themselves with the overall trade policy targets. As trade has been reemphasized one of the main drivers of development policy, regional trade promotion and performance are given priority. Hence, each state must come out with their own strategy in

identifying sectors, products, need for institutional and physical infrastructure, capacity building in terms of production and knowledge about trade rules, trade facilitation measures, etc.

In this regard, Government of Haryana has entrusted Indian Institute of Foreign Trade, New Delhi to conduct a study on 'Exploring Export Potentiality of Haryana and Formulating Strategy' to enhance it. The current report has made a comprehensive attempt to identify sectors, products and markets with export potentiality and chalked out a generic strategy to enhance exports from the state. The identified products are divided into three groups: products with high current exports, medium or low level exports and negligible exports. The study has also identified institutional and infrastructural supports required to enhance the exports with some specific issues for the identified sectors.

In addition to the above, the following Research Projects were in progress during 2015-16:

Sr. No.	Name of the Project	Sponsors
1	Study of Coir Exports Sustainability in Context of Coir Fibre Scarcity for Product Exporters	Coir Board
2	Development of Export Strategy for Maharashtra	Development Commissioner (Industries), Mumbai
3	Study on Development of Export Promotion Strategy for Madhya Pradesh	Directorate of Industries, MP
4	Preparation of Export Management & Compliance Manual	Hindustan Petroleum Corporation Ltd.
5	Study on Impact of FTAs on Chemical and Petrochemical Sector	Ministry of Chemicals and Fertilizers

PH.D. PROGRAMME

Ph.D. 2015 Programme was inaugurated on 28 August 2015. Fourteen (14) candidates have been enrolled for the programme on the basis of written exam and viva-cum-interview. Nine (9) students were awarded Ph.D. Degree at the 50th Annual Convocation held on 19 April 2016.

International Cooperation

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

Student Exchange Programme

Inbound Students

Eighteen students came to IIFT from different Universities and Institutions under Student Exchange Programme during July 2015-March 2016.

Sr. No.	Countries	Universities	No. of Students
1	France	IESEG School of Management, ESC Rennes School of Business	16
2	Italy	University of Insubria, University of Bocconi	2
		Total	18

Outbound Students

Under the Student Exchange Programme, 22 students from Delhi Campus and 13 students from Kolkata Campus visited the various International universities from January to March 2016.

Sr. No.	Countries	Universities	No. of Students
1	France	EM-Strasbourg University, IESEG School of Management, ESC Rennes University, Grenoble School of Management, SKEMA Business School	22
2	Finland	HANKEN-Swedish School of Economics & Business Administration, Finland	3
3	Spain	UAB and UAM, Spain	4
4	Germany	Saarlandes University, Germany	2
5	Netherlands	Nyenrode University	4
		Total	35

Faculty Development

The approved IIFT Faculty Participation for National / International Conferences / Seminar / Training Programmes under Faculty Development Programme during the period April 2015 to March 2016 is given below:

National Programmes/Conferences

1. Dr. Deepankar Sinha attended 4th IIMA International Conference on "Advanced Data Analysis, Business Analytics and Intelligence" at IIM Ahmedabad during 11-12 April 2015.
2. Dr. R.P. Sharma attended International Conference on "Globalizing Brand India: Opportunities and Challenges" at India Habitat Centre, Delhi during 18-19 April 2015.
3. Dr. Mridula S. Mishra attended Academy of International Business (AIB) Annual Conference, 2015 at Bangalore during 27-30 June 2015.
4. Dr. Bibek Ray Chaudhuri attended Finance & Economics 2015 Conference at IIM Kolkata during 21-22 December 2015.
5. Dr. Deepankar Sinha attended International Conference on "e-Business and Supply Chain Competitiveness (EBSCC 2016)" at IIT Kharagpur during 12-14 February 2016.
6. Dr. K. Rangarajan attended 12th International Conference on "Quality, Innovation and Knowledge Management and Symposium on Healthcare Improvement and Innovation" at New Delhi during 14-17 February 2016.
7. Dr. M. Venkatesan attended Faculty Development Programme on "Structural Equation Modelling" at Birla Institute of Technology, Noida during 19-23 March 2016.

International Programmes/Conferences

1. Ms. Areej Aftab Siddiqui attended International Training on "Certificate Programme in Strategic Sourcing" through Online programme at Delhi during 1 April-26 May 2015.
2. Dr. Basanta Kumar Sahu attended "Fourth European Research Conference on Microfinance (ERCM)" at University of Geneva, Geneva during 1-3 June 2015.

3. Dr. Saikat Banerjee attended Conference on "Global Political Marketing and Management" at The School of Marketing & International Business at Victoria Business School, Victoria University of Wellington, New Zealand during 5-7 June 2015.
4. Dr. Ruppall Walia Sharma attended 2015 Summer Marketing Educators Conference-AMA at American Marketing Association (AMA), USA during 14-16 August 2015.
5. Dr. Deepankar Sinha attended 13th International Conference on "Data Development Analysis-DEA 2015 Conference" at Technische Universität (TU) Braunschweig, Germany during 24-27 August 2015.
6. Dr. Ram Singh attended Training Programme on "Certified Documentary Credit Specialist, Paris" through Online Distance mode at Delhi during 29 January-8 April 2016.

Delegations from Abroad

- Prof. Stefan Braum from University of Luxembourg and Ms. Anita Sethi, Chief Secretary, LE visited IIFT on 20 April 2015 to discuss on the possibilities for student exchange programme and research projects.
- Ms. Bronwyn Jenkins, Director, International Education Programme and Associate Dean, accompanied by Ms Sharon Duffy, Dean of Extension, University of California, Riverside, USA, visited the Institute on 28 April 2015 to discuss possibilities of various partnership programmes and other areas of cooperation with IIFT and UCR.
- Mr. Ed Weymes, Vice President International, Waikato University, New Zealand visited IIFT on 7 December 2015 to explore avenues of collaborations in the area of business and management between the two institutions.
- A four-member delegation from Nyenrode University visited the Institute on 10 February 2016 to explore the possibility of enhancing the number of programmes of collaboration between IIFT and Nyenrode University by means of conducting joint MDPs, Faculty Exchange and Dual Degree Programmes.
- A three-member delegation from Maryland School of Public Policy (MSPP), University of Maryland visited the Institute on 9 March 2016 to discuss

various avenues for possible collaboration between the IIFT and University of Maryland in the area of Public Policy and Innovation.

- Mr. Jaipat Jain and Dr. Ajay Vinze from Thunderbird School of Global Management visited the Institute on 22 February 2016 and 16 March 2016 respectively to discuss the opportunities for collaboration between IIFT and Thunderbird Global Business School.
- Twenty-six students pursuing Master of International Business from Florida International University, USA visited the Institute on 18 March 2016 to attend a programme on "Contemporary Issues in International Business". Discussions were also held with the representative from FIU, Dr. Sumit Kundu to explore possibilities of collaboration between IIFT and FIU especially in the areas of Student Exchange Programme, Dual Degree Programme and Collaborative Research and Faculty Exchange.

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 28 Universities / Institutes across the world. Of these Universities/ Institutes, 16 are in Europe, 7 are in Asia and 5 are in other parts of the world.

New MoU Signed in 2015-16

The Institute has signed an MoU with the School of Management, University of Bradford, UK in January 2016.

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).

- The Association to Advance Collegiate Schools of Business (AACSB).
- Life Member of Global Compact Network India.

Accreditation

The NATIONAL ASSESSMENT AND ACCREDITATION COUNCIL (NAAC) accredited IIFT with the highest grade 'A' with overall CGPA score of 3.53.

IIFT is in the process of getting AACSB Accreditation and various teams have been formed to monitor and evaluate the Business Standard (1-15).

AACSB Mentor, Dr. B.M. Purwanto, Vice Dean for Academics and Student Affairs, Faculty of Economics and Business, Universitas Gadjah Mada, Indonesia visited IIFT, in January 2016.

INTERNATIONAL PROJECTS

The International Projects Division (IPD) of IIFT has the following main activities:-

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

Since the year 2008, the Institute has successfully conducted thirty-six Executive Development



Dr Surajit Mitra, Director-IIFT is seen with AACSB Mentor, Dr B. M. Purwanto on latter's visit of IIFT

Programmes on International Business in thirty-three African Countries, viz Ethiopia, Egypt, Botswana, Namibia, Angola, South Africa, Uganda, Senegal, Rwanda, Burkina Faso, Sudan, Mauritius, Seychelles, Togo, Tunisia, Ghana, Niger, Eritrea, Kenya, Gabon, Tanzania, Madagascar, Djibouti, Cape Verde, Somalia, Gambia, Zimbabwe, Malawi, Burundi, Lesotho, Senegal, Mozambique and Morocco. These programmes had been customized to the training needs of the countries and were supported financially by the Department of Commerce, Government of India.

During the financial year 2015-16, the Institute has organized programmes in three African countries, i.e. South Africa, Kenya and Morocco.

IIFT has also received the sanction of ₹20 crore from Department of Commerce, Government of India for organizing 40 Capacity Building Programmes in the next five years.

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. Day and evening programmes can be immediately started after signing the MoU. MEA's approval for the budget is still awaited.

3. International Off-Campus Programmes

The Institute is running MBA (International Business) at Dar-es-Salaam in Tanzania, Africa in collaboration with Institute of Finance Management (IFM) since the year 2001.

Convocation of MBA (IB) 2013-15 Batch was held on 4 December 2015 at IFM, Tanzania. Director-IIFT presided over the function. Twenty-four students were awarded MBA (IB) degree.

4. Conferences

IPD organized a Conference on "India Africa Trade and Investment Contours" on 15 July 2015 at the Institute in the Delhi campus which was attended by the dignitaries of several African countries, corporate leaders who had business interests in Africa and by leading academicians with a strong knowledge of India-Africa trade relations.

The agenda of the event was to discuss the opportunities and technicalities of doing commodity business and service oriented business in Africa for Indian firms and in this process also to sensitize the students of IIFT with the challenges and opportunities that Africa presents.

5. Memorandum of Understanding (MoU)

IIFT has signed an MoU on 15 July 2015 with the Institut Africain Des Politiques Commerciales (IAPC), Senegal for conducting four months Online Certificate Programme on "Global Trade Logistics and Operations".

IIFT also signed an MoU on 14 March 2016 with Skyline University College (SUC), UAE for conducting four months Online Certificate Programme on "Global Trade Logistics and Operations".

Centres of Excellence at IIFT



Dr Surajit Mitra, Director-IIFT presenting memento to Mr. Yoshihisha Fujiwara, CMD, Metal One Corporation India in the presence of Shri Kalraj Mishra, Union Minister of MSME (*extreme left*) and Mr. Masakazu Sakakida, CMD, Mitsubishi Corporation India (*extreme right*) at the inauguration of Incubation Cell 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 broadly classify 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 level.

At national level, the Centre has collaborated with various Export Promotion Councils towards conducting research projects and consultancy assignments on "Doing Business in Focus Markets" announced under new Foreign Trade Policy 2015-2020. Some of these councils include Export Promotion Council for Handicrafts, Council for

Leather Exports, EEPC, etc. In order to widen the reach, the Centre has 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.

The Centre has been successful in establishing Regional MSME Centre at Shimla. This Centre will help promote exports from MSME units of the State by executing Capacity Development Programmes, Export Advisory Programme, upgradation of trade support services, introduction of "Benefits of Exporting" Campaign targeting potential exporters and Market Information services. Series of Export Awareness programmes had been conducted across 5 districts of the state of HP which were attended by approx 300 MSME units. The Centre has created a Business Intelligence portal serving as trade facilitation portal for the domestic business. Various product and market fact sheets for export potential products of HP have been prepared.

The Centre has successfully set up a Trade and Technology Incubation Cell with the CSR support

from Mitsubishi Corporation of India Private Limited and Metal One India Private Limited. The Incubation Cell would aim at nurturing business ideas from amongst IIFT Alumnus and the MSME units towards providing technology solutions aiming at enhancing export competitiveness of the MSME clusters at pan India and create entrepreneurs at the MSME cluster level by conducting market research, extending consultancy on product and market identification, solving trade related issues, facilitating access to finance, international branding and product development.

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 worked on two important research projects in the year 2015-16. The first study "Validation of R&D Indicators Across Sectors" is aimed at bringing globally recognized monitoring mechanism through measurement of R&D growth in Indian industry. The study, assigned in early 2015 by Department of Science and Technology, is currently in progress. A second study investigated raw material challenges faced by coir product manufacturers in India. This study was assigned to Research Division of IIFT by the Coir Board and CITT was engaged in the investigation.

In 2015-16, various Central ministries had tasked agencies for policy suggestions in various sectors. CITT was engaged in Capital Goods Policy and Energy Policy discussions besides key stakeholder engagement in Big Data Initiative of the Government in pursuance of the larger goal on "Digital India".

Citation of online data is globally a growing concern.

CODATA organizes workshop in different countries to address the issues of standards in this domain. The Centre was also engaged in a discussion held in India on Data Citation Standards.

The content, scope and circulation base of the e-Newsletter "Tech-n-Trade", started in January 2015, has been widened during the period 2015-16. Four quarterly issues focusing on the major policy areas, within and aligned to technology domain, were appreciated by the readers. A working paper series was also started in this period.

The Centre conducted workshop for students of IIFT to interface with venture capitalists for their business ideas and plans. Case studies have been developed on technology management practices in automobile sector by the IIFT Ph.D scholars under mentorship of the Centre resources.

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 2015-16:

Detailed research by the Centre in agriculture strengthened the capacity of the Department of Commerce to participate effectively in the WTO work programme, particularly at the Nairobi Ministerial Conference of the WTO.

As a part of engaging with trade diplomats in Geneva, the Centre organized three meetings in Geneva in partnership with the South Centre. These meetings provided a platform for Geneva-based trade negotiators for detailed technical discussions on issues related to the Doha Round of trade negotiations.

Under the Indian Technical and Economic Cooperation programme of the Ministry of External Affairs, the Centre organized three international training programmes on different aspects of WTO Agreements. In addition, the Centre organized an international training programme for Afghanistan's accession to the WTO. Ninety-four officials from developing countries were trained in these four international training programmes.

At the request of the Myanmar government, the Centre organized two training programmes in Myanmar. Issues related to intellectual property rights, trade remedies and empirical issues were covered in these training programmes.

The Centre organized two important international conferences with participation from leading international experts. First, the Centre organized an international conference on trade remedies. Heads and other officials from Anti-Dumping investigating authorities from Australia, Brazil, Canada, EU, India, Japan, Korea and the USA discussed current practices and emerging issues in the area of trade remedies. Second, the Centre organized an international conference on 20 years of the TRIPS Agreement. Leading authorities on IPR issues from India, Australia, Argentina and the USA, representatives of international civil society organizations and other experts deliberated upon the experience of the TRIPS Agreement and the way forward from the perspective of developing countries.

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 South Centre, 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 WTO negotiations and the implications of mega FTAs, including the Trans-Pacific Partnership Agreement.

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

Given the crucial influence that mega FTAs like the TPP would have on the global trade architecture, the Centre has undertaken a comprehensive analysis of the TPP and its likely implications for India.



