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54th ANNUAL REPORT 2017-18

THE YEAR IN REVIEW

Bolstered by strong cues in global investment as well as trade, global economic growth continued its upswing since mid-2016 and expansion prospects are expected to be robust through 2018. IMF's *World Economic Outlook (WEO) Update* (April 2018) suggests that global growth (at its highest since 2011) for 2017 was 3.8 per cent and is expected to remain strong in 2018-19 with projected growth at 3.9 per cent.

On the whole, growth in Advanced Economies is likely to be robust and higher than the potential in 2018-19. Backed by accommodative monetary and expansionary fiscal policies, the Eurozone economies will experience a reduction in excess capacity and the US economy will grow above the full employment level. This is coupled with a sustained growth momentum in Emerging Market and Developing Economies with signs of strong growth in Emerging Asia, Europe and commodity exporters.

However, global growth is anticipated to taper off in the medium-term, i.e. beyond 2020. The Advanced Economies are set to slow down as they are plagued by an ageing population and slow productivity growth along with the expected reversal in the current trend of fiscal expansion in the US economy. At the same time, the Emerging Market & Developing Economies and commodity exporters would have to come to terms with the lack of policy headroom given the pressures of fiscal consolidation and a tapering-off of growth.

Backed by a revival of economic growth in Advanced Economies and rising growth in Emerging & Developing Economies, global growth is set to increase from 3.8 per cent in 2017 to 3.9 per cent in 2018-19 (Table 1). The growth forecasts for Advanced Economies indicates higher growth in 2018 at 2.5 per cent as against 2.3 per cent in 2017. These trends are led by better growth in the United States and brighter growth prospects for Euro Area and Japan. However, growth in the medium-term is expected to decline in these countries *(World Economic Outlook Update,* April 2018, IMF). The United States is likely to achieve higher growth in 2018 at 2.9 per cent vis-à-vis 1.5 per cent in 2016. This is an outcome of lower corporate tax rates coupled with fiscal expansion. However, public spending would have to be curtailed post 2020 and this is going to affect economic activity levels. The current recovery in the Euro Area results in a projected growth of 2.4 per cent in 2018 largely due to higher domestic demand, monetary policy expansion and better external demand conditions. However, it is expected to moderate to 2 per cent in 2019 owing to low productivity, slow reform process and ageing demography. While growth in France is on track and hovering around 2 per cent in 2018-19, growth in the rest of the Euro Area countries seems to be stabilizing. Growth in the United Kingdom is expected to slow down from 1.8 per cent in 2017 to 1.6 per cent in 2018 mostly as a consequence of dull investment climate and rising anexities related to the post-Brexit scenario. Finally, there is a consistent growth moderation in Japan with the projected growth at 1.2 per cent in 2018 and 0.9 per cent in 2019 since it is stricken by a shrinking work force.

The trend of rising growth in Emerging Market and Developing Economies (EMDEs), especially Emerging Asia, which is currently an engine of global growth, is expected to continue with a rise in growth rate of 4.8 per cent in 2017 to 4.9 per cent in 2018 and 5.1 per cent in 2019. The average growth rate for Emerging Asia will be around 6.5 per cent in 2018-19. In the medium-term, growth in EMDEs is expected to stabilize around 5 per cent.

As government and institutional support in the form of credit growth and public expenditure on investment slow down, China will grow at 6.4 per cent in 2019 (marginally lower than 6.9 per cent growth registered in 2017). However, increase in non-financial debt as a share of GDP along with over-dependence on accommodative policy may pull down growth prospects for China in the mediumterm and growth is expected to stabilize around 5.5 per cent. India, on the other hand, is projected for a robust growth of 7.4 per cent in 2018, higher than 6.7 per cent in



2017. Rising private consumption demand, recovery from transitory effects of the currency exchange initiative and implementation of the transformational Goods and Services Tax are expected to drive India's growth in the short-term. Even in the medium-term, growth is set to rise as the benefits of the implementation of structural reforms in the form of higher productivity and incentives for private investment fructify. Strong domestic demand and high government spending are expected to keep the growth momentum in ASEAN-5 economies moderately robust in the short- to medium-run.

While growth in Latin America and Caribbean has been declining since 2014 due to falling commodity prices, the region is showing signs of recovery and growth in 2018-19 is expected to be around 2 per cent. Among the major economies, Mexico, Brazil and Argentina are set to experience this growth. However, growth in real GDP for Venezuela is projected to fall by 15 per cent in 2018 as issues in oil production and exports worsen.

Growth in the Commonwealth of Independent States (CIS) is expected to stabilize around 2 per cent in 2017-18. Moreover, the Russian economy is reviving as a result of the better revenue collection from oil exports, strengthening business confidence and loose monetary policy. This has significant implications in the form of trade and remittance flows for the rest of the economies in the region. At the back of renewed external demand and growth in the Euro Area, growth in the economies of Emerging and Developing Europe is going to stabilize around 4 per cent in 2018-19. The Sub-Saharan Africa region is undergoing a modest recovery propelled by improvements in business confidence as growth is expected to inch closer to the 4 per cent mark over 2018-19. Finally, growth in the Middle East, North Africa and Pakistan region is also expected to revive and remain around 3.5 per cent in the medium-term.

It is pertinent to note that international commodity prices are going to firm up in 2018-19 due to the impact of unfavourable weather in the Western Hemisphere coupled with rising demand due to the better than expected global growth and falling supply owing to production cuts by China. Additionally, oil prices have been increasing due to supply outages and extension of the production agreement by Organization of Petroleum Exporting Countries (OPEC). Therefore, headline inflation as well as core inflation is picking up. Headline inflation rates in the Advanced Economies will be around 2 per cent in 2018-19. However, the headline inflation in Emerging Market and Developing Economies fluctuated around 4 per cent in 2017 and is projected to be close to 4 to 5 per cent in 2019 onwards. Oil prices will be increasing by 18 per cent since 2017, to around \$62.3 per barrel in 2018. In the medium-run, the oil prices are expected to stabilize around \$55 per barrel post 2023.

According to the *Trade and Development Report 2017* (UNCTAD), investment climate and trade along with global growth prospects in the medium-term are likely to be overcast due to fiscal caution and austerity in the developed world. While global trade displayed signs of a recovery in 2017, weakness of demand is expected to drag it down. Growth in merchandise trade is expected to be around 3 per cent which is a marked improvement from 1.5 per cent in 2015-16. Further, due to a fall in the value of cross-border mergers and acquisitions (M&As) by 22 per cent in 2017, the global foreign direct investment (FDI) flows contracted by 23 per cent to US\$1.43 trillion (*World Investment Report 2018*, UNCTAD). While FDI flows into developing economies have been resilient, projections for global FDI in 2018 indicate weak growth.

The *Global Financial Stability Report 2018* (International Monetary Fund) suggests that as the monetary policy normalization occurs in the Advanced Economies, global financial conditions have been deteriorating alongside. While the financial conditions are broadly accommodative and facilitate growth in the short-term, they may lead to a "build-up of financial imbalances, excessive risk taking and mispricing of risks" (*Global Financial Stability Report 2018*, IMF, p. 1). At the current juncture, the upside and downside risks to growth seem to have balanced out. However, the risks to medium- and long-term growth seem to weigh more towards the downside risks. This will eventually lead to a softening of global growth and deceleration setting in beyond 2020.

Let us take a look at some of the factors behind the current growth momentum. Despite some turbulence in global financial markets due to rising inflation concerns in the Advanced Economies as suggested by volatile stock markets and higher bond yields, financial conditions and

TABLE 1					
WORLD ECONOMIC OUTLO	OOK PROJE	CTIONS			
	(9	% change un	less noted	otherwise)	
World Economic Outlook Indicators		Year ov	er Year		
			Projec	ctions	
	2016	2017	2018	2019	
World Output	3.1	3.8	3.9	3.9	
Advanced Economies	1.7	2.3	2.5	2.2	
United States	1.6	2.3	2.9	2.7	
Euro Area	1.7	2.3	2.4	2.0	
Germany	1.8	2.5	2.5	2.0	
France	1.2	1.8	2.1	2.0	
Italy	0.9	1.5	1.5	1.1	
Spain	3.2	3.1	2.8	2.2	
Japan	1.0	1.7	1.2	0.9	
United Kingdom	1.8	1.8	1.6	1.5	
Canada	1.4	3.0	2.1	2.0	
Other Advanced Economies	2.2	2.7	2.7	2.6	
Emerging Market and Developing Economies	4.1	4.8	4.9	5.1	
Commonwealth of Independent States	0.3	2.1	2.2	2.1	
Emerging and Developing Asia	6.4	6.5	6.5	6.6	
China	6.7	6.9	6.6	6.4	
India	6.8	6.7	7.4	7.8	
ASEAN - 5	4.9	5.3	5.3	5.4	
Emerging and Developing Europe	3.0	5.8	4.3	4.7	
Latin America and the Caribbean	-1.0	1.3	2.0	2.8	
Middle East, North Africa, Afghanistan and Pakistan	3.9	2.6	3.4	3.7	
Sub-Saharan Africa	1.4	2.8	3.4	3.7	
World Trade Volumes (Goods and Services)	2.2	4.9	5.1	4.7	
Imports					
Advanced Economies	2.4	4.0	5.1	4.5	
Emerging Market and Developing Economies	1.9	6.4	6.0	5.6	
Exports					
Advanced Economies	2.1	4.2	4.5	3.9	
Emerging Market and Developing Economies	2.5	6.4	5.1	5.3	
Commodity Prices (US Dollars)					
Oil	-15.7	23.3	18.0	-6.5	
Non-Fuel	-1.9	6.8	5.6	0.5	
Consumer Prices					
Advanced Economies	0.8	1.7	2.0	1.9	
Emerging Market and Developing Economies	4.4	4.0	4.6	4.3	
London Interbank Offer Rate (per cent)					
On US Dollar Deposits (six month)	1.1	1.5	2.4	3.4	
On Euro Deposits (six month)	-0.9	-0.3	-0.3	0.0	
On Japanese Yen Deposits (six month)	0.0	0.0	0.0	0.1	

Source: World Economic Outlook, April 2018 (IMF).



investor outlook has been optimistic. Another critical factor has been the recovery in investment which will increase the potential output. Riding on the current impetus and projections of fiscal expansion in the US, global growth is expected to be stable in the short-term.