Participants of International Conference on Trade Remedy Measures (9-10 April 2015)

LIST OF MEETINGS

Sr. No.	Name of Meeting/Training	Partner Institution	Date of meeting
1	International Conference on Trade Remedies		9-10 April 2015
2	International Training Programme for Afghanistan's Accession to the WTO	DoC	20-29 April 2015
3	Training of DoC interns		8-15 May 2015
4	Mega FTAs and Changing Global Economic Scenario	FICCI and IISD	12 May 2015
5	2nd Joint Academy on Trade and Investment Law	WTI, Berne	25 May-19 June 2015
6	Trade Talk by Thomas Cottier: The Future of IPR Issues in the Multilateral Trading System		26 May 2015
7	Post GI Registration Marketing Initiatives in Kerala	WTO Cell, Govt. of Kerala	26 May 2015
8	Trade Talk by Krista N. Schefer: Throwing Around Our Economic Weight		28 May 2015
9	Trade Talk by Christian Haeblerli: WTO Rules - Defining Policy Space for Non-Tariff Measure		2 June 2015
10	Trade Talk by Jennifer Hillman: WTO Dispute Settlement - 20 Years in Review		9 June 2015
11	Post GI Registration Marketing Initiatives in Karnataka	Government of Karnataka	11 June 2015
12	Trade Talk by Jayashree Watal: Role of IPRs in the Diffusion and Transfer of Green Technologies, Including Lessons from Work in the TRIPS Council		16 June 2015
13	Trade Talk by Pierre Sauve: And Then There Was One? Assessing the case for Fusing Disciplines on Goods and Services Trade		18 June 2015
14	Post GI Registration Marketing Initiatives in Uttar Pradesh	NEED, Lucknow	22 June 2015
15	Workshop on Post Bali Agenda	South Centre	3-5 July 2015
16	Post GI Registration Marketing Initiatives in West Bengal		25 June 2015
17	CGE Modelling Workshop	SANEM, Bangladesh	4-8 Aug. 2015
18	Conference on Empirical Research on Trade in Services		21-22 August 2015
19	Specialized course on WTO for Policymakers and Trade Negotiators	ITEC	14 Sept.-9 Oct. 2015
20	Post GI Registration Marketing Initiatives in Assam and other North Eastern States	NERAMAAC	16 Sept. 2015
21	Seminar on Shifting India's Agriculture Subsidies to Green Box		22 Sept. 2015
22	Brainstorming on Draft Report on Marketing of GI Products: Unlocking their Commercial Potential	HWA, Varanasi	26 Sept. 2015
23	Stakeholder Discussions on Creating Indian Lead Firms in Global Value Chains	Commonwealth Secretariat	12 Oct. 2015
24	International Conference on India and 20 Years of TRIPS Agreement		26-27 Oct. 2015
25	4th Conference on WTO, Trade and Agriculture		28-29 Oct. 2015
26	Training Programme on Intellectual Property Rights and Trade Remedy Issues for Myanmar	MEA	3-5 Nov. 2015
27	Brainstorming Meeting on Trans-Pacific Partnership Agreement: Implications for India-Policymakers and Researchers (New Delhi)		18 Nov. 2015
28	Conference on Trans-Pacific Partnership Agreement (TPP): Issues and Implications for India (Mumbai)	Texprocil, and FICCI	20 Nov. 2015
29	Issues before the WTO's Nairobi Ministerial Conference	RIS	23 Nov. 2015

LIST OF MEETINGS

Sr. No.	Name of Meeting/Training	Partner Institution	Date of meeting
30	Workshop on WTO Negotiations : MC 10 and Beyond	South Centre	30 Nov.-1 Dec. 2015
31	Conference on Trans-Pacific Partnership Agreement (TPP): Issues and Implications for India (New Delhi)	FICCI	3 Dec. 2015
32	WTO and India: Road Ahead to Nairobi	DoC and FICCI	3 Dec. 2015
33	Workshop for the Media-Nairobi Ministerial Conference of the WTO: Key Issues		7 Dec. 2015
34	Specialized Course on Trade Remedies, TRIMS, DSU and FTAs	ITEC	11-20 Jan. 2016
35	Nairobi Ministerial Outcomes and India's Future Trade Policy Priorities	CII	27 Jan. 2016
36	Training Programme on Trade Negotiations and Empirical Issues for Myanmar		1-3 Feb. 2016
37	International Workshop on Post-Nairobi Negotiations	South Centre	8-9 Feb. 2016
38	Specialized Training Programme on Select WTO Issues: Services, Agriculture, TRIPS and RTAs	ITEC	15-24 Feb. 2016
39	Trade Talk by Ulrich Petersmann: Methodological Problems of International Economic Law and Adjudication		10 March 2016

RESEARCH COMPLETED BY THE CENTRE FOR WTO STUDIES DURING 2015-16

Sr. No.	Topic
AGRICULTURE	
1.	India's Agriculture Trade with African Countries
2.	Analysis of Agriculture Support Programmes of USA
3.	Research Support for Permanent Solution to the Problem of Public Stock-holding
4.	Research Support for Post Bali Work Programme on Agriculture Issues
NAMA	
5.	Research Support for NAMA Negotiations
STANDARDS	
6.	Exhaustive Analysis of Maximum Residue Limits in Developed Countries on Products of India's Agriculture Export Interest and Identifying Standards that are more Stringent than International Standards
7.	Maintenance of SPS / TBT Portal
SERVICES	
8.	Implications of Multilateral Obligations on Trade in Electronic Commerce
TRADE REMEDIES AND SUBSIDIES	
9.	Impact of Imports Under Export Promotion Capital Goods Scheme on the Domestic Capital Goods Industry in India
10.	Research Support in Rules Negotiations
11.	Research Support and Inputs for Meeting of Committees on Anti Dumping, Subsidies and Safeguards
TRIPS	
12.	Trade Secret Protection in India: The Policy Debate
13.	Submission on UN Secretary General's High Level Panel on Access to Medicine
DISPUTE SETTLEMENT	
14.	Edited book on 20 years of DSU: India's Experience
15.	Research Support for WTO Disputes Involving India
16.	Analysis of Panel and Appellate Body Reports
OVERALL WTO ISSUES	
17.	Inputs for Trade Policy Review of Other Countries
REGIONAL TRADE AGREEMENTS	
18.	Research Support for RCEP Negotiations
19.	Comprehensive Analysis of TPP Agreement
INVESTMENT	
20.	Foreign Exchange Implications of Outward FDI: A Case Study of Indian Firm Level Investments

Placements

INDIAN Institute of Foreign Trade (IIFT), one of the Top B-Schools in the country, has once again established its primacy in terms of summer and final placements in the year 2015-16. The Institute has concluded its Summer & Final Placements in record time for its largest ever batches. For Summer Placements of 2015-17 batch, 96 companies participated in the process and made offers for 262 students and for Final Placements, 84 companies participated for 258 students of the 2014-16 batch. There was a remarkable rise in the intake of students by recruiters.

IIFT has consistently achieved 100% placements over the years and the highest package witnessed a remarkable 21% increase over the last year.

International Placements

International placements remains one of the stronghold of IIFT because of its unique specialization in International Business. International Placements remained robust at IIFT with 15 offers across the globe such as Dubai, Latin America, Pennsylvania, Nigeria, Singapore, etc. and highest offer at US\$150,000. In summer placements also, students have got opportunity to pursue Internship in overseas locations such as Paris, Singapore, Geneva, Dubai, Sri Lanka and Nepal with 12 international offers.

Remuneration

The major highlights of the placements is the highest remuneration of more than ₹1 crore offered to four IIFT students. The highest international CTC offered was US\$150,000 registering a 36% increase over last year's highest remuneration of US\$110,000. Also, the highest domestic CTC offered at IIFT for the batch of 2014-16 was ₹29 lakh compared to ₹24 lakh last year. The average CTC also witnessed a sharp 24% spike with a record average of ₹18.01 lakh compared to ₹14.54 lakh of last year. The year also witnessed a remarkable 36% increase in Pre-Placement Offers from 47 in 2014-15 to 64 in the year 2015-16.

For the summer internship of 2015-17 batch, the average stipend increased by 30% to ₹1,10,000/-

from ₹87,000/-. The highest stipend offered for the batch was ₹4,00,000 for the 2-month period.

Top Recruiters

Top recruiting firms in the final placements at IIFT include major names such as Amazon (12 offers), Cognizant Business Consulting (12 offers), JP Morgan (11 offers), Vodafone (11 offers), ICICI Bank (10 offers), IDFC Bank (10 offers) and Wipro (10 offers). Other major recruiters include Idea, Citibank, Maruti Suzuki and Goldman Sachs.

In summer placements for 2015-17 batch, top recruiters were Amazon, Girnar Soft, Godrej, TCS, Shell, TATA Motors, JP Morgan, Goldman Sachs, Wipro, Flipkart, Vodafone and ITC.

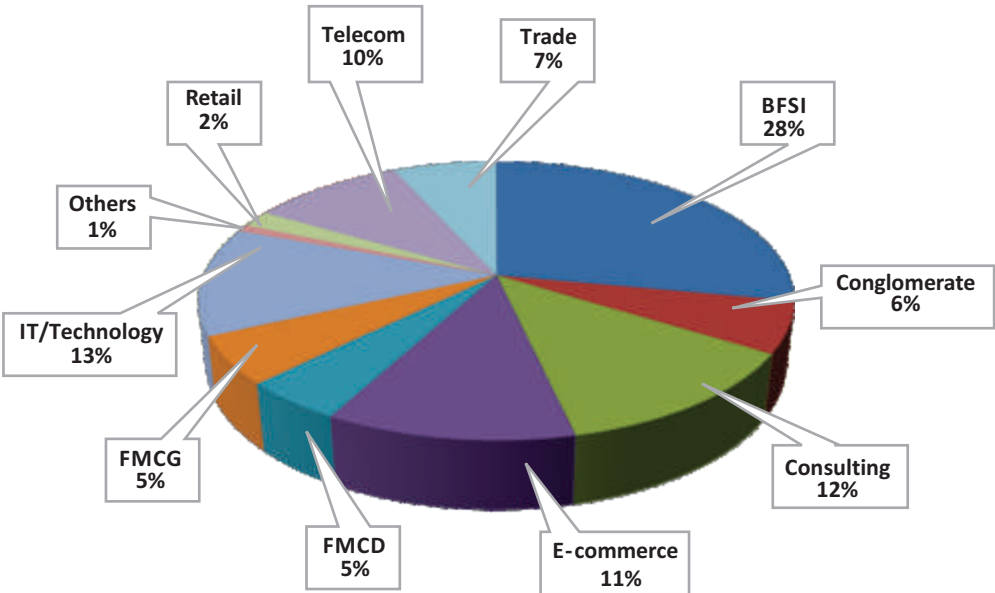
Finance Domain Recruiters

IIFT's ingrained hold in Finance was once again displayed this year in the final placements with 28% of the Batch securing offers in this domain. The prominent recruiters in this domain include Global Leaders like J.P. Morgan, Goldman Sachs, Nivea, Nomura, Bank of America, Citibank, Axis Bank, Yes Bank, Edelweiss, HSBC, ICICI, IDFC Bank, Indus Valley Partners, Vodafone, Ivy Cap Ventures, Religare and State Bank of India. Some of the coveted roles offered to candidates include Corporate Finance, Centralized Research Group, Credit Analysis, Investment Banking, Risk Analysis, Global Investment Research, Commercial Banking, Indian and International Financial Institution Management.

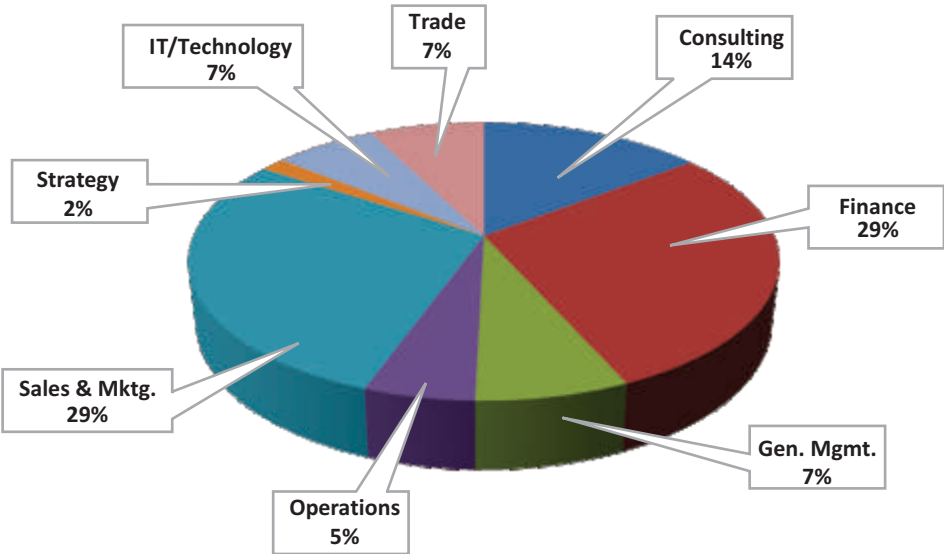
In summer placements also, IIFT kept in pace with the positive economic trends with multiple roles being offered by various multinational and Indian firms. 15% of the batch bagged coveted internships in this sector. General Electric offered its prestigious (Financial Management Programme (FMP) at IIFT. Goldman Sachs, JPMC and Nomura recruited students for niche roles like Investment Banking, Global Investment Research, Market Risk and Credit Analysis. HSBC Bank, DBS, Axis Bank and ICICI Bank extended Retail Banking profiles whereas Citibank offered its Consumer Banking role.

SECTOR AND FUNCTIONWISE PLACEMENTS

SECTORWISE PLACEMENT OF MBA(IB) 2014-16 BATCH



FUNCTIONWISE PLACEMENT OF MBA(IB) 2014-16 BATCH



Recruiters in Marketing Domain

Sales & Marketing continued to be the most sought after domain in 2014-16 batch with 29% of the Batch opting for careers in this domain. Major recruiters in the FMCG space include ITC, Godrej Consumer Products, Nivea, L'Oréal, Pernod Ricard, and Britannia. Other recruiters in this domain include Google, Idea, Vodafone, Amazon, Flipkart, Madura F&L, TataSky, Axis Bank, Shopclues, Games 24x7, Blue Stone, and Wipro CCLG. IIFT also initiated first time associations with organizations like 3M, Adobe, GM, Pernod Ricard, Trident and TATA Sky in this domain. Diverse roles such as Business Analyst, Campaign Manager, Category Manager, Digital Marketing, Marketing Manager, Product Manager, and Sales Manager were also on offer for students.

In summer placements also, S&M was the most preferred domain this year with 40% of the students bagging offers in this domain. Boeing Commercial Airplane recruited students from IIFT for the first time. IIFT also initiated first time associations with prestigious firms like Marico, GSK CH, J&J Consumer, Dabur, Pidilite, Aviva and Godrej & Boyce. ITC, Godrej Consumer Products, L'Oréal, Britannia, Hector Beverages, Akzo Nobel and SAB Miller continued their associations with IIFT. Shell re-strengthened its relationship with IIFT by offering multiple roles in S&M. Telecom majors Airtel and Vodafone also recruited in large numbers. MSD, Becton Dickinson & Boston Scientific offered Marketing roles in Pharma Sector and Raymond, DCM Shriram in Fashion and Lifestyle sector.

E-commerce was another favourite sector with close to 18% students placed across Amazon, Flipkart, Ebay, Shopclues, GirnarSoft, Zopper, Zovi, and Channel Play. Multi-Screen Media (Sony) and HT Media recruited in Media and Advertising sector. Other notable recruiters were Tupperware, Titan, Tata Steel, Tata International & Tata Motors.

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.

More than 2,000 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 appended below:

- Child Education, Welfare & Health
- Shelter for homeless, Community Development
- Disability
- Environment & Community Development
- Water Management, Waste Management and Recycling
- Literacy, Sanitation & Livelihood
- Women Empowerment & Female Foeticide
- HIV/AIDS Awareness
- Education for Children – Street to School
- 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.

The students have been deputed to approximately 31 NGOs from Delhi and 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.

Students' Achievements

IIFT students have consistently won the prestigious national, international and corporate competitions over the years. The prominent events include Godrej LOUD, L&T OutThink Case Study Competition, Axis Moves, Jigyasa-Education Sector Research Competition by Government of Bihar, Dewang Mehta Awards, Titan Elevate, Citi Woman Leader Awards, Reliance Quiz-a-Thon.

The students of IIFT in association with Teach for India, organized a skill development programme for the less privileged children housed and cared for by the NGOs of New Delhi. The students were taught how to use basic internet tools like Google, Gmail, Wiki for their benefit, contributing their bit for National Digital Literacy Mission.

Alumni Support

The Alumni network plays an important role towards the welfare of the Institute through various forums such as conclaves, competitions, placements and other students' related activities.

The Institute has alumni, leading in diverse industries, and a platform to rekindle their memories with the Institute is set through six domestic chapter meets and four international meets. The Chapter Meets play an important role for the alumni to get updated about the Institute and vice versa.

IIFT alumni holds top positions in different professions such as Corporate, public sector, media, creativity, sports, academics, etc.

Alumni continues to make the Institute proud, by leading large multinationals, and winning accolades such as Economic Times Young Leaders Award, etc.

Alumni provides considerable help, support and guidance regularly for organizing Summer and Final Placements, Guest Lecture Series, Corporate Competitions, Live Projects, Mentorship and other Institute - Industry Interface activities for IIFT students.

Interactive Alumni website has been launched by Dr. Surajit Mitra, Director, IIFT during the Dubai Alumni Chapter Meet to facilitate interactive interface for alumni to interact with each other and with the Institute.

The yearly IIFT alumni magazine - Alma Mater was unveiled during the evening of Alumni Reunion.

Each year the Institute honours an alumnus who has been successful in his career with the "Alumnus of the Year" award, a prestigious award given by the institute. Since inception of this award in 2005, it has been awarded to industry stalwarts such as Mr. K.V. Rao, Resident Director, ASEAN Region, TATA Power; Mr. Siraj Chaudhary, Chairman, Cargill India; Mr. Mohit Malhotra, CEO, Dabur International, etc.

On 28 November 2015, Indian Institute of Foreign Trade hosted the Grand Alumni Reunion at IIFT Delhi Campus. The day is close to the hearts of alumni, as it is a reminiscence of their moments at IIFT. Alumni across different part of the world attended the Grand Alumni Reunion.

Dr. Surajit Mitra, Director, IIFT presented the Alumnus of the Year award to Mr. Shiv Inder Singh, CEO & MD, Firefox Bikes, on the occasion of the Grand Alumni Reunion. Mr. Singh later on addressed the gathering emphasizing on the importance of giving back to the institutions which laid a strong foundation for his career.

On 29 November 2015, IIFT Delhi hosted reunion of 1990 batch for their Silver Jubilee Reunion. It was an enthralling experience for all, where alumni of more than two decades interacted with their faculties and recreated the experience of the classroom.



Dr. Surajit Mitra, Director, IIFT presenting Alumnus of the Year 2015 Award to Mr. Shiv Inder Singh, CEO & MD, Firefox Bikes

Student Activities

Quo Vadis

IIFT Marathon: The Marathon was an initiative taken by the student fraternity of Indian Institute of Foreign Trade as a part of its annual management and cultural festival, QuoVadis. The event was held on 10 January 2016 with the vision to spread awareness about transforming India into a digitally empowered nation. The event consisted of 4 races: 5 km (Men & Women), 10 km (Men & Women) and saw a participation of over 250 students and working professionals from Delhi NCR region.

Treasure Hunt: This was one of its kind city-wide treasure hunt conceptualized by the students of IIFT in which the participants used their bikes to reach from one destination to the other. Held on 17 January 2016, the event was partnered with Delhi Tourism and Radio One and clues to different locations were given out on Radio One in cryptic format. The winner was decided on shortest distance taken format in order to ensure that participants drive responsibly. Clues were put up at important historical monuments across Delhi in order to promote the culture and heritage of the city.

Digital March: This was a skill development programme with a vision to transform India into a digitally empowered society and a knowledgeable economy. Conducted in partnership with NGOs like Teach for India and Aarohan, the event exposed over 150 students to basic functions and usage of MS Office, basic web browser operations and Google, YouTube functions for future learning.

Road Safety Nukkad Naatak: The Nukkad Naatak was a street play competition organized by students of IIFT as part of Quo Vadis. The competition was held on 22 January 2016 and saw participation from over 20 teams of various colleges of Delhi University. The event was held in association with SABMiller India Ltd. and aimed to promote road safety across the city.



Nukkad Naatak, a street play competition organized by students of IIFT as part of Quo Vadis

Maiden Literary Fest: The literary event of IIFT, "Prose & Corns" was organized for the first time on 20 January 2016. Through this event a sneak peek into the authors' lives and their thought process was gained. Hoping to inspire a conversation on the art of writing, the art of reading to write and more importantly the art of listening, absorbing to create a perfect symphony of words. The event witnessed the following eminent people sharing their ideas and experiences with the young minds to ignite a spark of creativity and passion in them:

- *Mr. Swanand Kirkire:* The mind and voice behind the beautifully woven words of *O ri Chiraiya*, *All izz well* and many more songs you have hummed in joy and pain.
- *Mr. Habib Faisal:* Known for movies as keenly awaited as *Band Baaja Baarat*, *Ishaqzaade*; and *Fan*.
- *Mr. Prabhu Chawla:* The man behind the *Seedhi Baat* that has always invigorated your brain; and now the anchor of *Teekhi Baat*.
- *Mr. Sachin Garg:* Bestselling novelist of *Never Let Me Go*, *I'm not Twenty Four!* and co-founder of Grapevine India Publishers Pvt. Ltd.

Aspirant City Meet

Reaching nearly 70 students, or close to one-fourth of the incoming batch, City Meets 2015 were a resounding success. The number of students excitedly meeting seniors, and asking so many questions and showing so much enthusiasm only reiterated the value of meeting aspirants informally in their own cities. Many kudos reached the seniors from each of the meets. The Aspirant City Meet was organized in Mumbai, Delhi, Chennai, Bengaluru and Hyderabad.

Sports at IIFT

Ultimate Warriors League

The Ultimate Warriors League is probably the most demanding team building exercise on campus at IIFT. Hosted by Adrenaline, the sports committee, it brings together the best of management simulation and sporting rivalry among students. Teams are initially auctioned to the highest bidders and have their own franchise and marketing managers. In the second round, team owners build their squads from a draft of players across several disciplines. The launch of UWL is an event in itself where the respective franchises show the rest why their unit is the best. In the week after, events commence all over the campus, all of which are scheduled and closely monitored by the UWL Commissioner and his or her Organizing Committee. The one of a kind Ultimate Warriors League is an event that could bring overnight fame and glory to the potential superstar in a person.

Titanomachy

1 November 2015 marked the beginning of this year's intra institution sports meet "Titanomachy". It not only serves as a respite for the students from the hectic academic schedule but also brings out the camaraderie among them. Ranging from indoor games like chess to outdoor sports like football, the event brings under its ambit a variety of sports accommodating the diverse interests of students.

Trade Winds

Trade Winds is a platform for the students of IIFT to engage in healthy discussions on various topics concerning the domains of management. The event offers:

- (1) Engaging with a pool of outstanding industry leaders from diverse segments.
 - (2) Gaining strategic advantage by participating in healthy discussions.
 - (3) Updating oneself about the latest trends and practices in the market.
 - (4) Providing a platform to network with the most talented industry leaders and academicians.
- Trade Winds is not a conference - it is a platform for exchange of ideas.

Inaugural Session: The inaugural session of Trade Winds set the agenda for the upcoming sessions. The theme for the inaugural session was "Business Leader of Tomorrow - What are his/her unique challenges?" The Chief Guest for the ceremony was Mr. Sanjay Kapoor, Chairman, Micromax Informatics Ltd.

The Guest of Honour was Mr. Nishant K. Rao, Country Head, LinkedIn India, who shared his five mantras that would help the future leaders to stand out in the rapidly changing contemporary business environs.

National Finance Summit

The second session on the first day saw industry leaders from the world of finance converge to deliberate on the topic "Impact Investing in India: Evolution and Road Ahead". Mr. Amit Bhatia, Chief Executive Officer, Impact Investors Council, was the moderator for the panel discussion.

National Marketing Summit

The National Marketing Summit 2015 organized under the gamut of Trade Winds added an all new dimension to the aura of the three-day Annual Business Summit, held at the premises of the Indian Institute of Foreign Trade, New Delhi.

National Leadership Summit

The wheels for the second session of the day two got rolling by a captivating session by Prof. Rohit Mehtani, providing a rare panorama on the global economic diplomacy.

National HR Summit

The National HR Summit, Trade Winds 2015 in its maiden edition, with the theme "Talent Acquisition

Strategies in A Culturally Diverse Workplace” was organized successfully. The Summit efficiently captured the essence and nuances of managing cultural diversity while not losing sight of one’s core competencies.

National Operations Summit

The final Summit under the aegis of Trade Winds 2015, the National Operations Summit brought together veterans from various sectors to deliberate and discuss on the theme “Building A Customer Centric & Resilient Supply Chain through Innovation”.

Dubai Trade Conclave

The Ambassador of India to UAE H.E. Mr. T.P. Seetharam inaugurated the 3rd International Trade Conclave hosted by the Institute on the theme “GCC Trade and Investment Flows: Implications for the Indian Economy”.

IIFT has been successfully organizing Trade Conclaves involving the industry leaders of UAE over the last 3 years. This year the Conclave was of special importance in the light of the momentum generated by the visit of Shri Narendra Modi, Prime Minister of India, to UAE on 16-17 August 2015.

The Director and Vice-Chancellor of IIFT, Dr. Surajit Mitra in his opening remarks highlighted IIFT’s proactiveness in the domain of Trade over the last 52 years. IIFT has organized Trade Conclaves in Singapore in the past. He said, “Dubai has become the new financial capital of the world” and IIFT wants to leverage this opportunity that Dubai presents.

Dr. Mitra highlighted that the Trade patterns in the emerging economies have experienced significant transition due to the economic crisis. India’s trade with North America and Europe has gone down while it has risen with Africa, Latin America and the Middle East. He said that 75% of India’s trade with UAE is energy related and there is ample scope for trade diversification between the two countries. He expressed hope that GCC-India Free Trade Agreement will happen soon benefitting both the partners.

The Ambassador H.E. T.P. Seetharam reminisced the training he received as a young Foreign Service officer

at IIFT 34 years ago. IIFT is known for its training of various public service officers in India. He observed that Prime Minister Narendra Modi’s visit has created a paradigm shift. He referred to the joint statement issued by both the governments during the visit and stressed that implementation of the 31 action points is the key.

He mentioned that a high level delegation headed by the Commerce Minister of India, Smt. Nirmala Sitharaman, is visiting UAE on 6th of October and is meeting the Managing Director of Abu Dhabi Investment Authority Sheik Hamid Bin Zayed Al Nahyan. In the upcoming India-Africa Business Summit, the UAE has been invited as a special delegate. Therefore, it will also play an important role in the trade and investments.

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.

Trade Winds: Trade Winds is bi-annual 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 bi-annual magazine released by the Operations Club at IIFT. The magazine releases monthly newsletters elucidating its matters 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.

MarkMantra: MarkMantra releases quarterly marketing magazine that highlights the latest trends, chronicles the most jaw-dropping campaign 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.

Techtonix: Techtonix is a bi-annual 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 bi-annual released by the Pharma Health Care 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.

Koshish

The activities conducted by the social awareness cell are:

Van Mahotsava: A Tree Plantation drive in which students alongwith the Faculty participated and planted trees at Sanjay Van.

UDAAN, Skill India Initiative: Koshish in association with Teach for India conducted a Skill India Programme in which students from NGOs were given a lesson on Computer Basics.

IIFT KOLKATA IMF ACTIVITIES 2015-16

1. Campus Day

The 10th Campus Day of IIFT Kolkata and the first to be organized at its beautifully serene and lush new campus, was graced by Mr. Basudeb Banerjee, the Additional Chief Secretary, Home Department, Govt. of West Bengal and the Chief Guest on this occasion. Campus day is an important day in the life of an institution. It is the reflection of vision, mission, and values which the founders manifest not only in the physical being but also in its functioning. Mr. Banerjee promised that he would be taking up the issue of infrastructure development in the area surrounding the campus and would work towards the revival of the WTO Center in the Institute. Commemorating the occasion, various social welfare initiatives were taken up by the student fraternity. Koshish, the social awareness cell at IIFT, organized a Blood Donation Camp in association with Blood Connect and Association of Voluntary Blood Donors, West Bengal. The event also saw a beautifully executed street play by the students, aimed at creating awareness on blood donation. It highlighted the misconceptions among the people regarding blood donation.

In its endeavour to make IIFT's new premises a "green campus", Koshish organized another eco-friendly initiative "Greenmania-A Shade Greener" on 28 June 2015. Through this initiative, IIFT moved a step closer in becoming a Zero-Waste campus by recycling biodegradable waste into manure. A little something that will augment the flora around the campus and also help us in realizing the Swachh Bharat Abhiyan dream.