We now focus on the downside risks to the global growth outlook. First, as the cyclical dynamics move towards dampening activity and downturn, financial conditions are expected to tighten sharply. This possibility is aided by the expectation of a monetary policy normalization and fiscal consolidation in the United States. It is noteworthy that China's transition to diminished growth marked by lower productivity and sluggish labour growth will also continue. These factors are likely to affect the investor sentiment and diminish capital flows to emerging markets. Another important development is the growing support for inward-looking protectionist policies and a divergence from global integration. This will result in disruptions in trade ties and investment flows which have repercussions for global activity and sentiment. Finally, risks to the medium- and long-term growth prospects are posed by climatic change, rising geopolitical tensions and cyber security breaches.

Some of the prescriptions to the policy-makers to maintain the current growth momentum include the following. Firstly, economies should focus on structural policies with special emphasis on inclusive growth which will increase labour force participation, create jobs and enhance productivity. Secondly, countries need to focus on policies to curb the next business cycle downturn. This requires a two-pronged strategy. On the one hand, nations which have a burgeoning fiscal deficit and large current account deficit should concentrate on fiscal consolidation and debt management. While, on the other hand, they must implement micro- and macro-prudential policies in order to rein in increasing leverage and high volatility in the financial markets. Lastly, there is an urgent need to build consensus on global issues such as trade conflicts, climate change, geopolitical strains and cyber security breaches through cooperation and coordination.

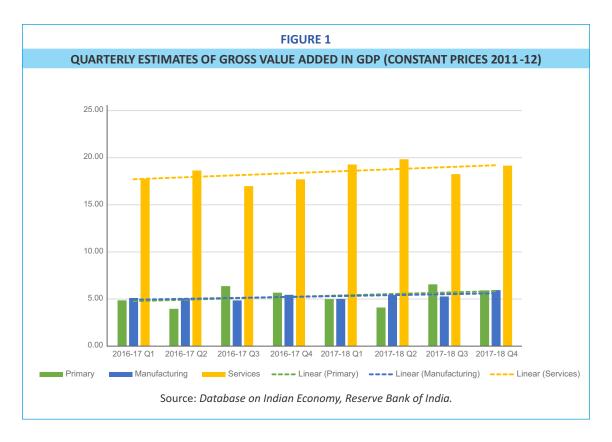
INDIAN ECONOMY IN 2017-18

India is among the fastest growing economies in the world and GDP (Gross Domestic Product) growth in 2017-18 was 6.7 per cent. It may be noted that the average growth rate in the last four years stood at 7.3 per cent. The year 2017-18 was marked by implementation of several key policy reforms in the Indian economy which are expected to have long-term consequences for the growth and development process. The first one is the transition to the Goods and Services Tax (GST) from 1 July 2017 onwards. Given the massive scale and inherent complexities, the transformation encountered challenges on all fronts and adversely impacted the business activity in the economy, especially that in the informal sector (Economic Survey 2017-18, Government of India). Going forward, a more swift response from the Government in terms of rationalization, alignment of rates and simplification of the process is likely to usher in gains by expanding the tax base and improving the fiscal deficit situation.

Another key challenge for the policy-makers has been the Twin Balance Sheet (TBS) problem which marred growth prospects for the Indian economy. The solution to TBS is the approach of the 4R's, viz. recognition, resolution, recapitalization and reforms. While emphasizing recognition and resolution, the policy measures which were undertaken include introduction of a new Indian Bankruptcy Code (IBC) to enable the corporates to clean up their balance sheets and decrease their debt along with rolling out a huge recapitalization package (amounting to 1.2 per cent of GDP) with a view to strengthen the public sector banks and infuse fresh investment in the economy (*Economic Survey 2017-18*, Government of India).

In the current year, the overall macroeconomic outlook remained mixed. In the first half of the year, the Indian economy showed signs of a slowdown, while the rest of the world depicted growth in economic activity. Despite being backed by strong fundamentals, the economic performance was not in line with the potential due to several adverse factors. The latter included demonetization, bottlenecks in implementation of the new GST regime, rising real interest rates, slow investment in the face of the TBS challenge and reduction of agricultural incomes resulting from a steep decline in some of the food prices (*Economic Survey 2017-18*, Government of India).

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However, in the second half of the year, the economy witnessed a turn around. This robust growth may be attributed to the global economic recovery and a consequent rise in exports, and the dampening impact of adverse shocks as a result of the policy steps undertaken to ease out the mounting pressures on the economy. It is notable that the policy measures taken up by the Government also led to an improvement by 30 spots in India's rankings on the World Bank's Ease of Doing Business Index. In the same vein, the liberalization of the Foreign Direct Investment (FDI) regime caused a 20 per cent rise in the flows. The policy efforts along with growth revival prospects led to a sovereign ratings upgrade of India. However, the Indian economy is likely to grapple with issues pertaining to macroeconomic stability posed by the burgeoning deficits, viz. fiscal and current account, and inflationary concerns fuelled by the current international oil price rally.

According to the Central Statistics Office (CSO) estimates, growth in Gross Value Added (GVA) at constant basic prices is around 6.7 per cent in 2017-18 as against 6.6 per cent in 2016-17. The growth slowdown is owing to lower growth of 3.4 per cent and 5.5 per cent in the 'Agriculture and Allied' and 'Industry' sectors, respectively. However, the stellar performance by the 'Services' sector stands out and the sector grew at 7.9 per cent in 2017-18. The growth trajectory for the GVA at constant basic prices displays an upward trend. Figure 1 shows the sectoral estimates for GVA at constant basic prices on quarterly basis for 2016-18. The Agriculture sector posted gains in growth with most food and non-food crops depicting a significantly higher growth. 'Public Administration, Defence & Other Services' sector registered a growth rate of 17 per cent in Q4 of 2016-17 due to higher salaries being paid to government employees based on the recommendations of the 7th Pay Commission. As a result, tiding over the dip in Q3 of last year, growth in the Services sector witnessed a turnaround in Q4 of 2016-17. Consumption expenditure has been the largest component of GDP growth in the last five years or so. Its contribution to GDP growth in 2016-17 increased to around 95 per cent. This was driven by the high growth in both the Private Final Consumption Expenditure (PFCE) and the Government Final Consumption Expenditure (GFCE). Due to the payment of higher salaries under the aegis of the 7th Pay Commission, the growth of GFCE was close to 21 per cent in 2016-17. A disturbing trend is the falling share of investment, especially fixed investment in GDP which decreased to 27.1 per cent in 2016-17. Along with a growth in the export of goods and services in 2016-17, imports also witnessed an increase, albeit at a lower rate. However, imports are



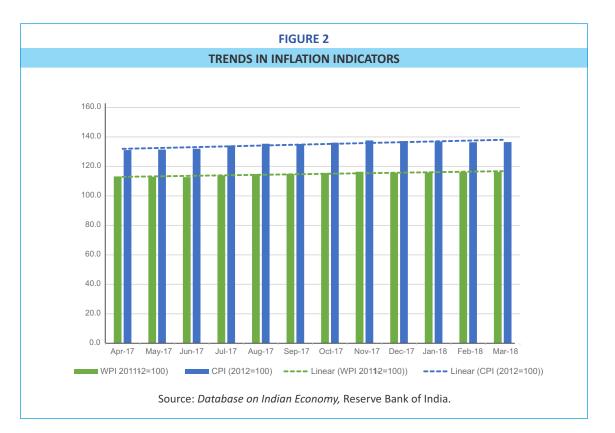
predicted to grow at a faster rate and the share of net exports of goods and services in GDP is likely to fall from -0.7 per cent in 2016-17 to -1.8 per cent in 2017-18.

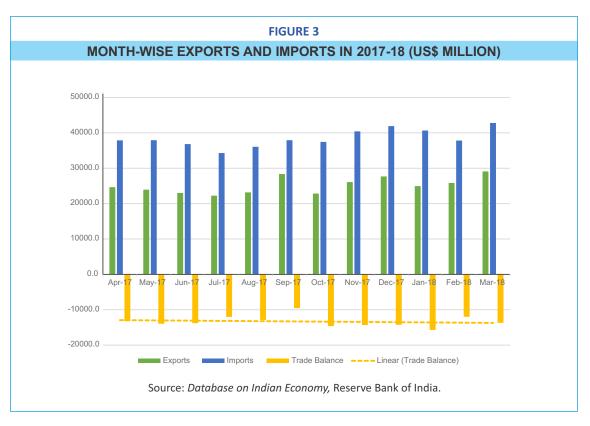
Whilst the economy has witnessed a steady economic growth in the last four years, the savings and investment rates have fallen considerably. This has crucial implications for the long-term growth and concerns in this regard need to be urgently addressed. The investment rate or the Gross Capital Formation as a percentage of GDP fell by 5.7 percentage points from 39 per cent in 2011-12 to 33.3 per cent in 2015-16. The jaded investment growth in the economy may be attributed to various factors including delays in land acquisition, long and cumbersome environmental clearance process, bottlenecks in infrastructure and lukewarm business climate, among others. While the government has been working on rekindling the investment in the economy by making improvements in power availability, easing out various infrastructure related difficulties, taking up policies like implementation of GST, Insolvency and Bankruptcy Code, bank recapitalization plans, reforms to boost industrial performance such as 'Make in India', 'Start-Up India' and 'Intellectual Rights Policy' along with facilitation in terms of the overall 'Ease of Doing Business', it has remained low (Economic Survey 2017-18, Government of India). Savings rate in the economy also decreased by about 2.3 percentage points between 2011-12 and 2015-16. Since the fall in the rate of investment is steeper than that in the savings rate, the savings investment gap for the Indian economy narrowed down from -4.3 per cent in 2011-12 to -1.0 per cent in 2015-16.

Inflation is a key concern in a growing economy like India. Due to the sustained efforts by the policy-makers to rein in inflation in the economy, it has remained moderate since 2016. According to the Combined Consumer Price Index (CPI-C), headline inflation fell to 3.3 per cent in April-December 2017-18 from 4.8 per cent in the same period of 2016-17. This can be explained mainly by lower food inflation which decreased from 5.1 per cent in April-December 2016-17 to 1.2 per cent over the same period in 2017-18. In fact, inflation declined across the board except the housing and fuels & light sub-groups in CPI-C (*Economic Survey 2017-18*, Government of India). However, the Wholesale Price Index (WPI) increased from 0.7 per cent in April-December 2016-17 to 2.9 per cent in April-December 2017-18 due to a sudden spike in international crude oil prices post February. Figure 2 shows the trends in CPI and WPI during 2017-18. Clearly due to a rise in oil prices as well as food inflation in the latter half of the year, both the series depict an upward trend over the last year.

The Reserve Bank of India (RBI) conducted monetary policy operations in 2017-18 under the aegis of the revised statutory framework. In August 2017, the Monetary Policy Committee recommended a reduction in the policy Repo Rate by 25 basis points to 6 per cent but kept the rates unchanged during the subsequent reviews. In order to inject liquidity into the system, the RBI has utilized both conventional and unconventional monetary policy instruments and has remained committed to remonetization of the Indian economy. Liquidity conditions in the economy were buoyant with the year-onyear growth in Currency in Circulation and Reserve Money witnessing high growth rates owing to a favourable base effect. However, the dismal performance of the banking sector especially Public Sector Banks dragged down the overall outlook. The mounting debt as indicated by a sharp rise in the Gross Non Performing Assets ratio of the Scheduled Commercial Banks from 9.6 per cent in March 2017 to 10.2 per cent in November 2017 is distressing. On the other hand, credit growth stayed upbeat with Non Food Credit growing at 8.9 per cent in November 2017 visà-vis 4.8 per cent in November 2016.

As global growth gathers momentum, the volume of international trade is likely to grow from 2.4 per cent in 2016 to around 4 per cent in 2017-18. At the same time, both international fuel and non-fuel prices are also projected to increase. India's situation, which may be gauged by some of the broad indicators, on the external front remained well-cushioned. The Current Account Deficit was 1.8 per cent of GDP, growth in merchandise exports was 12 per cent, that in net service receipts was 14.6 per cent and finally, growth in net foreign investment was 17.4 per cent in 2016-17. Indian exports witnessed a turnaround in 2016-17 and growth resumed after a spell of deceleration in 2014-16. It is notable that the exports sector recovered in the latter half of 2016-17 and grew at 5.2 per cent. However, although the growth is still positive, the recovery has been choppy as the exports are undergoing a subsequent deceleration. Driven by subdued

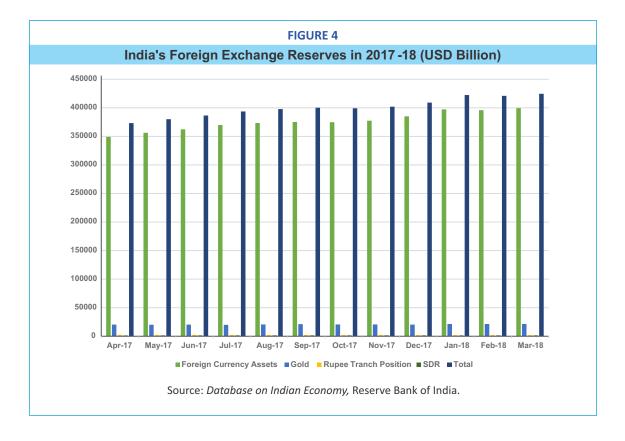








oil prices and lower gold and silver imports, imports to the economy fell from US\$491 billion in 2012-13 to US\$462 billion in 2017-18. There was a drastic reduction in imports in 2016-17 which was reflected as a significant improvement in the merchandise trade balance from US\$190 billion in 2012-13 to US\$108.5 billion in 2016-17. However, the same increased to US\$160 billion in 2017-18 owing to a persistent rise in imports (Figure 3). Since the capital flows have remained steady, the foreign exchange reserves increased from US\$292 billion in March 2013 to US\$425 billion in March 2018. Owing to the Foreign Direct Investment (FDI) policy reforms since 2016, the FDI inflows to India increased by 8 per cent in 2016-17. The net FDI flows to India in 2016-17 stood at US\$35.6 billion as against US\$36.0 billion in 2015-16 (*RBI Database on Indian Economy*). Despite the slight decline in net FDI flows to India over 2017-18, the net foreign investment to India increased at the rate of 17.4 per cent due to a steep rise in Foreign Portfolio Inflows (FPI). Given the optimism regarding the growth in the Indian economy, the net Portfolio Investment recorded an increase from US\$7.6 billion to US\$20.9 billion between 2016-17 and 2017-18 (*RBI Database on Indian Economy*).



IMPORTANT ACHIEVEMENTS OF IIFT IN 2017-18 : A SNAPSHOT

Final Placements

The MBA (IB) 2016–18 batch had a total strength of 288 students (cumulative strength of Kolkata & Delhi Campus) which saw an increase of 29.10 per cent (93 PPOs in total) compared to approx. 23.15 per cent (74) in the previous year, re-affirming the recruiters' faith in the talent and calibre of the post-graduate students of IIFT. The Placement processes were completed with around 94 recruiters which included some of the prominent brands like Arcesium, Avendus Capital, BMW, CP Group, Deloitte, USI (S&O) EXL, PepsiCo, Tech Mahindra and YES Bank, amongst others. The average domestic compensation offered to the students ranged from ₹19.23 lakh per annum to ₹29 lakh per annum.

International Placements continued to be strong with around 31 students being offered international roles in South America, Thailand, Africa and South East countries, thereby recording a jump by 51% from that in the preceding year with average compensation ranging in between US\$80000 to 150000 per annum. The participation of Olam, TGI, ADM and Phoenix Commodities re-affirmed the status of IIFT as one of the premier schools in Asia.

Summer Internship

The 2017-19 batch, on the other hand, completed its Summer Placements with an average stipend of ₹1.37 lakh per month compared to ₹1.24 lakh in the last year. International placements were being offered to 16 students across Middle East, Africa, Europe, Singapore and Indonesia. The World Trade Organization (WTO) and the Organization for Economic Cooperation and Development (OECD) recruited interns for their Geneva and Paris Offices respectively, confirming their exclusive association with IIFT once again.

Student Achievements

IIFT has spotted participation and winning of various prominent competitions organized by some of the leading

organizations and premium B-schools like RBI Policy Challenge by RBI, HUL Carpe Diem–2017 by HUL, PepsiCo-Change the Game by PepsiCo, Finalogue by XLRI, Optimus by IIM Bengaluru to mention among the few.

Admission of MBA (IB) 2018-20

There is a record increase in the number of applicants for the MBA (IB) 2018–20. The flagship programme of the Institute has received unprecedented response this year. Against a total of 51292 applications received last year, 62000 applicants have applied for the programme this year. The growing interest in MBA (IB) is understandable in the context of increasing market and governance challenges around the world and consequently, the growing complexities of International Business.

International Collaboration

During the academic year 2017-18, near about 22 students from different International Universities/ Institutions were accommodated in IIFT in exchange for 37 students (including 21 students from Delhi and 16 from Kolkata Campus) from IIFT who had been engaged in various International Universities/Institutions during January-March 2018 under the Student Exchange Programme.

The Faculty Development Programme, held during the same academic year saw 13 faculty members participate in different International and National Conferences and another 10 participated in training programmes.

A research conference, held jointly with Academy of International Business (AIB) was organized by IIFT at its Shimla Campus where two of the faculty members and research scholars presented their papers. The Conference witnessed visitors from some of the renowned foreign universities including Coventry University (UK), Bradley University (USA), D.I.E (Germany) and from the Canadian Tire. One of the Faculty members from IIFT's Kolkata



Campus received the Best Paper award at this prestigious Conference.

Offlate, IIFT has undergone several additional tie-ups with International Universities/Institutes to enable Training, Research and Student/Faculty Exchange Programmes. It has recorded collaborations with 26 different international Universities/Institutions across the globe. Of these, 13 are from Europe, 5 from Asia and 8 from rest of the world.

IIFT has signed two back to back MOUs with International Business School Americas in Brazil and International Institute of Business Networking in Russia on 30 January and 1 February 2018, respectively, for a tenure of five years. The aim was to affirm more of student/faculty exchange engagements and other such Institutional programmes with them. Three of our students have even availed the scholarship of International Business School Americas and have actively participated in their "Doing Business with Brazil" programme during JanuaryFebruary 2018. The International Institute of Business Networking in Russia, on the other hand, has recently organized a one week "Doing Business with Russia" programme for the BRICS countries during 25-30 June 2018 at a special price for IIFT.

International Conferences and Training Programmes

Two International Executive Development Programmes were conducted during 2017-18 - one at Angola for 50 participants in participation with APIEX and the second in Egypt for 25 participants in partnership with the Foreign Trade Training Centre.