2. Vivaan

Indian Institute of Foreign Trade's Kolkata campus organized Vivaan, the first business summit in its new campus with pomp and grandiosity. The three-day event held from 4-6 September 2015 commenced at the sprawling new campus of IIFT in the presence of luminaries from a variety of backgrounds. True to its name, the first edition of the business summit ushered in a new era of IIFT with great enthusiasm from the academia. Students from renowned business schools across the country came together to demonstrate their mettle. Under the theme "Prism of Opportunities: India and the World", the three-day

AWARDS/COMPETITIONS WON BY IIFT STUDENTS DURING 2015-16

Sr. No.	Award/Competition	Company/B-School	Position
1	L&T OutThink Case Study Competition 2015	L&T	National Winner
2	CFA institute research challenge 2015	IAIT	National Finalist
3	Godrej LOUD 2015	Godrej	1st National Finalist Team and 2 Individual National Winners
4	Mahindra War Room 2015	Mahindra	Campus Finalists
5	3M, Invent A New Future Challenge	3M	5 National Finalists
6	Axis Moves	Axis Bank	National Winner
7	Business Standard Quiz 2015	Business Standard	Campus Winners
8	CII Inquizzite	CII	Regional Finalist
9	Jigyasa-Education Sector Research Competition	Government of Bihar	National Winners
10	I Lead India Youth Brigade, a Times of India Initiative	Times of India	Finalist (Top 16)
11	Finatics – A finance case study competition conducted by DMS, IIT Delhi	IIT Delhi	National Finalists (Top 6)
12	Equity Research Report Competition in Finalize Competition at FMS Delhi	FMS Delhi	National Finalists (Top 8)
13	HUL Carpe Diem 2015	HUL	Campus winners and National Finalists
14	PEPSICO Apprentice 2016	PEPSICO	National Finalists (2nd round)
15	Case Study Competition by SABMiller 2015	SABMiller	National Finalist
16	The RBI Policy Challenge	RBI	National Finalists & North Zone Winners
17	Tata Ingenious	TATA Steel	National Finalists
18	L'Oreal Brandstorm 2015	L'Oreal	Campus Finalists
19	CRISIL Young Thought Leader	CRISIL	National Runner-Up
20	"Women in Finance" - Goldman Sachs	Goldman Sachs	National Finalists
21	Economic Times Young Leader programme	Economics Times	Campus Ambassador
22	Stirfry Challenge	SH Group	Runners-Up
23	Financial Literacy Quiz 2016	NISM and Birla Sunlife Mutual Fund	2nd Runners-Up (Nationals)
24	Ignite Competition 2015	Shopclues	Runners-Up
25	Consulting Knights Case Study Competition	The Boston Consulting Group (BCG)	National Finalists
26	TCS Case Wiz 2015	TCS	National Finalists
27	Reliance Quiz-a-Thon	Reliance	National Winners
28	CII HR Quotient 2015	CII	National Finalists
29	Citi Woman Leader Awards 2015	Citi Bank	National Winner
30	Vodafone Excelsior	Vodafone	2nd Runners-Up (Nationals)
31	Amazon Customer Excellence (ACE)	Amazon	National Runners Up
32	Deloitte Maverick 2015	Deloitte	North Zone Finalists
33	Titan Elevate	Titan Company Ltd	National Winners
34	Colgate Transcend	Colgate Palmolive	Regional Finalists
35	Airtel Icreate	Airtel	National Finalists
36	The Deal	J.P.Morgan Chase	National Runners Up
37	Dewang Mehta Awards	Dewang Mehta	Best Student in Management
38	Data Premier League	Latent View	National Winners

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:

Sr. No.	Speaker	Designation	Company
1	Aashish Chandorkar	Director	Capgemini
2	Adwaith N.	Talent Acquisition	Mondelez
3	Ajeet Mehta	Country General Manager	Microsoft Devices
4	Amarjeet Singh Batra	CEO	OLX
5	Anand Rohtagi	Senior Vice President	Synergy Consulting Inc
6	Anil Raina	Country Manager (India and South Asia)	Genzyme
7	Annaswamy Vaidheesh	India MD	GSK Pharma
8	Anshul Sharma	Head, Portfolio and Industry Analysis	RBL
9	Ashish Kaul	Vice President	Hinduja Group
10	Atul Tewari	COO	Quikr
11	Avijit Goel	Business Head, New Country Development	Marico
12	Biswaroop Padhi	Chief Marketing Officer and Principal Partner	Square Yards
13	Captain SR Patnaik	CEO	ISL
14	Chris Oberoi	Managing Director, Global Investment Research Division	Goldman Sachs
15	Dinesh Deo	CEO	BNY Mellon
16	Geetraj	Global Group Head	MT Meru
17	Harsh Chitale	CEO	Philips Lightning Solution
18	J. Suresh	CEO	Arvind Brands
19	Jaideep Agarwal	National HR Director	Deloitte USI
20	Janardhanan Ramanujalu	Vice President, South Asia & Australia	Sabir
21	Jeevan Prakash Achar	Director for Presales Strategic Programs and Operations	SAP India
22	Lalit Jain	General Manager & Business Head	Spencer
23	Macleon Raphael	CHRO	3M
24	Maneesha Jha Thakur	Group Head, HR	Edelweiss
25	Manoj Kumar	MD, GSK Consumer Healthcare	GlaxoSmithKline
26	Manoj Kumar	MD and CEO	Ricoh
27	Manu M.	CEO	Cloudtail
28	Mathew Cyriac	Senior Managing Director	Blackstone India
29	Milind Pant	President	Yum Brands
30	Nataraja Subramanian	Director	Meibach
31	Naveen Gupta	Head, Indonesian and Middle Eastern Businesses	Godrej

Sr. No.	Speaker	Designation	Company
32	Neeraj Aggarwal	Senior Partner & Director	Boston Consulting Group
33	Nikhil Goyal	Country Head	Deshbandhu Group
34	Nitasha Devasar	Managing Director	Taylor & Francis
35	Nitin Kalothia	Director - Manufacturing & Process Consulting	Frost & Sullivan
36	Nitin Kochchar	AVP, Category	ShopClues
37	Nitin Seth	Country Head & MD	Fidelity Worldwide Investment
38	Pedro Aidar	President	AbInBev
39	Prabal Chakraborty	Vice President & Managing Director	Boston Scientific
40	Pradip Saha	India Head for Material Procurement and Sourcing	Colgate Palmolive
41	R. Suresh	Managing Director	RGF
42	Raghunandan	Co-Founder	Taxi For Sure
43	Rajashree Birla	Director on the Board	Aditya Birla Group
44	Rajiv Sodhi	MD & VP - GoDaddy India & Australia	GoDaddy
45	Rajnish Wahi	Senior Vice President, Corporate Affairs & Communication	Snapdeal
46	Rakesh Sharma	President, International Business	Bajaj Auto
47	Rakshit Hargave	MD	Nivea
48	Ramachandran Raman	Chairman & Managing Director	BASF
49	Ranjan Wadhwa	Head, HR	Fidelity Management Research
50	Ritu Lal	Director, Business Development	Amplus Solar
51	Ronesh Puri	Managing Director	Executive Access
52	S. 'Venky' Venkatesh	Group President, HR	RPG
53	Saad Ahmed	India, BD Lead	UBER
54	Sanjiv Mehta	CEO, MD	HUL
55	Saurabh Mittal	Senior Vice President	Fractal Analysis
56	Shankar Gupta	Executive Director, President & CEO	ACG Worldwide
57	Shoaib Ahmed	President	Tally Solutions
58	Shumone Chatterjee	Managing Director	SC Johnson
59	Sumeet Khanna	Regional Sales Director	Microsoft India
60	Sumit Sharma	COO	Lacoste
61	Supriyo Sinha	Vice President and Business Head, BP and Ebela	ABP
62	Sushobhan Dasgupta	Managing Director	J&J Medical
63	Varun Khanna	MD	Becton Dickinson
64	VC Agrawal	Group President, HR & Management	RPSG
65	Vidmay Naini	Director & Business Head (Market Places)	eBay India
66	Vikas Srivastava	Managing Director	Johnson & Johnson
68	Vikram Gupta	Founder and MD	Ivy Cap Ventures
69	Vinod Kumar Pathak	Partner	Accenture Strategy
70	Vipin Kataria	Head, Bread Business	Britannia Industries Ltd
71	Viren Shetty	Senior VP, Strategy & Planning	Narayana Healthcare
72	Vivek Gambhir	MD	GCPL
73	Yuvaraj Srivastava	Chief Human Resources Officer	MakeMyTrip

Foreign Trade Library

DELHI CAMPUS

THE Foreign Trade Library is a knowledge bank of information and resources on International Business & Economic Environment which are accessible in printed as well as e-form to its readers for their reference. It continued with its endeavor to add to its collection of specialized publications, reports, databases, e-journals, print journals, articles, etc. and get itself updated regularly. Presently, the Library has an impressive collection of 1,02,900 resources that comprises 75,964 books/CDs-volumes, 17,531 bound periodicals, and 255 periodicals on the subjects including Statistical Theory, Banking, Industries, Management, Marketing, Consumerism, Geopolitical Economic System, Services, Computers, IT, Trade, Science & Technology, Transport & Business Communications, etc. The Library is also having 40,500 articles on above areas. In addition to these, its collection includes Research Reports, Company Reports, Statistical Annual publications, Case Studies CD-ROMs, Video-Cassettes, etc. The Library has a special collection on **e-resources** for both the Centres in Delhi and Kolkata and it is also having a specialized **WTO Resources 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 acquisitions during 2015-16 is given below:

POSITION OF LIBRARY ACQUISITIONS DURING 2015-2016		
Section	Acquisition in 2015-16	Total as on 31-3-2016
Books, Reports, Video Cassettes & CD-ROMs	840	75,964
Documents	-	9,122
Bound volumes of periodicals (incl. journals received free of cost)	50	17,531
Subscribed/Complimentary Journals	3	255
Databases/Online Sites Including Complimentary e-Journals	-	27
Total	893	102,900

e-Resources

In order to facilitate round the clock online access to information to its readers for its both centres, i.e. Delhi and Kolkata, the Library is also subscribing 27 online and offline databases like Capataline Plus, CMIE databases (Prowess, India Trade and Industry Analysis Service), Commodity Price Bulletin, DGCIS Statistics, Epharmail, IFS, India Stat.com, Inside Trade.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 Bloomberg Terminals. 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. wherever it is available by clicking on the symbol 'e' (internet).

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 WTO and related issues. The Centre fulfills the needs of research scholars, policy-makers and academicians



on the issues relating to WTO and its implications for India. The Centre has a rich collection of books, reports, journals, video cassettes, CD-ROMs and news items/articles on WTO and related issues. It also 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, both Indian and foreign, make use of the Library for their Doctoral and Post-doctoral research work.

KOLKATA CAMPUS LIBRARY

The library at Kolkata Campus is gradually growing with resources of traditional type as well as electronic and virtual information. It includes above 3500 books and CDs and above 70 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, 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 the users throughout the year except the Government holidays.

e-brary

The Library is enriched with its virtual resources, called the *e-brary*, which is accessible round the clock.

A large number of full text journal articles, industry 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 2015-2016

Section	Acquisition in 2015-16	Total as on 31-3-2016
Books (Complimentary & Purchased)	218	3640
Journals Printed (Complimentary & Purchased)	10	73
Bound Volumes	298	1254
Databases/Online resources	Combined subscription from Delhi campus	Same as Delhi campus
Total	526	4967

Computer Centres at IIFT



Shri Anup Wadhawan, DGFT, inaugurating the Online Certificate Programme in Export & Import Management under Niryat Bandhu Scheme

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 Microsoft Lync Communication, Oracle, VB, Microsoft project, Java, SPSS, E-Views, SAS, etc. India Trade & Prowess databases from CMIE are also available on the Institute's network.

IIFT has its Data Centre equipped with Unified Storage, Virtualised Server Environment, Web

Servers, Email Servers, etc. For its internet requirements, the IIFT avails 125 MBPS leased line from two different ISPs on load balancing. The Server infrastructure of the Institute comprises: Three CISCO Servers with EMC unified storage system; Three HP Servers; and Two Dell Servers.

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

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

The Institute has a multi-tiered network infrastructure in place. Buildings inside the campus are well connected with fiber network. The network infrastructure is at layer 3 switching level that helps to

interconnect all components together on one platform. Institute's network is also supplemented with managed Wi-Fi supporting 802.11n and standards. Over 1500 users have access to this network. Apart from this, classrooms are adequately equipped with LCD projectors and PCs.

Launching of Online Certificate Programme in Export and Import Management under Niryat Bandhu Scheme

In September 2015, IIFT in collaboration with DGFT, successfully launched an Online Certificate Programme in Export & Import Management under Niryat Bandhu Scheme. This programme serves the twin objective of "Digital India" and "Skill India". Till February 2016, five batches of programme have been conducted for nearly 300 participants.

Implementation of Virtual Private Network & Anti-Plagiarism check tools for faculty members & Ph.D. scholars:

In October 2015, Computer Centre implemented Virtual Private Network (VPN) to access Library databases from remote and Turnitin, Anti-Plagiarism check tool to check plagiarism for faculty members and Ph.D. Scholars.

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 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 personal details, dependant details, etc. This portal also facilitates downloading of various forms related to Finance & Administration.

(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.

(f) Online Psychometric Tests: Developed software for online Psychometric tests and conducted online personality profiling for more than 250 candidates including the participants of different MDPs and 500 online profile tests.

(g) Virtual Classroom Portal for WTI CWS: A portal for Regional WTI for Centre for WTO Studies that includes course materials, planners, discussion forums, polls, WTO resources, etc.

Kolkata Campus

Computer lab at IIFT Kolkata is well equipped with computers for student access. WiFi services are also made available to the students in the campus. Libsys, Prowess, India Trades services have been facilitated locally whereas other web services are being facilitated to IIFT Kolkata over NLD line.

Publications

THE Institute has brought out the following periodicals/publications during the year 2015-16, in addition to various brochures, prospectus and folders:

Foreign Trade Review

The Institute's quarterly journal, *Foreign Trade Review (FTR)*, is an international quarterly journal published by SAGE Publication. The journal aims to address critical issues concerning international trade, business, economics and cross border transaction of investment flows. In January 2016, FTR has completed 50 years 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, *Focus WTO* to fill this void.

Each issue of quarterly journal *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 four 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



carries Book/Paper Reviews publications on WTO and related issues and the fourth 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 is eligible to submit the paper as a working paper of IIFT. All working papers are refereed. So far 30 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. Five issues released so far have been disseminated across an audience base cutting across policy, industry, think tanks and academia.

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Research Papers published by IIFT Faculty

Dr. (Mrs.) Satinder Bhatia, Chairperson

- Published the paper on "Investment Climate in Financial Services in Africa" as IIFT Working Paper – W.P. No: F1-15-29, May 2015.

Conference Paper Presentation

- "India-Africa Value Chains" at the Conference on India-Africa Trade & Investment Contours held at IIFT Campus, New Delhi in July 2015.
- "Faculty Development Initiatives in Africa on Asian Studies-Key to Integration" at the International Conference on Africa-Asia-A New Axis of Knowledge, organized at Accra, Ghana from 24-26 September 2015.
- "India-Africa Trade Enhancement Strategies" at the Strategic Management Forum held at IIFT Campus, New Delhi, December 2015.

Dr. Rakesh Mohan Joshi, Chairperson

Conference Paper Presentation

- "World Trade Volatility and India's Dairy Exports", theme paper in the *Conference Souvenir*, February 2016.
- "Worldwide Slump in Dairy Prices Looms large over Indian Dairy Industry", *Indian Dairyman*, March 2016.

Dr. K. Rangarajan, Head & Professor (Kolkata Campus)

Chapter in Edited Book

- Reviewer of a book proposal titled "Innovation and Strategic Marketing for Indian MSMEs" under Springer publication.

Conference Paper Presentation

- "Healthcare improvement through Healthcare

Financing and Innovation Strategy: The INSECT Framework" (Co-author: Dr. Rohit Kumar) presented at 12th International Research Conference on Quality, Innovation and Knowledge Management at IIM, Indore 22 April 2016).

- "Use of process patent as a strategy in global business" (Co-author: Ms. Sutopa Lahiri) presented at Academy of International Business (AIB) Indian Chapter Conference-2016, at QIK Healthcare Symposium, New Delhi, 17 February 2016.
- "Transparency in End-to-End Logistics" in National Shipping Board AGM, Goa, 7 April 2016.
- Speaker for Sanjoy Sen Memorial Lecture held at the Indian Science Congress Association (in honour of its President Late Mr. Sanjoy Sen, an eminent industrialist) at Central Leather Research Institute, 25 January 2016.
- Delivered speech at Indian Leather Products Association, Kolkata, 11 February 2016).