IIFT launched its Post Graduate Diploma Programme in International Trade (PGDIT) for delegates from Cambodia, Laos, Myanmar and Vietnam (CLMV), which comprised of 18 participants from Myanmar, 15 from Vietnam, 9 from Laos and 2 from Cambodia. The Convocation for this batch was held on 15 March 2018 at IIFT, New Delhi where 43 students were awarded the Diploma.



Delegation of Bradley University, USA



Convocation of PG Diploma Programme in International Trade for Delegates of CLMV Countries



Participants of AIB-India Chapter Conference, Shimla

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 55th 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 to promote and enhance education, research and cooperation in international trade:

- (i) Executive Management Programmes (EMP) Division
- (ii) Management Development Programmes (MDP) Division
- (iii) International Collaboration and Capacity Development (ICCD) Division
- (iv) Graduate Studies in Management (GSM) Division
- (v) Economics Division
- (vi) Research Division

Executive Management Programmes (EMP) Division

Executive Management Programmes (EMP) Division of the Institute plays a crucial role in developing capacities in different aspects of International Business in Africa through conducting both short term and long term training programmes. During the financial year 2016-17, IIFT received the sanction of ₹20 crore from MEA for organizing 40 Capacity Building Programmes in African Countries in the next five years. The programmes will commence after the release of funds by MEA. The batch of MBA (IB) 2016-17 at IFM, Tanzania had its Convocation held on 4 December 2017 where 28 students have been awarded the degree. The succeeding academic batch of MBA (IB) 2017-18, on the other hand, was inaugurated on 10 July 2017.

Besides, EMP Division launched Post Graduate Diploma Programe in International Trade (PGDIT) for delegates from Cambodia, Laos, Myanmar and Vietnam (CLMV) countries at IIFT, New Delhi on 24 April 2017. There are 18 participants from Myanmar, 15 from Vietnam, 9 from Laos and 2 from Cambodia.

Management Development Programmes (MDP) Division

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 IAS and other All India Service Officers like Indian Forest Service and Indian Police Service. IIFT is nodal institute for conducting 9 month residential training programme for the Indian Trade Service Probationers. Besides, 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 country under 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.

International Collaboration and Capacity Development (ICCD) Division

The International Collaboration & 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 collaborations. The Institute, by obtaining membership of renowned international institutions further consolidates the academic cooperation, student exchange, study tours and faculty exchange. The division also facilitates participation of faculty in National and International training programmes and conferences.

Graduate Studies in Management (GSM) Division

The Graduate Studies in Management (GSM) Division of the Institute is the nodal division for full time/long duration programmes. The division processes the admission to all these programmes, besides providing administrative and academic support. It is the responsibility of the division to ensure smooth conduct of the programmes in coordination with all stakeholders, viz. faculty, students and all other concerned.

The Institute invited applications for admission to MBA (IB) 2018-20, its flagship programme. About 62 thousand applications were received for 420 seats spread across Delhi and Kolkata Campus. A common test was administered in 20 cities. The other programmes of the Institute also got encouraging response from corporate and government sectors.

Economics Division

IIFT has initiated a new programme of MA (Economics – Specialization in Trade and Finance) 2018-20 in Economic Division. The objectives of this programme are as follows:

- To prepare students to become excellent trade policymakers and key strategists on trade issues in the corporate sector, involved directly or indirectly in international trade and financial transactions.
- To equip students with a set of tools, which would help them to solve real world problems.
- To prepare students to be full-time academicians, with specialized knowledge in international economics and finance.

The first batch of students started attending the classes from 1 August 2018. Total 530 candidates appeared in the entrance test held at Delhi and Kolkata campus. The student who qualified in the entrance test were called for personal interview. Thirty students have joined the programme (22 in Delhi and 8 in Kolkata). The classes are being held from Monday to Friday. Delhi and Kolkata are connected through state of art video conferencing facilities. Renowned professors are currently teaching in the first semester. Along with theoretical subjects, students will also learn practically through statistical software, usages of Bloomberg terminal, etc. Special lecture and seminars will also be conducted on regular basis so that students are exposed to both theoretically and practically knowledge of the subject and contemporary economic issues including global business.

Research Division

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.



IMPORTANT MEETINGS

During the year, two meetings of Board of Management on 22 September 2017 and 20 December 2017; two meetings of Finance Committee on 26 June 2017 and 12 September 2017 were held.

IIFT KOLKATA CENTRE

The year 2017-18 was eventful for Kolkata Campus with many outreach and research activities apart from the routine regular Full time and Executive Programmes. 114 students of the passing out batch of 2015-17 were conferred degree in the convocation. The campus is running 4 different programmes. The students of the campus have participated in many corporate competitions and won prizes. Smt. Rita Teaotia, then Commerce Secretary, visited the campus and adhered the students and faculty apart from tree plantation.

During her visit, an MoU was signed with DGCIS for integrated search work by both the institutions. Under the MoU, IIFT has conducted MDPs on Trade Analytics for the officers and staff of DGCIS. It has also conducted a joint programme on Data Analysis for the district statistical officers of National Statistical Bureau. Series of programmes are conducted for Employment Exchange Officers for the Ministry of Labour, Government of India. Under special arrangement with Government of West Bengal, the campus has conducted a long duration workshop for the senior IAS Officers on Data Analytics. Two batches of Officers of Industries and Commerce from Government of Assam were trained on Export Procedures and Documentation. The campus has also continued its relationship with Reliance Industries Limited and IFB Agro through Executive Development Programmes. The campus has hosted the IND-IB Research Workshop in association with Academy of International Business, India Chapter to train researchers on research publication.

In the research projects, Export Promotion Strategy Document for Govt. of West Bengal and Govt. of Madhya



Pradesh were completed. The campus has also helped KoPT through a project on Merger of Central Dock Labour Board with KoPT. As part of out-reach activities the faculty from Kolkata Campus supported trade promotion organizations and industrial bodies on various forums.

The faculty from the campus have actively participated in National and International Conferences both in India and abroad and published research papers under the Faculty Development Programme.

Out-Reach Activities

Dr. K. Rangarajan, Prof. and Head, Kolkata Centre

- (1) Delivered a lecture on "Export Strategy for Leather Exports" at a workshop on "Export regulations & comparative analysis in top ten exporting countries for Indian Leather Sector", organized by Council for Leather Exports.
- (2) Nominated as a Member of the Steering Committee, Promotion of Exports, Govt. of West Bengal.
- (3) Attended Public Private Dialogue Forum organized by FISME.
- (4) Attended Meeting on Implementation of Port Community System (PCS 2.0) organized by Indian Port Association, Ministry of Shipping, New Delhi in order to extend electronic data interchange (EDI) among the stakeholders of ports in India.
- (5) Participated as a Panelist in the 3rd PMI Regional Conference at Kolkata on 22 April 2017 on the topic "Perspectives of Project Management in the Data Only Generation".
- (6) Participated as a Panelist in the panel session on "Enhancing Export Competitiveness of Indian MSMEs through E-Commerce" during the Study Launch and Discussion on "Exploring Potential of E-Commerce for Retail Exports of Indian MSMEs" held on 30 May 2017 at FICCI, New Delhi.
- (7) Dr. Ranajoy Bhattacharyya, Professor delivered a lecture on Export Potential for East and North Eastern India at the half-day seminar conducted by DGCIS on 21 June 2017.
- (8) Dr. K. Rangarajan and Dr. B.R. Chaudhuri, Professor delivered a lecture on "Challenges and Opportunities for Exports from Eastern India" in an interactive session conducted by Bharat Chamber of Commerce on 26 July 2017.



EDUCATION AND TRAINING

Foundational Programmes

The following programmes are being / were conducted by Graduate Studies in Management Division during 2017-18:

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

The two-year full-time MBA (International Business) 2017-19 (32nd batch) commenced on 30 June 2017. One hundred and sixty-seven students were admitted at Delhi Campus and one hundred and thirteen students were admitted at Kolkata Campus on the basis of an All-India selection process comprising of written test, group discussions, essay writing and interviews.

2. Two-year Six months Weekend MBA (International Business)

The 18th batch of two-year six months Weekend MBA (International Business) 2017-20 for working executives started at Delhi Campus on 22 July 2017. Fifty-nine participants were admitted to the Programme on the basis of essay writing, group discussion and interviews.

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

Executive Post Graduate Diploma in International Business (2017-19) commenced on 25 September 2017

with seventy-six participants from corporate sector, export promotion & service institutions/organizations and government departments.

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

The eighth batch of Executive Post Graduate Diploma in International Marketing (2017-19) started on 25 September 2017 with thirty-one participants from corporate sector predominantly companies in the B2B segment of the industry and aspiring for higher level of responsibilities in the International Marketing function.

5. Executive Post Graduate Diploma in Finance (EPGDF)

The eighth batch of Executive Post Graduate Diploma in Finance (2017-19) started on 25 September 2017 with seventeen participants from corporate sector, financial institutions/organizations and government departments.

6. Certificate Programme in Export-Import Management (CPEIM)

Certificate Programme in Export-Import Management (December 2017-March 2018) commenced on 16 December 2017. Thirty-two participants joined the Programme.