Dr. Pooja Lakhanpal, Associate Professor

Conference Paper Presentation

- Social and Environmental Standards for the World Economy: Examining the Role of India's CSR Policy in Setting Social & Environmental Standards at Conference on Social and Environmental Standards for the World Economy, German Development Institute (DIE), April 2015.

Dr. Prabir Kumar Das, Associate Professor

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Dr. Rajender Prasad Sharma, Associate Professor
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Dr. Saikat Banerjee, Associate Professor
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Dr. M. Venkatesan, Associate Professor

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Dr. Jayanka Kumar Seal, Associate Professor
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Dr. Deepankar Sinha, Associate Professor
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- Review of efficiency of k-means algorithm on studies related to cardio vascular diseases (Submission No: IC 15/009), Fourth IIMA International Conference on Advanced Data Analysis, Business Analytics and Intelligence, 11 - 12 April 2015, Ahmedabad.

Dr. Ruppel Walia Sharma, Consultant at Associate Professor level

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Dr. B.K. Sahu, Assistant Professor

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Dr. Bibek Ray Chaudhuri, Assistant Professor

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Ms. Chandni Raina, Professor

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- Submissions to the UN High Level Panel on Access to Medicines

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Dr. Sachin Kumar Sharma, Assistant Professor

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- Agricultural investment and Farm livelihood in India and Africa under WTO regime, paper presented at Conference on India-Africa Trade and Investment Contours, 15 July, Indian Institute of Foreign Trade, Delhi, India.



राजभाषा हिंदी की गतिविधियां

52ND
ANNUAL
REPORT
2015-2016



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 2015-16 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, कार्यालय ज्ञापन, अधिसूचनाएं, संविदाएं, करार, टेंडर के फार्म और नोटिस, नियम, संसद के सदन पर प्रस्तुत किए सरकारी कागज व प्रशासनिक रिपोर्ट आदि द्विभाषी रूप में जारी की गई।
- 2. राजभाषा नियम, 1976 के नियम 11 का अनुपालन** – संस्थान के कोड, भर्ती नियम, संविधान, पुस्तकालय नियम व विनियम, अंशदायी भविष्य निधि नियम, सेवाओं की हस्तपुस्तिका, नागरिक प्राधिकार, परामर्श नियम, पुस्तकालय नियम व विनियम, आदि द्विभाषी रूप से उपलब्ध हैं तथा इन सभी दस्तावेजों को द्विभाषी रूप में संस्थान की वेबसाइट पर अपलोड किया गया।

- (क) सभी साइनेज, रबड़ की मोहरें, नाम पट्ट, लोगो, सीलें, पत्र शीर्ष, विजिटिंग कार्ड आदि द्विभाषी रूप से तैयार किए गए।
- (ख) संस्थान में कर्मचारियों द्वारा उपयोग में लाए जाने वाले सभी प्रपत्र, जैसे अवकाश आवेदन, चिकित्सा प्रतिपूर्ति बिल, यात्रा रियायत बिल, वाहन व्यय, ट्यूशन फीस प्रतिपूर्ति, इत्यादि पूरी तरह हिंदी और अंग्रेजी में संस्थान की वेबसाइट पर अपलोड किए गए।
- (ग) संस्थान में आयोजित होने वाले प्रशिक्षण कार्यक्रमों के सभी प्रवेश पत्रों को द्विभाषी रूप में तैयार किया गया।

- 3. राजभाषा नियम, 1976 के नियम 5 का अनुपालन** – संस्थान के सभी अनुभागों/विभागों में प्राप्त हिंदी पत्रों का उत्तर हिंदी में ही दिया गया।
- 4. पत्राचार की स्थिति** – संस्थान 'क' क्षेत्रा में स्थित है इस प्रकार "क" और "ख" क्षेत्र में अधिक से अधिक पत्राचार हिंदी/द्विभाषी रूप में किया गया। इस प्रकार संस्थान में हिंदी पत्राचार की स्थिति संतुष्टिपूर्ण रही।

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

6. **प्रशिक्षण कार्य** – राजभाषा नियमों के अंतर्गत सेवाकालीन प्रशिक्षण के लक्ष्य को शत प्रतिशत पूरा करने हेतु हिंदी आशुलिपिक प्रशिक्षण के लिए शेष कर्मचारियों को नामित किया गया। इन कर्मचारियों ने सफलतापूर्वक प्रशिक्षण पूरा किया तथा सभी सफल प्रशिक्षणार्थियों को सरकार की ओर से मिलने वाले वित्तीय लाभ दिए गए। प्रशिक्षित सभी कर्मचारियों से संस्थान में अधिक से अधिक हिंदी में काम लिया जा रहा है।

7. **शिक्षण कार्यक्रम** – संस्थान में प्रबंधन विकास कार्यक्रमों के अंतर्गत देश के विभिन्न स्थानों से आए डीजीएफटी के अधिकारियों को हिंदी माध्यम से अंतरराष्ट्रीय व्यवसाय में सघन शिक्षण/प्रशिक्षण दिया गया।

8. **नराकास की बैठक** – संस्थान 'क' क्षेत्र में स्थित होने के कारण माननीय संसदीय राजभाषा समिति द्वारा गठित नगर राजभाषा कार्यान्वयन समिति (नराकास) का सदस्य कार्यालय है। संस्थान ने वर्ष के दौरान नराकास द्वारा समय-समय पर आयोजित सभी बैठकों में अपनी भागीदारी दर्ज की। इसके अतिरिक्त, नराकास द्वारा संस्थान के हिंदी अधिकारी को सात सदस्य कार्यालयों की छमाही रिपोर्ट की समीक्षा व इन कार्यालयों में राजभाषा के कार्यान्वयन का दायित्व दिया गया जिसका सफलतापूर्वक निर्वहन किया गया। वर्ष के दौरान नराकास सदस्य- कार्यालयों द्वारा विभिन्न प्रतियोगिताएं जैसे निबंध लेखन, प्रश्नोत्तरी, श्लोक लेखन, आशु भाषण का आयोजन किया गया। समय-समय आयोजित इन प्रतियोगिताओं में संस्थान के कर्मचारियों ने अपनी सहभागिता दर्ज की व पुरस्कार प्राप्त किए।

9. **हिंदी में प्रकाशन** – संस्थान की वार्षिक रिपोर्ट वर्ष 2014-15 का हिंदी में प्रकाशन किया गया। हिंदी कक्ष द्वारा गृह-पत्रिका 'यज्ञ' अंक-8 वर्ष 2015 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।

10. **तिमाही बैठक** – वर्ष 2015-16 के दौरान राजभाषा नियमों के अनुपालनार्थ प्रत्येक तिमाही में निदेशक महोदय की अध्यक्षता में विभागीय राजभाषा कार्यान्वयन समिति की



डॉ. सुरजित मित्रा, निदेशक हिंदी सप्ताह की प्रतियोगिता की विजेता को पुरस्कार प्रदान करते हुए

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-मार्च	16 मार्च 2016
अक्टूबर-दिसम्बर	30 दिसम्बर 2015
जुलाई-सितम्बर	29 सितम्बर 2015
अप्रैल-जून	30 जून 2015

11. **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 गई। वर्ष 2015-16 में हिंदी कार्यशालाओं की तिथि इस प्रकार हैं :

तिमाही आयोजन की तिथि

जनवरी-मार्च	31 मार्च 2016
अक्टूबर-दिसम्बर	15 दिसम्बर 2015
जुलाई-सितम्बर	4 सितम्बर 2015
अप्रैल-जून	8-12 जून 2015

12. निरीक्षण – 20 अगस्त 2015 को संसदीय राजभाषा समिति की आलेख एवं साक्ष्य उप-समिति द्वारा संस्थान में राजभाषा कार्य का निरीक्षण किया। इस दौरान समिति को दिए गए सभी आश्वासनों को पूरा किया गया।

13. संस्थान में हिंदी सप्ताह – संस्थान के दिल्ली परिसर में 14-21 सितम्बर 2015 के दौरान हिंदी सप्ताह का आयोजन किया गया। राजभाषा हिंदी के अधिकाधिक प्रचार-प्रसार अंतर्गत प्रोत्साहन के रूप में निबंध लेखन, प्रश्नोत्तरी लिखित एवं मौखिक तथा हिंदी टिप्पण प्रारूपण जैसी प्रतियोगिताओं का आयोजन किया गया। पुरस्कार विजेता कर्मचारी निम्न प्रकार हैं:

(क) निबंध प्रतियोगिता के प्रथम चार पुरस्कार विजेता कर्मचारी		
श्री अतुल कुमार	प्रथम पुरस्कार	₹1,500
श्रीमती दीपा पी.जी.	प्रथम पुरस्कार	₹1,500 (हिंदीतर)
श्री बरून भट्टाचार्य	द्वितीय पुरस्कार	₹1,300 (हिंदीतर)
श्रीमती ऋचा दुआ	द्वितीय पुरस्कार	₹1,300
(ख) प्रश्नोत्तरी प्रतियोगिता के पुरस्कार विजेता कर्मचारी		
श्री संजीव कुमार	प्रथम पुरस्कार	₹1,500
श्री मनोज मरोठिया	द्वितीय पुरस्कार	₹1,300
श्री एस.एस. भारद्वाज	तृतीय पुरस्कार	₹1,200
(ग) हिंदी टिप्पण प्रारूपण प्रतियोगिता के पुरस्कार विजेता कर्मचारी		
श्री जितेंद्र सक्सेना	प्रथम पुरस्कार	₹1,500
श्रीमती दीपा पी.जी.	प्रथम पुरस्कार	₹1,500 (हिंदीतर)
श्री बरून भट्टाचार्य	द्वितीय पुरस्कार	₹1,300 (हिंदीतर)
श्री संजय वर्मा	द्वितीय पुरस्कार	₹1,300

14. कवि सम्मेलन – हिंदी सप्ताह के अंतर्गत कार्यक्रमों की श्रृंखला में कवि सम्मेलन का आयोजन किया गया जिसके दौरान श्री नित्यानन्द तुषार व उनके साथी कवियों को आमंत्रित किया गया। कार्यक्रम का उद्देश्य हिंदी कविता के माध्यम से समाज व इतिहास के पहलुओं पर प्रकाश डालते हुए हिंदीमय वातावरण तैयार करना था।

15. समापन समारोह – संस्थान के निदेशक डॉ. सुरजित मित्रा ने हिंदी सप्ताह के समापन समारोह पर आए सभी मेहमानों का स्वागत किया तथा प्रतियोगिताओं के सहभागी विजेताओं को नगद पुरस्कार व प्रमाण-पत्र प्रदान किए। हर वर्ष की भांति सांस्कृतिक रंगारंग कार्यक्रम का आयोजन किया गया।

कोलकाता परिसर में हिंदी सप्ताह

संस्थान के कोलकाता सेंटर पर 14-21 सितम्बर 2015 के दौरान हिंदी सप्ताह का आयोजन किया गया। इस दौरान प्रश्नोत्तरी, कविता पाठ, निबंध लेखन व आशु भाषण प्रतियोगिताएं आयोजित की गईं। पुरस्कार विजेता कर्मचारी इस प्रकार हैं:

(क) आशु भाषण प्रतियोगिता के प्रथम दो पुरस्कार विजेता कर्मचारी		
श्री अमित कुमार घोषाल	प्रथम पुरस्कार	₹1,200
श्रीमती नीलम शाह	द्वितीय पुरस्कार	₹1,000
(ख) प्रश्नोत्तरी प्रतियोगिता के पुरस्कार विजेता कर्मचारी		
श्रीमती नीलम शाह	प्रथम पुरस्कार	₹1,200
श्री ब्रतीन सरकार	प्रथम पुरस्कार	₹1,200
डॉ. टी.पी.घोष	द्वितीय पुरस्कार	₹1,000
डॉ. बीबेक राय चौधुरी	द्वितीय पुरस्कार	₹1,000
(ग) निबंध प्रतियोगिता के प्रथम दो पुरस्कार विजेता कर्मचारी		
श्रीमती नीलम शाह	प्रथम पुरस्कार	₹1,200
श्री अभय पण्डित	द्वितीय पुरस्कार	₹1,000
(घ) कविता पाठ प्रतियोगिता के प्रथम दो पुरस्कार विजेता कर्मचारी		
श्रीमती नीलम शाह	प्रथम पुरस्कार	₹1,200
श्री पिनाकी भट्टाचार्य	द्वितीय पुरस्कार	₹1,000

समापन समारोह

21 सितम्बर 2015 को कोलकाता परिसर अध्यक्ष डॉ. के. रंगराजन द्वारा प्रतियोगिता विजेताओं को प्रोत्साहित करते हुए प्रमाण-पत्रा व नकद पुरस्कार प्रदान किए तथा अपने भाषण में संस्थान के प्रशासनिक कार्यों में अधिकाधिक राजभाषा हिंदी के कार्यान्वयन पर बल दिया।



ANNUAL ACCOUNTS

2015-16

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

Report on the Financial Statements

We have audited the attached Balance Sheet of the Indian Institute of Foreign Trade (Institute) as at March 31, 2016, Income and Expenditure Statement and Receipts & Payments Account for the year ended on that date annexed thereto and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance and Receipts & Payments of the Institute in accordance with the Generally Accepted Accounting Principles in India. This responsibility includes the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement. An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Institute's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion and to the best of our information and according to the explanations given to us, the Balance Sheet, Income & Expenditure Statement and Receipts & Payments Account read together with the Schedules thereon give a true and fair view in conformity with accounting principles generally accepted in India.

- (a) In the case of Balance Sheet, of the state of affairs of the Institute at March 31, 2016;
- (b) In the case of Income and Expenditure Statement, of the Surplus of the Institute for the year ended on that date.
- (c) In the case of the Receipts and Payments Account, on the receipts and payments of the Institute for the year ended on that date.

Emphasis of Matter

We draw attention to note VII of Notes to Accounts (Schedule 17) where the Institute 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 31-3-2013, pending the reconciliation of such differences, we are unable to comment on gross block, net block and accumulated depreciation of fixed assets as at 31-3-2016 and depreciation for the year 2015-16 of the Institute.

Further, we draw attention to note IX and X of Notes to Accounts (Schedule 17) and note below schedule IA, which relate to certain non-reconciled accounts, confirmations relating to income, current assets, loans and advances, current liabilities and debit and credit balances which needs reconciliation and confirmation.

We further 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 law have been maintained by the Institute so far as appears from our examination of these books;
- (c) The Balance Sheet, Income & Expenditure Statement and Receipts and Payments Account dealt with by this report are in agreement with the books of account.

708 Surya Kiran
19 Kasturba Gandhi Marg
New Delhi-110001
Dated: 15 September 2016

For S. Ramanand Aiyar & Co.
Chartered Accountants
Firm Registration No. 000990N
sd/-
(R. Balasubramanian)
Partner
Membership No. 080432

INDIAN INSTITUTE OF FOREIGN TRADE

BALANCE SHEET AS AT 31ST MARCH 2016

(Amount : ₹)

Particulars	Schedule	31-03-2016	31-03-2015
CORPUS / CAPITAL FUND AND LIABILITIES			
Corpus, Capital & Other Funds	1	2,98,31,69,995	2,21,12,84,567
Earmarked / Endowment Funds	2	2,97,56,549	2,79,22,791
Current Liabilities and Provisions	3	24,58,06,956	22,80,97,710
Interunit Balance	1A	12,45,753	–
TOTAL		3,25,99,79,253	2,46,73,05,068
ASSETS			
Fixed Assets	4	79,02,56,582	32,72,62,343
Investments in Earmarked Funds	5	2,97,56,549	2,79,22,791
Investments in Others	6	1,55,19,37,468	68,12,41,857
Interest Accrued on Investments	7A	17,36,02,356	14,18,21,925
Current Assets, Loans, Advances, etc.	7	71,44,26,298	1,28,90,56,152
TOTAL		3,25,99,79,253	2,46,73,05,068
Significant Accounting Policies	16		
Contingent Liabilities and Notes on Accounts	17		

As per our report of even date attached

For **S. Ramanand Aiyar & Co.**
Chartered Accountants
Firm Registration No. 000990N

sd/-
R. Balasubramanian
Partner
Membership No. 080432

Place: New Delhi
Dated: 15 September 2016

For & on behalf of Indian Institute of Foreign Trade

sd/-
Dr. SURAJIT MITRA
Director

sd/-
Dr. PRAMOD K. GUPTA
Registrar

INDIAN INSTITUTE OF FOREIGN TRADE

**INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED
ON 31ST MARCH 2016**


(Amount : ₹)

Particulars	Schedule	31-03-2016	31-03-2015
A. INCOME			
Income from Services	8	66,62,82,438	64,69,47,037
Grants (Revenue grant utilized during the year)	9	-	3,97,00,000
Grant – Centre for WTO Studies	9A	16,52,00,000	8,00,00,000
Income from CWS	9B	44,96,702	1,36,58,869
Fees / Subscriptions	10	33,263	79,723
Income from Royalty, Publications, etc.	11	2,18,623	1,04,438
Interest Earned	12	8,00,97,085	6,05,75,390
Interest Accrued on Investments	12A	8,49,56,533	5,24,30,813
Other Income	13	20,84,551	47,86,188
TOTAL (A)		1,00,33,69,195	89,82,82,458
B. EXPENDITURE			
Establishment Expenses	14	21,66,17,685	20,13,94,179
Other Administrative Expenses, etc.	15	21,12,04,341	23,56,89,959
Depreciation – (Corresponding to Schedule 4)		1,25,73,417	93,62,304
Prior-Period Items (Net)	15A	3,40,74,567	51,27,951
Expenses for Centre for WTO Studies	15B	9,51,01,746	8,40,20,726
TOTAL (B)		56,95,71,756	53,55,95,119
Balance being excess of Income over Expenditure (A–B)		43,37,97,439	36,26,87,339

As per our report of even date attached

For **S. Ramanand Aiyar & Co.**
Chartered Accountants
Firm Registration No. 000990N

sd/-
R. Balasubramanian
Partner
Membership No. 080432

Place: New Delhi
Dated: 15 September 2016

For & on behalf of Indian Institute of Foreign Trade

sd/-
Dr. SURAJIT MITRA
Director

sd/-
Dr. PRAMOD K. GUPTA
Registrar

INDIAN INSTITUTE OF FOREIGN TRADE

**RECEIPTS AND PAYMENTS ACCOUNT FOR THE YEAR ENDED
ON 31ST MARCH 2016**

(Amount : ₹)

Receipts	31-03-2016	31-03-2015	Payments	31-03-2016	31-03-2015
I. Opening Balances			I. Expenses		
(a) Cash and Stamps in Hand	442	84	(a) Establishment Expenses	20,12,45,319	17,61,85,631
(b) Bank Deposits			(b) Administrative Expenses	53,27,85,275	46,05,18,628
(i) Current Accounts	(11,74,741)	(77,68,864)	II. Investments and Deposits made		
(ii) Deposit Accounts (STD)	1,10,32,32,609	64,18,78,164	(a) Out of own Funds		
(iii) Saving Bank	1,72,480	11,722	(Investments - Others)	97,38,65,124	11,54,00,000
II. Grants Received			III. Expenditure on Fixed Assets & Capital Work-in-progress		
(a) From Government of India	33,25,00,000	36,56,00,000	(a) Purchase of Fixed Assets	27,92,92,477	43,20,685
III. Income on Investments from			IV. Other Payments	6,84,72,544	6,74,40,357
(a) Earmarked/ Endowment Funds	—	—	V. Closing Balances		
IV. Interest Received			(a) Cash & Stamps in Hand	288	442
(a) On Bank Deposits	10,84,03,875	6,70,24,784	(b) Bank Deposits		
(b) Loans, Advances, etc.	3,162	—	(i) Current Account	11,76,64,041	(11,74,741)
V. Other Income			(ii) Deposit Account (STD)	49,01,98,136	1,10,32,32,609
(a) Market Survey / Seminar Fee, Training Fee / Property Income	87,94,04,284	70,33,28,050	(iii) Saving Account	2,15,55,707	1,72,480
VI. Other Receipts			TOTAL	2,68,50,78,911	1,92,60,96,091
(a) Maturity of FD	20,55,66,454	3,44,77,595			
(b) Miscellaneous	5,69,70,347	12,15,44,556			
VII. Sale of Fixed Assets	—	—			
TOTAL	2,68,50,78,911	1,92,60,96,091			

As per our report of even date attached

For & on behalf of Indian Institute of Foreign Trade

For **S. Ramanand Aiyar & Co.**

Chartered Accountants

Firm Registration No. 000990N

sd/-

R. Balasubramanian

Partner

Membership No. 080432

Place: New Delhi

Dated: 15 September 2016

sd/-

Dr. SURAJIT MITRA

Director

sd/-

Dr. PRAMOD K. GUPTA

Registrar

INDIAN INSTITUTE OF FOREIGN TRADE

SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2016

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SCHEDULE 1: CAPITAL, CORPUS FUND & OTHER FUNDS

(Amount : ₹)

Particulars	31-03-2016		31-03-2015	
A. CAPITAL FUND				
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
Capital Grant for Construction of Hostel C-9		2,86,00,000		2,86,00,000
Capital Grant for Land at Maidan Garhi		26,28,00,000		—
Leasehold Land at Kolkata		1		1
Capital Grant for Construction of Kolkata Campus	53,89,93,065		15,52,04,063	
Add: Additions during the year	6,97,00,000		69,70,205	
Add: Adjustments	—	60,86,93,065	37,68,18,797	53,89,93,065
Capital Grant for setting up MSME Shimla	1,13,00,000		—	
Add: Additions during the year	75,00,000	1,88,00,000	1,13,00,000	1,13,00,000
Grant for setting up of IIAFT (Uganda)		42,50,000		42,50,000
Balance of other grants as at beginning of the year	22,00,80,856		22,81,22,650	
Less: Transferred to Gratuity Reserve Fund / Leave Encashment Reserve Fund	83,82,638		80,41,794	
Balance of other grants as at the end of the year		21,16,98,218		22,00,80,856
Donated Asset Fund				
Donated Assets Opening Balance	3,686		7,349	
Less: Depreciation	3,669	17	3,663	3,686
Permanent Membership				
Permanent Membership Opening Balance	1,22,70,394		1,17,57,626	
Add: Interest (less adjustments)	—	1,22,70,394	5,12,768	1,22,70,394
B. CORPUS FUND				
Balance as at the beginning of the year	1,16,24,04,328		80,10,47,288	
Add: Balance of net income transferred from Income & Expenditure Account	43,37,97,439		36,26,87,339	
	1,59,62,01,767		1,16,37,34,627	
Less/Add: Transferred to Pension Corpus	—	1,59,62,01,767	13,30,299	1,16,24,04,328
C. Gratuity Reserve Fund		5,26,59,813		4,88,86,128
D. Leave Encashment Reserve Fund		1,99,99,302		1,53,90,349
E. Pension Corpus		64,09,348		83,17,691
TOTAL		2,98,31,69,995		2,21,12,84,566

SCHEDULE 1A : INTERUNIT BALANCE

(Amount : ₹)

Particulars	31-03-2016	31-03-2015
Interunit Payable	2,21,65,784	5,89,379
Interunit Receivable	2,09,20,031	5,89,379
TOTAL	12,45,753	—

INDIAN INSTITUTE OF FOREIGN TRADE

SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2016
SCHEDULE 2 – EARMARKED / ENDOWMENT FUNDS

(Amount : ₹)

Funds	(a) Opening Balance of the Funds (as at 01-04-2015)	(b) Additions to the funds during 2015-16		Total (a+b)	(c) Utilisation/ Expenditure towards objectives of funds (i) Revenue Expenditure	Total (c)	Net Balance at end of the year (a+b+c)	Previous Year
		(i) Income from investments made on account of funds	(ii) Other additions					
Endowment for Awards								
AK Sengupta Award	8,093	629	–	8,722	–	–	8,722	8,093
BM Ghai Award	29,015	2,256	–	31,271	–	–	31,271	29,015
Dun & Brad Street Award	2,679	209	–	2,888	–	–	2,888	2,679
Rangaswamy Award	9,590	745	–	10,335	–	–	10,335	9,590
Srinivas Iyenger Award	14,815	1,152	–	15,967	–	–	15,967	14,815
Endowment for Chairs								
APEDA Chair	45,19,738	3,51,452	–	48,71,190	–	–	48,71,190	45,19,738
EDI Chair VSNL	76,68,755	5,96,318	–	82,65,073	–	–	82,65,073	76,68,755
EDI Chair Balmer-Lawrie	16,95,344	1,31,829	–	18,27,173	–	–	18,27,173	16,95,344
STC Chair	58,53,511	4,55,165	–	63,08,676	–	–	63,08,676	58,53,511
Scholarship Funds								
Scholarship Receipt A/c	8,59,663	66,847	–	9,26,510	–	–	9,26,510	8,59,663
Sumitra Chishtii Award	49,163	3,823	–	52,986	–	–	52,986	49,163
Other Funds								
MMTC Corpus	59,35,302	4,61,525	–	63,96,827	3,07,500	3,07,500	60,89,327	59,35,302
PEC Corpus	12,77,123	99,308	–	13,76,431	30,000	30,000	13,46,431	12,77,123
TOTAL FY 2015-16	2,79,22,791	21,71,258	–	3,00,94,049	3,37,500	3,37,500	2,97,56,549	2,79,22,791

INDIAN INSTITUTE OF FOREIGN TRADE

SCHEDULES FORMING PART OF THE BALANCE SHEET
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SCHEDULE 3 : CURRENT LIABILITIES AND PROVISIONS

(Amount : ₹)

Particulars	31-03-2016		31-03-2015	
A. CURRENT LIABILITIES				
1. Sundry Creditors		1,35,13,217		1,58,79,528
2. Payable to Employees		1,47,97,023		1,26,73,428
3. Advances Received		81,541		38,165
3A. Advances Received from Students		14,29,502		1,39,500
4. Security Deposit / Retention Money		3,95,68,785		3,26,96,386
5. Stale Cheques				
(a) Outstanding for a Period Above 12 Months	1,69,26,954		1,54,46,569	
(b) Outstanding for a Period Below 12 Months	1,62,183	1,70,89,137	20,50,345	1,74,96,914
6. Funds				
(a) IIFT Alumni Fund	16,06,598		8,66,047	
(b) IMF Fund (Receivable)	(51,977)	15,54,621	(3,06,699)	5,59,348
7. Other Current Liabilities				
(a) Other Current Liabilities	3,27,48,573		4,43,09,967	
(b) Grant Brought Forward	33,18,565		76,57,339	
(c) Scholarships	36,33,830		36,33,830	
(d) Statutory Dues	33,69,193	4,30,70,161	60,89,376	6,16,90,512
TOTAL (A)		13,11,03,987		14,11,73,781
B. PROVISIONS				
1. Gratuity		5,26,59,813		4,88,86,128
2. Accumulated Leave Encashment		1,99,99,302		1,53,90,349
3. Bonus		2,10,383		2,31,418
4. Other Provisions		4,18,33,471		2,24,16,034
TOTAL (B)		11,47,02,969		8,69,23,929
TOTAL (A+B)		24,58,06,956		22,80,97,710

INDIAN INSTITUTE OF FOREIGN TRADE

**SCHEDULES FORMING PART OF THE BALANCE SHEET
 AS AT 31ST MARCH 2016**
SCHEDULE 4: FIXED ASSETS

Particulars	Rate of Depreciaion	GROSS BLOCK			
		As on 01.04.2015	Additions	Adjustments	As on 31.03.2016
A.					
1. Land					
(a) Leasehold – Delhi Campus	–	2,77,38,561	–	–	2,77,38,561
(b) Leasehold – Maidan Garhi, Delhi	–	–	27,28,33,725	–	27,28,33,725
(b) Leasehold – Kolkata Campus	–	1	–	–	1
2. Building					
(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%	9,96,52,014	7,21,650	–	10,03,73,664
4. Vehicles	8.33%	13,47,718	–	–	13,47,718
5. Office Equipment, Typewriters, Duplicators, Air-conditioners, Transformers, & Water Coolers	6.25%	3,31,51,601	1,76,231	–	3,33,27,832
6. Computer Hardware	25.00%	11,71,68,343	37,81,801	–	12,09,50,144
7. Books	33.33%	2,89,61,924	8,09,914	–	2,97,71,838
8. Capital Work-in-Progress		16,24,70,842	19,68,37,272	–	35,93,08,114
TOTAL (A)		62,35,12,243	47,51,60,593	–	1,09,86,72,836
B.					
Other Fixed Assets					
(a) Assets SIDA					
(i) Photo Copiers, Books / Trade Directory, Prining Machine / Letering 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) Donated Assets Fund					
(i) Computers	25.00%	21,36,508	–	–	21,36,508
(ii) Fountain & Saraswati Idol	4.76%	77,000	–	–	77,000
TOTAL (B)		36,80,010	–	–	36,80,010
GRAND TOTAL (A+B)		62,71,92,253	47,51,60,593	–	1,10,23,52,846

(Amount : ₹)

DEPRECIATION					NET BLOCK	
Up to 31.03.2015	Deductions	For the year	Adjustments	Total as on 31.03.2016	As on 31.03.2016	As on 01.04.2015
—	—	—	—	—	2,77,38,561	2,77,38,561
—	—	—	—	—	27,28,33,725	—
—	—	—	—	—	1	1
8,27,20,800	—	35,15,022	—	8,62,35,822	6,67,85,417	7,03,00,439
5,38,85,422	—	45,63,158	—	5,84,48,581	4,19,25,083	4,57,66,592
3,68,714	—	57,822	—	4,26,536	9,21,183	9,79,005
1,50,67,631	—	18,68,428	—	1,69,36,059	1,63,91,773	1,80,83,970
11,62,60,838	—	14,53,353	(2,95,813)	11,74,18,378	35,31,766	9,07,505
2,79,50,177	—	11,11,968	(1,11,249)	2,89,50,896	8,20,942	10,11,747
—	—	—	—	—	35,93,08,114	16,24,70,842
29,62,53,582	—	1,25,69,751	—	30,84,16,271	79,02,56,565	32,72,58,661
5,68,982	—	—	—	5,68,982	—	—
8,97,520	—	—	—	8,97,520	—	—
21,36,508	—	—	—	21,36,508	—	—
73,318	—	3,665	—	76,983	17	3,682
36,76,328	—	3,665	—	36,79,993	17	3,682
29,99,29,910	—	1,25,73,417	—	31,20,96,264	79,02,56,582	32,72,62,343

INDIAN INSTITUTE OF FOREIGN TRADE

SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2016
SCHEDULE 5 : INVESTMENTS IN EARMARKED / ENDOWMENT FUNDS**(Amount : ₹)**

Particulars	31-03-2016	31-03-2015
A. Earmarked / Endowment Funds	2,97,56,549	2,79,22,791
TOTAL	2,97,56,549	2,79,22,791

SCHEDULE 6 : INVESTMENTS – OTHERS**(Amount : ₹)**

Particulars	31-03-2016	31-03-2015
A. Corpus		
(a) in Fixed Deposits	99,81,21,170	44,22,14,988
(b) in RIP Accounts	11,44,96,039	2,21,01,861
B. Gratuity Reserve Fund	5,26,59,813	4,88,86,128
C. Leave Encashment Reserve Fund	1,99,99,302	1,53,90,349
D. Pension / Bonus Corpus	64,29,761	83,38,415
E. Income Tax Purposes	36,02,31,383	14,43,10,116
TOTAL	1,55,19,37,468	68,12,41,857

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

Particulars	31-03-2016	31-03-2015
1. On Long Term Investments	16,51,67,493	14,18,21,925
2. On Short Term Investments	84,34,863	–
TOTAL	17,36,02,356	14,18,21,925

Note: Interest accrued but not due represents interest earned but not due. The corresponding effect has been booked in the corpus/income account.