S. No.	Programme	Venue	Dates/ Duration	No. of Participants
1.	MBA (International Business)	lIFT Delhi	2016-18	171
			2017-19	167
		IIFT Kolkata	2016-18	119
			2017-19	113
2.	MBA (International Business)Weekend	IIFT Delhi	2015-18	38
			2016-19	43
			2017-20	59
		IIFT Kolkata	2015-18	14
			2017-20	15
3.	Executive Post Graduate Diploma in International	IIFT Delhi	Sept. 2016-Feb. 2018	82
	Business (On Campus)		Sept. 2017-Feb. 2019	76
4.	Executive Post Graduate Diploma in International	IIFT Delhi	Sept. 2016-Feb. 2018	21
	Marketing		Sept. 2017-Feb. 2019	31
5.	Executive Post Graduate Diploma in Finance	IIFT Delhi	Sept. 2016-Feb. 2018	16
			Sept. 2017-Feb. 2019	17
6.	Certificate Programme in Export-Import Management	IIFT Delhi	Dec. 2017-April 2018	32

PROGRAMMES CONDUCTED BY GRADUATE STUDIES IN MANAGEMENT (GSM) DIVISION DURING 2017-18

51st CONVOCATION OF THE INSTITUTE

The 51st Convocation of the Institute was held on 28 July 2017. Smt. Nirmala Sitharaman, then Minister of Commerce & Industry delivered the 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 Teaotia, then Commerce Secretary and Chairman, IIFT and Shri Binoy Kumar, then Director, IIFT awarded degree, diplomas and certificates to 603 students.





MANAGEMENT DEVELOPMENT PROGRAMMES

During the year 2017-18, MDP Division has conducted 65 programmes for managers and executives of various levels. Out of these, 6 programmes were open for all sectors, 44 sponsored programmes for Government Officers (including ITS & ISS officers) and executives of PSUs/private sector. Besides, 4 long duration courses delivered via hybrid mode and 11 online MDPs under Niryat Bandhu Scheme were conducted. A total of 1784 participants benefited from these programmes.

S. No.	Type of Programme	No. of Programmes	No. of Participants
1.	Open Programmes	6	130
2.	Sponsored Programmes	44	1131
3.	Hybrid Long Duration Programmes	4	135
4.	Online MDPs (Niryat Bandhu Scheme)	11	388
	Total	65	1,784

CATEGORY-WISE PROGRAMME DETAILS

I. OPEN PROGRAMMES

1. Export-Import Management

Two-day MDP on Export-Import Management was held during 20-21 July 2017.

Programme Contents: Getting Started in Foreign Trade in GST Regime, Identifying Global Buyers & Suppliers Online, Settling International Payment: Mechanism and Processes, Process of Letters of Credit: Ensuring Guaranteed Payments, Currency Risk Management Strategies–Case Study, Understanding Export-Import Documentation, Export Incentives & Benefits and Assistance, etc.

Forty-two participants attended the programme.

2. Financial Risk Management

Two-day MDP on Financial Risk Management was held during 27-28 July 2017.

Programme Contents: Introduction to FRM, Financial Crisis and Way Forward, Introduction to Quantitative Risk Management, How Traders Manage their Risk, Regulatory Issues in Financial Risk Management: Basel Norms, Modeling and Forecasting Volatility in Financial Markets, Modeling and Computation of Market Risk, Modelling Credit Risk, Operational Risk, Liquidity Risk and Credit Derivatives, etc.

Thirteen participants attended the programme.

3. Analytics for Starters

Two-day MDP on Analytics for Starters was held during 21-22 September 2017.

Programme Contents: Decision Making Context & Overview of Tools, Statistical Concepts, Data Gathering and Database Concepts, Business Intelligence with Excel Add-ins, Decision Modelling & Applications for Simulation and Data Analysis, Data Mining Concepts & Application-I, Data Mining Concepts & Application-II, etc.

Twenty-three participants attended the programme.

4. Export Import Management

Three-day MDP on Export Import Management was held during 1-3 November 2017.

Programme Contents: Starting Export Import & Availing Incentives, Management of International Payments--Letter of Credit & Implications of UCP-600, GST and Its Implications on Trade, Market Access Issues and Trade Agreements, Developing INCOTERMS in Sales Contract, Commercial Documents in Foreign Trade--Preparation &

INDIAN INSTITUTE OF FOREIGN TRADE



ITS Probationers attending Training Programme at IIFT are seen with Shri Ram Nath Kovind, Hon'ble President of India at Rashtrapati Bhavan.

Handling, Regulatory Documents in Foreign Trade– Preparation & Handling, Customs Clearance, Duty Drawback & Claim Procedure, Promoting Exports through WTO Compliant Foreign Trade Policy, etc.

Twenty-one participants attended the programme.

5. GST-Implications on International Trade

One-day MDP on GST-Implication on International Trade was held on 17 November 2017.

Programme Contents: Transitional Provisions & Conceptual Framework of GST, Sector-Specific Impact of GST on Export-Import, Changes in Export Incentives in post-GST Regime, Input Tax Credit and Refunds under GST, etc.

Sixteen participants attended the programme.

6. Business Analytics in a Big Data World

Three-day MDP on Business Analytics in a Big Data World was held during 19-21 December 2017.

Programme Contents: Analytics in a Business, Big Data World--An Overview, Introduction to Software Package--IBM SPSS Statistics, Multivariate Descriptive Analytics--RFM, Association Rule Mining Using Market Basket Analysis and Churn Analysis, Market Segmentation Using Cluster Analysis, Product Positioning Using MDS, Role and Applications of Inferential Statistics in Business Analytics, Predictive Analytics--Regression Model Building and Deployment, Analytics for Product Development and Pricing Strategy, Classification Using Logistic Regression, Case Study: Application of "Big Data" in Credit Risk Modelling, Nonlinear Innovation Diffusion Models; Case Study: Forecasting GSM Mobile Subscribers in India, Forecasting Techniques, etc.

Fifteen participants attended the programme.

II. SPONSORED PROGRAMMES

(A) Training Programmes for Govt. Officers/PSUs

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

IIFT is nodal Institute for conducting foundation training programme for Indian Trade Service Probationers. This year, the programme was conducted during January-October 2017. The comprehensive training of nine months was divided into two phases. The 1st Phase provided the officers in-depth knowledge of Global Business Environment and Trade Policy, Statistics for Policy Makers, Macroeconomics, International Economics, Trade Analytics, International Marketing, Market Identification, Supply Chain, Global Sourcing, International Trade Operations, Export-Import Finance, WTO & Key



Agreements under Negotiation, Foreign Trade Policy (FTP) and Foreign Trade Development & Regulation Act (FTDR Act), Custom Procedure & GST Regime for Taxation. The 2nd phase covered the topics like Communication Skills & Interpersonal Relations in Public Organization, Managerial Behaviour in Public Organization, Commodity Markets, Derivatives and Applications, International Trade Logistics, Field Assignment & Experiential Sharing Session.

The ITS Probationers were attached to DGFT field offices during three months gap periods.

In addition, they were also attached to various industries, Government Departments including Parliament and a special interaction with Hon'ble President of India at Rashtrapati Bhawan.

2. Training Programme for the Officers of Mazagon Docks Ltd. (MDL)

Three-day Training Programme on Understanding International Trade and Business for Officers of Mazagon Docks Ltd. was held during 14-16 April 2017 at premises of MDL Mumbai.

The Programme Contents included International Trade-Rationale and Basic Concepts, Overview of Ship Building Industry and Macro-economic Scenario of Select Countries, Basics of International Marketing, International Market Entry Mode and Branding, Case Study and Brainstorming, Availing Finance from International Finance Institutions, Methods of Costing, Export Procedures and Documentation, Techniques of Product Market Identification: Scanning of Select Country Markets, Case Study and Brainstorming, Sources of Data Analysis (Offline and Online), Sources of Data, Data Quality and Important Portal of Trade, International Contracts Management, Contracts Management, G to G Marketing, etc.

Twenty-five officers of Mazagon Docks Ltd. attended the programme.

3. Training Programmes for the Officers of Ministry of Labour & Employment

The Ministry of Labour & Employment, Government of India, has initiated a series of Capacity Building Programmes for Employment Exchange Officers spread across the country with an objective to provide right career guidance to job seekers. IIFT was entrusted with the responsibility to conduct such a series of programmes. A total 26 programmes were conducted and a total 720 employment exchange officers were trained. These programmes were conducted by IIFT at three locations as given in the table below.

The Programme Contents mainly included Role Transformation, Ice Breaking--Group Exercise, Promoting

S. No.	Batch & Date		No. of Participations			
		IIFT Delhi	IIFT Kolkata	NICS Noida		
1.	Batch-1 (24-29 April 2017)	18	26	-	44	
2.	Batch-2 (1-6 May 2017)	21	17	34	72	
3.	Batch-3 (15-20 May 2017)	27	28	-	55	
4.	Batch-4 (22-27 May 2017)	23	25	32	80	
5.	Batch-5 (5-10 June 2017)	24	26	37	87	
6.	Batch-6 (12-17 June 2017)	28	26	-	54	
7.	Batch-7 (19-24 June 2017)	26	-	-	26	
8.	Batch-8 (3-8 July 2017)	26	35	-	61	
9.	Batch-9 (10-15 July 2017)	30	-	32	62	
10.	Batch-10 (17-22 July 2017)	27	28	-	55	
11.	Batch-11 (24-29 July 2017)	29	-	30	59	
12.	Batch-12 (31 July-5 Aug 2017)	32	33	-	65	
	Total	311	244	165	720	

CAPACITY BUILDING PROGRAMMES FOR EMPLOYMENT EXCHANGE OFFICERS

Career Centre--Identify Channels, Career Centre Management--Admin and Operations, SMART Action Plan, Market Prospecting--Directory, Occupational Codes, Interacting with Industry, Interacting with Schools/ Colleges, Parents, Interacting with Training Providers+ GAP Training, Activity--Job Fair (Toolkits and Mobile), Workforce Segmentation, etc.