INDIAN INSTITUTE OF FOREIGN TRADE

**SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2016**

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

(Amount : ₹)

Particulars	31-03-2016		31-03-2015	
A. CURRENT ASSETS				
1. Inventories:				
(a) Stock of Stationery / Computer Consumables, etc. (At cost as certified by the Management)		33,82,068		27,52,141
2. Sundry Debtors:				
(a) Debts outstanding for a period exceeding 6 months	2,30,65,084		2,75,42,465	
Less: Provision for doubtful debts	25,92,046		25,92,046	
	2,04,73,038		2,49,50,419	
(b) Debts outstanding for a period less than 6 months	2,46,08,165		2,51,12,516	
(c) Receivable from Students	7,26,500	4,58,07,703	8,21,000	5,08,83,935
3. Cash & Stamps in Hand (Incl. Cash Imprests)		31,432		42,219
4. Bank Balances:				
(a) With Scheduled Banks:				
- Current Account (Indian Bank)	(1,06,72,221)		(70,86,001)	
- Short Term Deposits (Sweep Account)	37,59,73,526		1,08,11,20,457	
- Other Bank Accounts	14,96,00,126	51,49,01,431	63,39,739	1,08,03,74,195
5. 6th Pay Commission Arrear		3,63,98,473		3,63,98,473
TOTAL (A)		60,05,21,107		1,17,04,50,963
B. LOANS, ADVANCES AND OTHER ASSETS				
1. Loans:				
(a) Staff (incl. staff advances)		93,50,647		1,23,42,966
2. Advances and other amounts recoverable in cash or in kind or for value to be received:				
(a) Prepayments	1,37,98,759		98,25,193	
(b) Others (incl. Earnest Money / Security Deposits)	5,23,16,124		6,25,13,764	
(c) Stale Cheques	1,88,081	6,63,02,964	1,93,081	7,25,32,038
3. Tax Deducted at Source		3,82,51,580		3,37,30,185
TOTAL (B)		11,39,05,191		11,86,05,189
TOTAL (A+B)		71,44,26,298		1,28,90,56,152

INDIAN INSTITUTE OF FOREIGN TRADE

**SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE
ACCOUNT FOR THE YEAR ENDED ON 31ST MARCH 2016**
SCHEDULE 8 : INCOME FROM SERVICES

(Amount : ₹)

Particulars	31-03-2016	31-03-2015
1. Income from Services		
(a) Maintenance Services (Equipment / Property)	2,37,89,385	2,61,18,929
(b) Training / Research Programmes	64,24,93,053	62,08,28,108
TOTAL	66,62,82,438	64,69,47,037

SCHEDULE 9 : GRANTS

(Amount : ₹)

Particulars	31-03-2016	31-03-2015
1. Capacity Building Programme for African Nationals B/F	76,57,339	76,57,339
Add: Received during the year	–	3,10,00,000
	76,57,339	3,86,57,339
Less: Expenditure on Programmes (B)	43,38,774	3,10,00,000
Carry Forward to next year (C)	33,18,565	76,57,339
2. Setting up of MSME Shimla Campus		
B/F from Previous year	1,13,00,000	2,00,00,000
Add: Received during the year	–	–
	1,13,00,000	2,00,00,000
Less: Adjustments	1,13,00,000	–
Less: Expenditure on Programmes (D)	–	87,00,000
Carry Forward to next year (E)	–	1,13,00,000
Income from Grants (D)	–	3,97,00,000
Total Carry Forward of Grants to next year (C)	33,18,565	76,57,339

SCHEDULE 9A : GRANTS FOR CENTRE FOR WTO STUDIES

(Amount : ₹)

Particulars	31-03-2016	31-03-2015
1. Grants received for Activities of the Centre	16,52,00,000	8,00,00,000
TOTAL	16,52,00,000	8,00,00,000

SCHEDULE 9B : WTO CENTRE INCOME

(Amount : ₹)

Particulars	31-03-2016	31-03-2015
1. Income Received During the Year	32,96,702	1,24,58,869
2. WTO Manpower Services	12,00,000	12,00,000
TOTAL	44,96,702	1,36,58,869

SCHEDULE 10 : SUBSCRIPTIONS

(Amount : ₹)

Particulars	31-03-2016	31-03-2015
1. Annual Subscription	33,263	79,723
TOTAL	33,263	79,723

INDIAN INSTITUTE OF FOREIGN TRADE

SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON 31ST MARCH 2016



SCHEDULE 11 : INCOME FROM PUBLICATIONS

(Amount : ₹)

Particulars	31-03-2016	31-03-2015
1. Income from Publications	2,18,623	1,04,438
TOTAL	2,18,623	1,04,438

SCHEDULE 12 : INTEREST EARNED

(Amount : ₹)

Particulars	31-03-2016	31-03-2015
1. On Term Deposits:		
(a) With Scheduled Banks	8,00,37,935	6,05,10,099
2. On Savings Bank A/c	53,313	5,164
3. On Loans:		
(a) Employees/Staff	5,837	60,127
TOTAL	8,00,97,085	6,05,75,390

SCHEDULE 12A : INTEREST ACCRUED ON INVESTMENTS

(Amount : ₹)

Particulars	31-03-2016	31-03-2015
1. Interest Accrued on Investments	8,49,56,533	5,24,30,813
TOTAL	8,49,56,533	5,24,30,813

SCHEDULE 13 : OTHER INCOMES

(Amount : ₹)

Particulars	31-03-2016	31-03-2015
1. Miscellaneous Income	20,84,551	47,86,188
TOTAL	20,84,551	47,86,188

SCHEDULE 14 : ESTABLISHMENT EXPENSES

(Amount : ₹)

Particulars	31-03-2016	31-03-2015
1. Salaries, Allowances and Wages	16,41,11,883	16,59,06,353
2. Contribution to Provident Fund	1,33,99,295	1,23,82,936
3. Staff Welfare Expenses	84,52,510	99,57,148
4. Expenses on Employee's Retirement and Terminal Benefits	1,43,95,218	1,31,47,742
5. Others (Wages to Contractual Employees & Others)	1,44, 83, 162	—
6. Salary Arrears	17,75,617	—
TOTAL	21,66,17,685	20,13,94,179

Note: SCHEDULE 13 – Miscellaneous Income includes income from consultancy, sale of scrap, reimbursement of manpower cost from Centre for WTO Studies, 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 31ST MARCH 2016**
SCHEDULE 15 : OTHER ADMINISTRATIVE EXPENSES, ETC.

(Amount : ₹)

Particulars	31-03-2016	31-03-2015
1. Advertisement and Publicity	6,14,491	7,71,891
2. Auditors Remuneration	44,505	50,378
3. Bank and Insurance Charges	89,997	—
4. Computer & Networking Expenses	64,96,025	—
5. Electricity and Power	3,11,79,461	2,37,73,645
6. Expenses on Security & Housekeeping	1,87,91,309	1,17,63,055
7. Expenses on Seminars/Workshops/Programmes	11,08,49,905	10,80,35,056
8. Losses / (Gains) for Forex	(29,909)	—
9. Guest House General & Maintenance Expenses	14,89,640	—
10. Legal / Consultancy Fee	4,31,059	—
11. Library Expenses	88,84,440	—
12. Postage, Telephone and Communication Expenses	5,44,337	16,31,100
13. Printing and Stationery	19,24,081	23,33,695
14. Rent, Rates and Taxes	1,48,93,983	2,77,79,745
15. Repairs and Maintenance	1,01,68,028	84,79,265
16. Subscription Expenses (Publication Expenses)	68,319	66,228
17. Travelling and Conveyance Expenses	6,34,723	6,58,492
18. Vehicle Running and Maintenance	10,79,909	9,44,418
19. Miscellaneous Expenses / Charges	1,13,700	—
20. Other Admin Expenses	29,36,338	4,94,02,991
TOTAL	21,12,04,341	23,56,89,959

SCHEDULE 15A : PRIOR PERIOD ITEMS (NET)

Particulars	31-03-2016	31-03-2015
1. Salary and Staff Welfare Expenses	4,14,787	—
2. Programme Expenses	18,39,919	60,28,212
3. Repairs & Maintenance	17,32,622	—
4. Rent, Rates and Taxes	61,455	—
5. Printing & Stationery Expenses	95,435	—
6. Postage & Telegram Expenses	(7,421)	—
7. Legal and Consultancy Charges	—	—
8. Miscellaneous Prior Period Credits	(1,58,665)	—
9. Miscellaneous Prior Period Debits	1,14,80,048	—
10. Publication / Subscriptions	3,74,149	—
11. Accrued Interest	1,14,89,667	—
12. Miscellaneous Expenses	67,71,251	10,40,975
13. Programme Fee	—	(19,41,236)
14. Miscellaneous Incomes	(18,680)	—
TOTAL	3,40,74,567	51,27,951

INDIAN INSTITUTE OF FOREIGN TRADE

**SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE
ACCOUNT FOR THE YEAR ENDED ON 31ST MARCH 2016**

**SCHEDULE 15B : EXPENSES FOR CENTRE FOR WTO STUDIES****(Amount : ₹)**

Particulars	31-03-2016	31-03-2015
1. Salaries & Wages	2,18,51,301	1,82,53,945
2. General Expenses	1,02,56,382	1,07,60,968
3. Subscriptions Expenses	22,64,353	8,33,340
4. Seminars / Workshops / Conferences, etc.	4,16,88,678	3,69,53,658
5. Lease Rent	60,00,000	60,00,000
6. Wages to Contractual Employees	88,63,428	94,88,292
7. Maintenance of India Trade Portal (WTO)	26,40,520	10,85,000
8. Prior Period Expenses (WTO)	12,83,405	4,25,411
9. Other WTO Expenses	2,53,679	2,20,112
TOTAL	9,51,01,746	8,40,20,726

INDIAN INSTITUTE OF FOREIGN TRADE

SCHEDULES FORMING PART OF THE BALANCE SHEET

AS AT 31ST MARCH 2016

SCHEDULE 16: SIGNIFICANT ACCOUNTING POLICIES

I. 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 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.

II. 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.

III. 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.

IV. GOVERNMENT GRANTS/SUBSIDIES.

Government grants/subsidies are accounted on realization basis.

V. RETIREMENT BENEFITS

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

VI. STOCK OF BOOKS, STATIONERY, ETC.

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

VII. PROVISION FOR DOUBTFUL DEBTS

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

INDIAN INSTITUTE OF FOREIGN TRADE

SCHEDULES FORMING PART OF THE BALANCE SHEET

AS AT 31ST MARCH 2016

SCHEDULE 17: NOTES TO ACCOUNTS

- I. Contract for construction of Kolkata campus has been awarded for an amount of ₹133.57 crore 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 Running Account (RA) balance. Consequently, contingent liability, if any, is not ascertainable.
- II. Provision for Gratuity Liability amounting ₹75,89,936/- (Accumulating to ₹5,26,59,813/-, previous year ₹4,88,86,128/-) has been made during the year. Gratuity of ₹38,16,251/- paid during the year has been adjusted against opening provision.
- III. Provision for Accumulated Leave Encashment benefits to the employees to the extent of ₹66,48,294/- (Accumulating to ₹1,99,99,302/-, previous year ₹1,53,90,349/-) has been made during the year. Accumulated Leave Encashment benefits of ₹20,39,341/- encashed during the year has been adjusted against opening provision.
- IV. 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.
- V. Provision of ₹1,93,424/- has been made for bonus for the year 2015-16. Bonus pertaining to 2014-15 amounting to ₹2,14,148/- has been paid during the year.
- VI. Provision for doubtful debt amounting to ₹25,92,046/- is standing in the books. No new provision has been made for doubtful or bad debts.
- VII. 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.
The Management has stated balances related to fixed asset as at 31-3-2016 which are:
Gross Block of Fixed Assets amounting to ₹110.23 crore, Accumulated Depreciation amounting to ₹31.21 crore, Net Block of Assets amounting to ₹79.03 crore and depreciation for the financial year 2015-16 is amounting to ₹1.26 crore.
The effort is being made to reconcile the differences as per physical verification report of M/s Lunawat & Co., Chartered Accountants and Schedule 4 of the Balance Sheet and Books of Account.
- VIII. Depreciation of ₹1,25,73,417/- during the year on own assets. Schedule 4 to Balance Sheet, includes depreciation of ₹9,97,539/- 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 assets fund. Balance of ₹1,15,72,212/- has been accounted for as expenditure of the Institute in the Income & Expenditure Statement.
- IX. Fee received by IIFT needs to be reconciled under proper heads and respective years. Fee recoverable also needs to be reconciled.
- X. There are certain balances under Current Assets, Loans and Advances and Current Liabilities which are subject to confirmation and subsequent reconciliation, if any. The main Balances are as under:
 - a) Certain debit balances of receivables amounting ₹1,34,92,303/- (pertaining to previous years, even before 2003-04), advances to staff and parties amounting ₹4,87,94,377/- (pertaining to previous years, even before 2010-11), unidentified debits amounting to ₹60,076/- (pertaining to previous year 2010-11), Stale Cheques (Debits) amounting to ₹1,88,081/- (pertaining to years 2013-14) and Tax Deducted at Source amounting ₹8,80,824 (pertaining to years 2009-10 and 2010-11);
 - b) Certain credit balances of staff and parties amounting ₹1,25,13,578/- (pertaining to previous years, upto 2009-10), Stale cheques amounting ₹1,69,26,954/- (pertaining to previous years, upto 2009-10), creditors

amounting ₹6,29,650/- (pertaining to previous years, upto 2009-10), Provision for doubtful debts amounting ₹25,92,046/- (pertaining to previous years).

- XI. The relevant documents for recognition of CPF by Income Tax Department are not readily available. However, efforts are being made to prepare fresh documents with the help of panel advocate of the Institute.
- XII. In the opinion of the Institute, the provision for all known liabilities including depreciation has been made and is adequate.
- XIII. 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.
- XIV. The Financials results include Income & Expenditure of Kolkata Centre of the Institute for 2015-16 as below:

		(₹ lakh)	
S. No.	Particulars	2015-16	2014-15
1.	Income	1669.87	1257.05
2.	Expenditure (before Depreciation)	959.69	1037.20
3.	Depreciation (Proportionate)	7.22	7.84
4.	Total Expenditure	966.91	1045.04
5.	Surplus	702.96	212.01

- XV. Arrears of salary as per recommendations of 6th CPC (RP) Rules were paid during the year 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.
- XVI. To meet pension obligation, pension corpus for ₹95,00,000/- was created during 2009-10 out of the Corpus Fund. Accordingly, part of the Investment of Corpus Fund has been earmarked for this Fund. The opening balance of the fund was ₹83,17,691/- during the year. Pension payment of ₹32,72,345/- have been released during the year. As on 31.03.2016, the corpus stands at ₹64,09,348/-
- XVII. Previous year's figures have been regrouped or rearranged wherever necessary.
- XVIII. The figures given in the Receipts & Payments Account, Income & Expenditure Account and Balance Sheet are rounded off to the nearest rupee.
- Clauses I to XVIII form an integral part of accounts and have been duly authenticated.

For **S. Ramanand Aiyar & Co.**

Chartered Accountants

Firm Registration No. 000990N

sd/-

(R. Balasubramanian)

Partner

Membership No. 080432

Place : New Delhi

Date: 15 September 2016

For & on behalf of Indian Institute of Foreign Trade

sd/-

Dr. Surajit Mitra

Director

sd/-

Dr. Pramod K. Gupta

Registrar

IIFT Faculty

(as on date of publication)

Name	Qualification	Specialisation
Chairpersons/Head		
Bhatia, Dr. (Mrs.) Satinder	M.Com., M.Phil. (Organization Behaviour), Ph.D. (Financial Management) PMP (Project Management Professional)	Managerial Accounting, Financial Management, Project Appraisal and Finance and Commodity & Forex Derivatives, International Accounting Standards, 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.
Professors/Consultants at the level of Professor		
Bhattacharyya, Dr. Ranajoy	M.Sc. (Eco), M.Phil. (Eco), Ph.D. (Eco)	International Economics, Environment Economics.
Datta, Dr. Radhika Prosad	B.Stat. (ISI), M.Sc. (IIT), M.S. (Colorado State University), Ph.D. (University 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.

Name	Qualification	Specialisation
Mehtani, Rohit	B.S. (Delhi), M.S. Industrial Management (NPC), M.S. Consultancy Practice and Management (BITS Pilani), M.B.A. Technology Management (Deakin/Australia), MMT (IRT), PGP International Business (IIM Calcutta), PGP International Trade (IIFT), MPA (Global Governance) and M.A. (Global Political Economy {Hull, England/ British Chevening Scholar)	International Political Economy, Globalization and Governance, 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.
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.
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.

Name	Qualification	Specialisation
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), Post Doctoral (Germany)	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.
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.

Name	Qualification	Specialisation
Sinha, Dr. Deepankar	Ph.D. Industrial & System Science (IIT, Kharagpur), Graduate Diploma in Operations Research (ORSI); M.B.A. (Finance) IGNOU; Higher Diploma in Computer Science, ACL; M.Sc. (Physics-Electronics) - NIT, Rourkela; B.Sc. (Hons - Physics) – ranked 6th in University	Global Logistics, Port and Shipping Management, Supply Chain and Operations Management, Information Technology – BPR and ERP, MIS - DSS - BI Implementation, System Dynamics.
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 Management, Competency Mapping, Quantitative Research Methods, Change Management, Global Leadership, Entrepreneurship, Employee Counseling, Employee Engagement.

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.
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.

Name	Qualification	Specialisation
Ghosh, Dr. Triptendu Praksah	M.A. (Eco.), M.Phil. Ph.D.	Financial Management, Infrastructure Financing, Excel Spreadsheet Modeling in Finance, Performance 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.
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> India and World Economy, Indian Economic & Trade Policy, International Economy, Macro Economics, Microfinance, Development Economics. <i>Policy Research:</i> Household Economics, Agriculture, Water, Drought & Food Insecurity, Non-farm Sector, Microfinance, Gender & Poverty Analysis, Social Sector, Trade & Development.
Siddiqui, Areej Aftab	MIB, NET/JRF	Trade Operations, Global Sourcing and 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.
Symss, Dr. Jacqueline	M.Com., UGC-JRF, Ph.D.	Financial and Managerial Accounting, Investment Banking, Management of Financial Services.

Name	Qualification	Specialisation
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)

Designation	Name	Contact No.
Registrar	Dr. Pramod Kumar Gupta	26531565
Deputy Registrar	Gaurav Gulati	26857908
Sr. Administrative Officer	Bhuwan Chandra	26968315
Senior Finance Officer	Pitambar Behera	26528153
Finance Officer	Deepa P.G.	26965051 (Extn. 525)
Administrative Officers	Amit Ghosal	033-24432453
	Desh Raj	26566240
Section Officers	Anil Kumar Meena	26531507
	B. Prasannakumar	26968318
	Kavita Sharma	26533235
	Lalita Gupta	26859582
	Meenakshi Saxena	26857908, 26965124 (Extn. 806)
	Nalini Meshram	26853055 / 26963880
	P.K. Khanna	26965124 (Extn. 624)
Assistant Finance Officer	Sumita Marwaha	26965124 (Extn. 521)
	Bratin Sarkar	033-24432452 (Extn. 127)
Hindi Officer	Rajinder Prasad	26965051 (Extn. 424)

IIFT Support Services

(as on date of publication)

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2015-2016

Designation	Name	Contact No.
Placement & Corporate Advisor	Prof. Harkirat Singh	26859520, 26966544
Jt. Placement & Corporate Advisor	Sanjay Verma	26562112 / 26533246
Systems Manager	Bimal Kumar Panda	26857356
Asstt. Systems Manager	S. Balasubramanian	26965124 (Extn. 102)
Computer Programmer	Neha Vinayak	26965124 (Extn. 209)
Deputy Librarian	B. Pankti	26969508
Assistant Librarians	Amita Anand	26965124 (Extn. 123)
	R.S. Meena	26965124 (Extn. 122)

Guest Faculty

Name	Designation	Organization
Ajay Kumar Chauhan	Asst. Professor	IMT Ghaziabad
Ajay Shastri	Yoga Instructor	JNU
Amit Bagga	Partner	Diksha Academy Pvt. Ltd
Amit Joshi	Director	Goodfine Marketing Ltd.
Anjali Shukla	Manager	TCS
Arvind Tiwari	CEO	Imperial Auto Industries Ltd.
Deepak Jain	Head of Institute	Sriram Institute of Marine Studies
Deepti Srivastava	Visiting Faculty	Jamia Millia Islamia & Indraprastha University
Dinesh Chandra Singhal	Consultant	Ex-AGM Tata Steel
Faraz Ahmed	Spanish Teacher	Instituto Hispania
Karan Kumar Pahuja	Senior VP	Bhilai Engineering Corpn.
Madhumita Kothari	DGM (Legal)	KCT Coal Sales Ltd
Munindra Pal Singh	Partner	M.R. Consultants
Naveen Coomar	Managing Partner	Naveen & Naveen Consulting
Neeta Tripathi	French Language Expert	
Neha Markanda	General Manager	HCL Technologies
R.K. Singh	Associate Professor	DTU, Delhi
Rakesh Kumar	Asst. Professor	JNU
S.L. Ganapathi	Managing Director	Shelka - Marketing Service Pvt. Ltd
S.P. Joshi	CEO	Markstrat Consulting (P) Ltd
S.P. Kamath	Partner	P3 HR Solutions
Sanjay Dhir	Asst. Professor	IIT Delhi
Sarabjit Singh Butalia	Training Consultant	VSHIPS (UK)
Sarita R. Pasricha	Director	The Life Improvement Academy
Shyam Prasad	Professor	Spanish language
Som Nath Mitra	BI Delivery Lead	Xchanging Technologies
T.S. Mohan Krishnan	Consultant	IMRB International
Vikas Gupta	Managing Director	Compark E-Services (P) Ltd.
Vitika Banerjee	CMO	GloWorld Energy (P) Ltd.

Permanent Members

(as on 31.3.2016)

- | | | |
|---|--|---|
| 1. A Sirkar & Co. (Jewellers)
Pvt. Ltd., Kolkata | 20. B.T.X. Chemicals (P) Ltd.
Mumbai | 39. Chillies Export House Ltd.
Virudhunagar |
| 2. Agri. & Processed Food
Products Export
Development Authority,
New Delhi | 21. Bank of India
Mumbai | 40. Cimmco International
New Delhi |
| 3. All India Handicrafts Board
New Delhi | 22. Bank of Madura Limited
Chennai | 41. CMC Limited
New Delhi |
| 4. Allahabad Bank
Kolkata | 23. Bharat Electronics Limited
Bengaluru | 42. CMS Institute of Foreign
Trade
Hyderabad |
| 5. Allana Cold Storage Pvt. Ltd.
Mumbai | 24. Bharat Heavy Electricals Ltd.
New Delhi | 43. CAPEXIL
Kolkata |
| 6. Amaravathi Textiles
Karur | 25. Bharat Heavy Plate & Vessels
Ltd., Visakhapatnam | 44. Coffee Board
Bengaluru |
| 7. Amrutanjan Limited
Chennai | 26. Bharat Motors
Chennai | 45. Coir Board
Kochi |
| 8. Anglo French Drug Co.
(Eastern) Ltd., Bengaluru | 27. Britannia Industries Ltd.
Bengaluru | 46. Commerce & Export
Promotion Wing, Govt. of
Andhra Pradesh, Hyderabad |
| 9. Arvind Distillery & Chemicals
Ltd., Chennai | 28. Brooke Bond India Ltd.
Bengaluru | 47. Council for Leather Export
Chennai |
| 10. Andhra Bank
Hyderabad | 29. Balaji Distilleries Ltd.
Chennai | 48. Camphor & Allied Products
Ltd., New Delhi |
| 11. AIMIL Ltd.
New Delhi | 30. Bird & Company Pvt. Ltd.
Kolkata | 49. Carpet Export Promotion
Council, New Delhi |
| 12. Alleppey Company Ltd.
Alleppey | 31. Bank of Baroda
New Delhi | 50. Crescent Engineering College
Chennai |
| 13. Academy of Management
Studies, Dehradun | 32. Bombay Dyeing & Mfg.
Company Ltd., Mumbai | 51. Directorate of Industries
Govt. of Himachal Pradesh
Shimla |
| 14. Amira Foods (I) Ltd.
New Delhi | 33. Bharat Aluminium Co. Ltd.
New Delhi | 52. Directorate of Industries
Govt. of Madhya Pradesh
Bhopal |
| 15. AVIS International Ltd.
New Delhi | 34. Cotton Textile Export
Promotion Council, Mumbai | 53. Directorate of Industries
Govt. of Maharashtra
Mumbai |
| 16. Alankar Global Pvt. Ltd.
New Delhi | 35. Cashew Export Promotion
Council of India, Cochin | 54. Dr. Reddy's Laboratories Ltd.,
Hyderabad |
| 17. Apparel Export Promotion
Council, New Delhi | 36. Ceat Tyres of India Ltd.
Mumbai | 55. Directorate of Export
Promotion & Marketing
Govt. of Orissa,
Bhubaneswar |
| 18. Adani Exports Ltd.
Ahmedabad | 37. Chase Bright Steel Co. Ltd.
Mumbai | |
| 19. Ashok Leyland Ltd.
Chennai | 38. Chartered Institute of
Transport in India,
New Delhi | |

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

- | | | |
|---|--|--|
| 113. Industrial Dev. Bank of India
Mumbai | 133. Maruti Udyog Limited
New Delhi | 153. Narula Udyog (I) Pvt. Ltd.
New Delhi |
| 114. India Sugar and General
Industry Export-Import
Corporation Ltd., New Delhi | 134. Mahindra & Mahindra
Limited, Mumbai | 154. National Institute of
Agricultural Extension
Management, Hyderabad |
| 115. Indian Institute of Export
Management, Bengaluru | 135. Mazagon Dock Ltd.
Mumbai | 155. National Mineral Dev. Corpn.
Ltd., Hyderabad |
| 116. Imkemex India Limited
Mumbai | 136. Magnum International
Trading Company Limited,
New Delhi | 156. National Building
Construction
Corporation Ltd., New Delhi |
| 117. Jindal Strips Ltd.
New Delhi | 137. Mysore Coffee Curing Works
Ltd., Chikmagalur | 157. National Textile Corpn. Ltd.,
Mumbai |
| 118. Jammu & Kashmir Bank Ltd.,
Srinagar | 138. Marine Products Export Dev.
Authority, Kochi | 158. National Small Industries
Corpn. Ltd., New Delhi |
| 119. Jute Corporation of India
Ltd., Kolkata | 139. MSTC Ltd.
Kolkata | 159. National Agricultural
Cooperative Marketing
Federation of India Ltd.
New Delhi |
| 120. Kirloskar Oil Engines Ltd.
Pune | 140. Metal Box Company of India
Ltd., Chennai | 160. New Central Jute Mills Co.
Ltd., Kolkata |
| 121. Kerala State Export Trade
Development Council
Trivandrum | 141. Maharashtra State Textile
Corpn. Ltd.,
Mumbai | 161. Nav Bharat Corporation
Mumbai |
| 122. Kissan Products Limited
Bengaluru | 142. MECON Ltd.
New Delhi | 162. National Bank for Agriculture
& Rural Development
Mumbai |
| 123. Kirloskar Pneumatic Co. Ltd.,
Pune | 143. Mica Manufacturing Co. Pvt.
Ltd., Kolkata | 163. Ordnance Factory Board
Kolkata |
| 124. Kerala State Industrial
Development Corpn.
Trivandrum | 144. MMTC Limited
New Delhi | 164. Overseas Construction
Council of India,
New Delhi |
| 125. Kerala State Civil Supplies
Corporation Ltd., Kochi | 145. MSSIDC Limited
Mumbai | 165. Pan Foods Limited
Panipat |
| 126. Karnataka State Industrial
Investment & Development
Corpn. Ltd., Bengaluru | 146. Mohan Exports (India) Ltd.
New Delhi | 166. Powerloom Development &
EPC, Mumbai |
| 127. Khushi Ram Behari Lal Ltd.
Delhi | 147. Maharashtra State
Agricultural
Marketing Board, Pune | 167. Paam Pharmaceuticals
(Delhi) Ltd., Delhi |
| 128. Kudremukh Iron Ore Co. Ltd.,
Bengaluru | 148. Maxwell Exim Ltd.
Pondicherry | 168. PSG Institute of
Management
Coimbatore |
| 129. Lakshmi Machine Works Ltd.
Coimbatore | 149. MVR Industries Ltd.
Pondicherry | 169. PCI Ltd.
New Delhi |
| 130. Lotus International
Mumbai | 150. Metrochem Industries Ltd.
Ahmedabad | 170. Polyolefins Industries Ltd.
Mumbai |
| 131. L.G. Balakrishnan & Bros.
Ltd., Coimbatore | 151. National Institute of Fashion
Technology,
New Delhi | 171. Parekh Brothers
Mumbai |
| 132. Liberty Footwear Company
Karnal | 152. Nagarjuna Signods Ltd.
Hyderabad | |

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

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