The programme also covered Skilled/Unskilled Workforce, Literate/Illiterate Workforce, Intervention of Social Media in Career Centre, Role play, CV building, Tests in Career Counselling, Ability Profiler, Interest Profiler Test, Work Importance Test, Communication & Presentation Skills, Job Skill Mapping, Entrepreneurial Development--Management and Finance, Group Counselling, Managing Stress, Work Place Ethics, Counselling Documentary Followed by Discussion, Brainstorming Counselling Characteristics, Presentation of Group Action Plan, etc.

4. Training Programme for the Officers of MPEDA

Two-day Training Programme on Procedures for Export of Marine Products and Import for Officers of MPEDA was held during 6-7 October 2017 at the premises of MPEDA, Kochi.

The Programme Contents included Globalization is the Theme of FTP 2015-20--Infrastructure efficiency can be achieved by scheme: EPCG, Advance Authorization / DFIA Scheme--Leveraging for MPEDA, MEIS / Status Holders Scheme for Marine Exporters, WTO SPS Agreement and Issues of Compliance in US and EU Markets--Case of Indian Fisheries Sector, Authorization Economic Operator Scheme--Role and Significance for MPEDA Exporters, Custom Clearance of Exports for Marine Sector, WTO TBT Agreement and Issues of Compliance in US and EU Markets--Case of Indian Fisheries Sector, etc.

Thirty-seven officers of MPEDA attended the programme.

5. Training Programmes for the Officers of ISS (sponsored by NSSTA)

Two 5-day Training Programmes for the Executives of Indian Statistical Service for National Statistical Systems Training Academy, Ministry of Statistics & Programme Implementation were held at IIFT, New Delhi with the following details:

S.No.	Programme/ Dates	Participants
1.	Advanced Management Programme for Officers with 17-19 years of service (30 Oct3 Nov. 2017)	15
2.	Management Development for Officers with 8-10 years of service (5- 9 Feb. 2018)	19

The programme for senior officers covered Evolving Patterns of Global Political Economy, India's Engagement in WTO and Other Trade Agreements, Decision Modelling, Analytics & Public Policy, Ideation & Design Thinking, Inorganic Expansion of Companies, Transaction Analysis, Digital Payment Infrastructure, Essential of Leadership Styles-1, Essential of Leadership Styles-2, Introduction to Financial Market, Project Appraisal, Commodity Markets, Twists and Turns in the Globalization Debate, etc.

The programme for medium officers covered Evolving Patterns of Global Political Economy, India's Trade Policy in the Globalized World: Challenges and Concerns, Decision Modelling, Project Appraisal Management, Interpersonal Effectiveness, Analytics & Visualization-I, Commodity Markets-I, Commodity Markets-II, Global Macroeconomics Environment: Challenges & Remedies, Analytics & Visualization-II, Communicating Effectively at Work Place, Management and Use of Web Data, Quality Management, Understanding Basic Concept in Finance, Inorganic Expansion of Companies, Twists and Turns in the Globalization Debate, etc.

6. Export-Import Management for the Officers of GAIL

Two-day Training Programme on Export Import Management for the Officers of GAIL was held during 21-22 November 2017 at Pata, Kanpur.

The programme mainly focused on: Getting Started in Foreign Trade in GST Regime, INCOTERMS: Practical Applications, Settling International Payment: Mechanism and Processes, Process of Letters of Credit: Ensuring



Guaranteed Payments, Understanding Export-Import Documentation, Export Incentives & Benefits and Assistance, Management of Foreign Exchange, Currency Risk Management Strategies, etc.

Twenty-eight officers attended the programme.

7. Training Programme for Interns of Department of Commerce

Three-day Training Programme on Basics of WTO and International Trade for the Interns of DOC was held during 7-9 December 2017 at IIFT, New Delhi.

The main focus of the programme was on Overview of WTO and GATT Content. Overview of Service Trade Dynamics, Harmonized Systems of Trade Classification, Sources of Trade Data (WITS, Trade Map/Tariff Data) and Application of Trade Indices for Analyzing India's Trade Data with Partner Countries, Hands-on Exercises Based on Trade Data, Non-tariff Barriers, SPS and TBT Issues, Dynamics of RTAs: An Overview of India's RTAs, Rules of Origin and Negative Lists, Regional Trade Agreements (RTAs): Demonstrating and Identifying Products in Negative List Based on RCA and Unit Value Analysis, Exercise on Identifying Products in the Negative List, **Overview of TRIPS Agreement, WTO Disputes Settlement** Mechanism, WTO Provisions on Safeguards and Subsidies, Anti-Dumping Agreement and Dumping Margin Determination, etc.

Seventeen Interns of Department of Commerce, Govt. of India attended the programme.

8. Training Programmes for the Executives of MMTC Ltd.

Two 5-day Training Programmes for the Executives of MMTC Ltd. were held at IIFT, New Delhi as below :

S.No.	Programme/ Dates	Participants
1.	Talent Management (Young Executives) (18-22 Dec. 2017)	15
2.	Functional Management (Middle Executives)	24
	(5-9 March 2018)	

The programme for young executives covered mainly Export Challenges for MMTC Products, WTO & Global Trade Policy, Possibilities of Product & Market Diversification for MMTC Exports, Commercial Documentation for Foreign Trade-Preparation & Handling, Regulatory Documents in Foreign Trade-Preparation & Handling, Cargo Insurance-Policy & Claim Procedure, Custom Clearance Procedures for Export Cargo, Leveraging INCOTERMS 2010 in Trade Transaction, Retail Management, MEIS/SEIS Benefits for MMTC, Risk Management in Exports, Custom Clearance Procedures for Import Cargo, Logistics Management for Import Operations, Price Risk Management, Leveraging Cost Effective Import Payment Mode, Import L/C-Process & Techniques for Cost Reductions, Currency Risk Management for Import Transactions, etc.

The programme for middle executives focused on Global Economic Scenario: Changing Landscape Shifting Tides, Policy Framework in a Globally Integrated Economy, Custom Clearance Procedure for Export/Import Cargo, Understanding Documentation for Export/Import Operations, Commercial Documentation for Foreign Trade–Preparation & Handling, Regulatory Documents in Foreign Trade-Preparation & Handling , Trade Logistics, Branding of MMTC Products, Import Documentation & Bill of Exchange, Sale of High Seas, Cargo Insurance–Policy & Claim Procedure, Retail Management, etc.

9. Mid-Career Training Programme for DGFT Officers

Three-week mid-career Training Programme on International Trade & Management for the Officers of DGFT (Section heads, FTDOs, Asst. DGFT, etc.) was held at IIFT, New Delhi during 15 January to 2 February 2018.

The programme focused on Recent Global Trade Pattern & India's Opportunities, Enhancing India's Export Competitiveness: Role of FTDOs, Challenges of Globalization for Indian Economy, Export Import Provision in India, Incentives for Export with Special Reference to Foreign Trade Policy, Trade Databases: Hands-on Experiences, Foreign Direct Investment Implications for Economic Development, Role of RTAs in India's Trade Promotion, Tariff Barriers for Exports, GST Provision Applicable to Import & Export, Clearance Procedure for Export & Import, IT Tools for Data Insight & Decision Making I & II, Value Chain Integrations & Production Networks in Asia, Cross Cultural Communication & Management in International Business, Essential of Leadership Styles, etc.

The programme content also included General System of Financial Management, Budget Formulation and Implementation, Filing System, Noting & Drafting, Unveiling Fundamentals of Interpersonal Relationships, Assessing and Evaluating Personal Attributes, Emerging Trends in Indian & Global Economy and Trade, Managing Motivation at Workplace, Contract Management, Efficient Sourcing of Goods and Services, Problem Solving & Decision Making, Transactional Analysis, IT Tools for Data Insight & Decision Making III, Services Value Chain & Merchandise Linkages, Non Tariff Barriers for Exports, Growth Through Personal Value System I & II, E-business Models, Entrepreneurial Challenges and Policy Issues I & II, India's SEZ Policy I & II, Effective Communication, Trade & Investment: Complements or Substitutes, etc.

The programme was attended by 25 officers of DGFT including Asst. DGFT, FTDOs, etc.

10. Training Programme for the Officers of Indian Armed Forces through DGR

Ten-week Training Programme on Global Supply Chain Management for the Officers of Indian Armed Forces through DGR was held during 8 January-16 March 2018 at IIFT, New Delhi.

The programme focused on Emerging Global Environment and Supply Chain Management, Supply Chain Management Strategy, Management of Suppliers and Distributors, Global Supply Chain and Strategy, Global Supply Chain–Financial Perspectives, Economic Concepts of Global Value Chain, Distribution Management in Global Supply Chain, Inventory Management and Optimization in Supply Chain, International Shipment and Multi Modal Transportation for Supply Chain Management Linkage, International Procedures & Documentation for Supply Chain Management, E-Commerce and Global Value Chain, Performance Measures in Supply Chain, Technology in Global Supply Chain, etc.

Thirty-five officers of Indian Armed Forces attended the programme.

11. Training Programme for the Officers of STC

Six-day Training Programme on International Business for the Officers of STC was held during 12-17 March 2018 at IIFT, New Delhi.

The programme focused on Global Economic Scenario: Changing Landscape and Shifting Tides, Foreign Trade Policy in a Globally Integrated Economy, Legal Formalities for Clearance under GST for Export & Import Cargo I, Legal Formalities for Clearance under GST for Export & Import Cargo II, Team Effectiveness, Personal Effectiveness/ Performance Management, Understanding Financial Markets, Merger & Acquisition, Problem Solving and Decision Making, Communicating Effectively at Workplace, WTO: Changing Profile and Implications for India, Strategic Thinking, Strategic Framework for International Business, Commodity Markets, Derivatives and Applications, Interpersonal Skills, HR, Training & Development, etc.

Twenty-nine officers of STC attended the programme.

12. Training Programme for the Officers of India Trade Promotion Organization (ITPO)

Five-day Training Programme on Talent Management for the Officers of India Trade Promotion Organization (ITPO) was held during 19-23 March 2018 at IIFT, New Delhi.

The programme focused on Group Exercise, Understanding Self and Group, Mentoring, Coaching, Feedback and Counselling Skills, Project Work and Action Plan, Evolving from Manager to Transformational Leader, Effective Communication and Persuasion Skills, Promoting ITPO using Contemporary Marketing Strategy, Managing Teams, Managing Perception and Developing Service Orientation, Promoting India's Trade & Business: Challenges & Opportunities, Exploring and Developing Managerial/Leadership Competencies Required at ITPO, Motivating Self & Empowering Others, Inter Team Collaboration, Developing Strategic Thinking for Managing Change, etc.

Thirty officers of ITPO attended the programme.



13.Export-Import Management for the Officers of Numaligarh Refinery Ltd.

Two-day Training Programme on Export-Import Management for the Officers of Numaligarh Refinery Ltd. was held during 20-21 March 2018 at Golaghat, Assam.

The main focus of the programme was on Settling International Payment: Mechanism and Processes, Process of Letter of Credits: Ensuring Guaranteed Payments, Getting Started in Foreign Trade in GST Regime, INCOTERMS: Practical Applications, Understanding Export-Import Documentation, Export Incentives & Benefits and Assistance, Management of Foreign Exchange, Currency Risk Management Strategies, etc.

Eleven officers attended the programme.

(B)Training Programmes for Private Companies

1. Training Programmes for the Executives of OLAM International

Two 3-day Training Programmes on Export Import Business & Documentation for the Executives of OLAM International were held at Libreville, Gabon and Lagos, Nigeria with the following details:

S.No.	Programme/ Dates	Participants
1.	Export Import Business & Documentation	27
	Libreville, Gabon	
	2-4 June 2017	
2.	Export Import Business & Documentation	21
	Lagos, Nigeria	
	20-22 Sept. 2017	

These programmes covered the topics on Global Trade: Emerging Issues, Product Trade & Market Opportunities Identification: Major Databases, Product Trade & Market Opportunities: Measuring Competitiveness, Product Trade & Market Opportunities: Hands-on with Olam Products, Agri-Commodity Trading and Risk Management: Options for Olam Products, International Trade Operation: Process Blue Print, Export Import Documentation: Framework and Applications, Multi-Modal Logistics: Design and Planning, Insurance: Principles and Applications, Payment Terms: Best Practices, International Contract Management, International Shipping Practices, etc.

2. Training Programme for the Executives of TATA Steel Ltd.

One-day Training Programme on Trade and International Finance Issues for the Executives of TATA Steel Ltd. was held on 20 September 2017 at Jamshedpur.

The programme focused on Introduction to Trade Data Analysis, Market Access & Sourcing Analysis and Planning, Foreign Exchange Market, Commodity Market, etc.

The programme was attended by twenty-four executives of TATA Steel Ltd.

3. MDP for the Executives of Exim Bank

Three-day Training Programme on Export-Import Procedures for the Executives of Exim Bank was held during 21-23 December 2017 at Mumbai.

The programme covered WTO, Trade Blocs & Regional Cooperation, Exim Policy and Handbook of Procedures 2015-2020 – Goods & Services, INCOTERMS–Risk & Responsibility, Export Incentives–MEIS, SEIS, Duty Credit Scrips, Import/Export Clearance Procedure & Documentation, etc.

The programme also included Export Finance-Pre shipment and Post shipment Finance, Uniform Rules for Collections (URC) 522 & Uniform Customs & Practices for Documentary Credits (UCPDC) 600, Various Documentations in International Trade, Trade Barriers, Implication of GST on India's Foreign Trade, etc.

Twenty Executives of Exim Bank 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 (VSAT) 2017-18

The one-year Executive Post Graduate Diploma in International Business (Hybrid) 2017-18 was conducted during February 2017–February 2018.

The diploma 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 at their learning centres spread across various cities of India.

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.

Fifty-two participants successfully completed the programme.

2. Post Graduate Certificate Programme in International Business and Finance 2016-17

The one-year Post Graduate Certificate Programme in International Business and Finance 2016-17 was conducted during July 2016- July 2017.

The Programme was divided into 2 terms with a three-day on-campus module followed by Sunday classes through online platform provided by Education Lane, Tech Mahindra Technology partner. The online classes were held from Tech Mahindra's studio situated at IIFT wherein the students attended classes on direct-to-Desktop mode.

The programme includes International Economic and Business Environment, Global Financial Management, Trade Logistics & Documentation, Project Finance, Financing of International Trade (including currency and forex management), International Commodity Derivative Markets, Mergers and Acquisition, etc.

Thirty-two participants successfully completed the programme.

3. Four-month Certificate Programme in Export and Import Management (Jan.-April 2017 & Oct. 2017 – Feb. 2018)

Two 4-month Certificate Programmes in Export and Import Management were conducted during January-April 2017 and October 2017-February 2018 attended by 11 and 24 participants, respectively.

These programmes commenced with a four-day oncampus module followed by weekend classes via online mode. The online classes were conducted by IIFT's Computer Cell, wherein the students attended classes online through their personal computer/laptop.

The 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

To provide training to exporters and entrepreneurs across the country, Govt. of India launched Niryat Bandhu Scheme. As a part of the scheme, IIFT had been entrusted with the responsibility to conduct a series of online programmes on Export-Import management. A total 388 participants across the country were trained in the skills of export-import business through 11 programmes as follows:



ONLINE MDPs ON EXPORT-IMPORT BUSINESS (UNDER NIRYATBANDHU SCHEME)

S. No.	Programmes	Dates	Participants
1.	Export Import Management	10 April-8 May 2017	41
2.	Export Import Management	16 May-12 June 2017	35
3.	Export Import Management	19 June-17 July 2017	38
4.	Export Import Management	16 July-12 Aug. 2017	11
5.	Export Import Management	24 July-21 Aug. 2017	43
6.	Export Import Management	28 Aug22 Sept. 2017	35
7.	Export Import Management	9 Oct7 Nov. 2017	35
8.	Export Import Management	14 Nov11 Dec. 2017	35
9.	Export Import Management	18 Dec. 2017-16 Jan. 2018	22
10.	Export Import Management	29 Jan26 Feb. 2018	41
11.	Export Import Management	8 March-6 April 2018	52
		Total	388



Participants of Certificate Programme in "Global Supply Chain Management" for Officers of the Indian Armed Forces (8th January – 16th March 2018).



3 Day Training Programme on Basics of WTO and International Trade for the Interns of Department of Commerce, 7 - 9 December 2017.

		A. OPEN P	ROGRAMMES		
S. No.	Type/Programmes Titles	Venue	Dates	Programme Director	Partici- pants
1.	Export-Import Management	IIFT, New Delhi	20-21 July 2017	Dr. Ram Singh	42
2.	Financial Risk Management	IIFT, New Delhi	27-28 July 2017	Dr. Prabir Kumar Das and Dr. Jayanta Kumar Seal	13
3.	Analytics for Starters	IIFT, New Delhi	21-22 Sept. 2017	Dr. O.P. Wali	23
4.	Export-Import Management	IIFT, New Delhi	1-3 Nov. 2017	Dr. Areej Aftab Siddiqui	21
5.	GST-Implications on International Trade	lIFT, New Delhi	17 Nov. 2017	Dr. Areej Aftab Siddiqui	16
6.	Business Analytics in A Big Data World	lIFT, New Delhi	19-21 Dec. 2017	Dr. Prabir Kumar Das	15
				Total	130

PROGRAMMES CONDUCTED BY MDP DIVISION DURING 2017-18

		В.	SPONSORED PRO	OGRAMMES		
S. No.	Type/ Programmes Titles	Venue	Sponsor	Dates	Programme Director	Partici- pants
1.	Understanding International Trade and Business for Mazagon Dock Shipbuilders Limited	MDL	Mazagon Docks, Mumbai	14-16 April 2017	Dr. Vijaya Katti	25
2.	Capacity Building Programme for the Employment Exchange Officers (Batch 1)	lIFT, New Delhi	MLE, Govt. of India	24-29 April 2017	Dr. M. Venkatesan	18
3.	Capacity Building Programme for the Employment Exchange Officers (Batch 1)	Kolkata	MLE, Govt. of India	24-29 April 2017	Dr. M. Venkatesan	26
4.	Capacity Building Programme for the Employment Exchange Officers (Batch 2)	lIFT, New Delhi	MLE, Govt. of India	1-6 May 2017	Dr. M. Venkatesan	21
5.	Capacity Building Programme for the Employment Exchange Officers (Batch 2)	Kolkata	MLE, Govt. of India	1-6 May 2017	Dr. M. Venkatesan	17
6.	Capacity Building Programme for the Employment Exchange Officers (Batch 1)	NICS, Noida	MLE, Govt. of India	1-6 May 2017	Dr. M. Venkatesan	34
7.	Capacity Building Programme for the Employment Exchange Officers (Batch 3)	lIFT, New Delhi	MLE, Govt. of India	15-20 May 2017	Dr. M. Venkatesan	27
8.	Capacity Building Programme for the Employment Exchange Officers (Batch 3)	Kolkata	MLE, Govt. of India	15-20 May 2017	Dr. M. Venkatesan	28
9.	Capacity Building Programme for the Employment Exchange Officers (Batch 4)	lIFT, New Delhi	MLE, Govt. of India	22-27 May 2017	Dr. M. Venkatesan	23



	B. SPONSORED PROGRAMMES (contd.)					
S. No.	Type/ Programmes Titles	Venue	Sponsor	Dates	Programme Director	Partici pants
10.	Capacity Building Programme for the Employment Exchange Officers (Batch 4)	Kolkata	MLE, Govt. of India	22-27 May 2017	Dr. M. Venkatesan	25
11.	Capacity Building Programme for the Employment Exchange Officers (Batch 2)	NICS, Noida	MLE, Govt. of India	22-27 May 2017	Dr. M. Venkatesan	32
12.	Export Import Business & Documentations for the Executives of Olam International Ltd.	Libreville, Gabon	OLAM International	2-4 June 2017	Dr. Debashis Chakraborty	21
13.	Capacity Building Programme for the Employment Exchange Officers (Batch 5)	lIFT, New Delhi	MLE, Govt. of India	5-10 June 2017	Dr. M. Venkatesan	24
14.	Capacity Building Programme for the Employment Exchange Officers (Batch 5)	Kolkata	MLE, Govt. of India	5-10 June 2017	Dr. M. Venkatesan	26
15.	Capacity Building Programme for the Employment Exchange Officers (Batch 3)	NICS, Noida	MLE, Govt. of India	5-10 June 2017	Dr. M. Venkatesan	34
16.	Capacity Building Programme for the Employment Exchange Officers (Batch 6)	llFT, New Delhi	MLE, Govt. of India	12-17 June 2017	Dr. M. Venkatesan	28
17.	Capacity Building Programme for the Employment Exchange Officers (Batch 6)	Kolkata	MLE, Govt. of India	12-17 June 2017	Dr. M. Venkatesan	26
18.	Capacity Building Programme for the Employment Exchange Officers (Batch 7)	lIFT, New Delhi	MLE, Govt. of India	19-24 June 2017	Dr. M. Venkatesan	26
19.	Capacity Building Programme for the Employment Exchange Officers (Batch 8)	lIFT, New Delhi	MLE, Govt. of India	3-8 July 2017	Dr. M. Venkatesan	26
20.	Capacity Building Programme for the Employment Exchange Officers (Batch 7)	Kolkata	MLE, Govt. of India	3-8 July 2017	Dr. M. Venkatesan	35
21.	Capacity Building Programme for the Employment Exchange Officers (Batch 9)	lIFT, New Delhi	MLE, Govt. of India	10-15 July 2017	Dr. M. Venkatesan	30
22.	Capacity Building Programme for the Employment Exchange Officers (Batch 4)	NICS, Noida	MLE, Govt. of India	10-15 July 2017	Dr. M. Venkatesan	32
23.	Capacity Building Programme for the Employment Exchange Officers (Batch 10)	lIFT, New Delhi	MLE, Govt. of India	17-22 July 2017	Dr. M. Venkatesan	27

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	B. SPONSORED PROGRAMMES (contd.)					
S. No.	Type/ Programmes Titles	Venue	Sponsor	Dates	Programme Director	Partici- pants
24.	Capacity Building Programme for the Employment Exchange Officers (Batch 8)	Kolkata	MLE, Govt. of India	17-22 July 2017	Dr. M. Venkatesan	28
25.	Capacity Building Programme for the Employment Exchange Officers (Batch 11)	llFT, New Delhi	MLE, Govt. of India	24-29 July 2017	Dr. M. Venkatesan	29
26.	Capacity Building Programme for the Employment Exchange Officers (Batch 5)	NICS, Noida	MLE, Govt. of India	24-29 July 2017	Dr. M. Venkatesan	30
27.	Half-Day Interaction of DGFT Interns with IIFT Faculty	lIFT, New Delhi	DGFT	26 July 2017		12
28.	Capacity Building Programme for the Employment Exchange Officers (Batch 12)	llFT, New Delhi	MLE, Govt. of India	31 July-5 Aug. 2017	Dr. M. Venkatesan	32
29.	Capacity Building Programme for the Employment Exchange Officers (Batch 9)	Kolkata	MLE, Govt. of India	31 July-5 Aug. 2017	Dr. M. Venkatesan	33
30.	Export Import Business & Documentations for the Executives of Olam International Ltd.	Lagos, Nigeria	OLAM International	20-22 Sept. 2017	Dr. Vijaya Katti	27
31.	Trade and International Finance Issues for the Executives of Tata Steel Ltd.	Jamshedpur	Tata Steel	20 Sept. 2017	Dr. Biswajit Nag	24
32.	Procedures for Export of Marine Products and Import for the Officers of MPEDA	Kochi	MPEDA	6-7 Oct. 2017	Dr. Murali Kallummal	37
33.	Advanced Management for the ISS Officers	lIFT, New Delhi	NSSTA,MOSPI, Govt. of India	30 Oct3 Nov. 2017	Dr. O.P. Wali	15
34.	Export-Import Management for the Officers of GAIL	Pata, Kanpur	GAIL	21-22 Nov. 2017	Prof. Ashok Kapoor	28
35.	Basics of WTO and International Trade for the Interns of Department of Commerce, Govt. of India	lIFT, New Delhi	DoC, Govt. of India	7-9 Dec. 2017	Dr. Jaydeep Mukherjee	17
36.	Talent Management Programme on International Business for the Executives of MMTC Ltd.	lIFT, New Delhi	MMTC	18-22 Dec. 2017	Dr. Tamanna Chaturvedi	15
37.	Export-Import Procedures for the Officers of Exim Bank	Mumbai	Exim Bank	21-23 Dec. 2017	Dr. Murali Kallummal	20
38.	Global Supply Chain Management for the officers of Armed Forces through DGR	llFT, New Delhi	DGR	8 Jan 16 March 2018	Dr. Nitin Seth	35



	B. SPONSORED PROGRAMMES (contd.)						
S. No.	Type/ Programmes Titles	Venue	Sponsor	Dates	Programme Director	Partici- pants	
39.	Mid-Career Training Programme for the Officers of DGFT (FTDO)	lIFT, New Delhi	DGFT (FTDO)	15 Jan2 Feb. 2018	Dr. Areej A Siddiqui	25	
40.	Management Development for the ISS Officers	lIFT, New Delhi	NSSTA,MOSPI, Govt. of India	5-9 Feb. 2018	Dr. Sweta Srivastava Malla	19	
41.	Functional Management for MMTC Executives	lIFT, New Delhi	MMTC	5-9 March 2018	Dr. Tamana Chaturvedi	24	
42.	International Business Programme for STC Executives	lIFT, New Delhi	STC	12-17 March 2018	Dr. Sweta Srivastava Malla	29	
43.	Talent Management Programme for ITPO	lIFT, New Delhi	ITPO	19-23 March 2018	Dr. M. Venkatesan	30	
44.	Export Import Management for the Officers of Numaligarh	Golaghat, Assam	Numaligarh Refinery	20-21 March 2018	Prof. Ashok Kapoor	11	
	Refinery				Total	1131	

C. HYBRID LONG DURATION PROGRAMMES					
SI. No.	Торіс	Venue	Dates	Partici- pants	
1.	One Year EPGDIB - VSAT (Online) with Hughes	IIFT New Delhi and Hughes Studios at IIFT New Delhi and Kolkata	Feb. 2017- Feb. 2018.	56	
2.	One Year PGCPIBF –(Online) with Tech Mahindra	IIFT New Delhi and Tech Mahindra Studios at IIFT New Delhi	July 2016-July 2017	44	
3.	Four Month CPEIM (with IIFT's own online platform)	lIFT, New Delhi	JanApril 2017	11	
4.	Four Month CPEIM (with IIFT's own online platform)	lIFT, New Delhi	Oct. 2017-Feb. 2018	24	
			Total	135	

D. ONLINE MDPs (UNDER NIRYATBANDHU SCHEME)				
S. No.	Programmes	Dates	Participants	
1.	Export Import Management	10 April-8 May 2017	41	
2.	Export Import Management	16 May-12 June 2017	35	
3.	Export Import Management	19 June-17 July 2017	38	
4.	Export Import Management	16 July-12 Aug. 2017	11	
5.	Export Import Management	24 July-21 Aug. 2017	43	
6.	Export Import Management	28 Aug22 Sept. 2017	35	
7.	Export Import Management	9 Oct7 Nov. 2017	35	
8.	Export Import Management	14 Nov11 Dec. 2017	35	
9.	Export Import Management	18 Dec. 2017-16 Jan. 2018	22	
10.	Export Import Management	29 Jan26 Feb. 2018	41	
11.	Export Import Management	8 March-6 April 2018	52	
		Total	388	

RESEARCH AT IIFT

Research Studies Completed

The following Research Studies were completed during 2017-18:

1. Preparation of Export Management & Compliance Manual

The above Manual was prepared by the Institute for Hindustan Petroleum Corporation Ltd., so as to achieve the following key objectives and deliverables:

- (a) Export Management and Compliance Manual is aimed at mapping-out the HPCL export compliance strategy so as to provide the standardized guidance to all employees/ stakeholders to manage the firm's export operations systematically.
- (b) To identify the key markets for export of oil in attractive segments where HPCL enjoys the production and cost competitive advantages so as to tap international markets.
- (c) To explain the export process, in a flow diagram and suggest the best practices for documentary and procedural compliance to affecting legislations, rules and regulations.
- (d) To un-layer the financing of export operations and to understand the ways and means of doing business systematically, complying to established procedure and industry best practices.
- (e) To understand the complete logistics cycle for exports so as to sensitize the associated employees and stakeholders to take necessary precautions in cost cutting, procedural compliance and adherence to established rules and regulations.
- (f) To educate and train the management and staff of HPCL to engage systematically in export operations and to adopt/dedicate to the best practices so as to grow, expand and diversify into this newer business operations transparently and sustainably.

2. Challenges and Strategies to Promote India as a Sourcing Destination

The textile sector assumes a significant place in India's economic landscape. It caters to consumer tastes that range from exquisite handmade craftsmanship to modern, mechanized, contemporary fashion. The textile sector spans with a wide canvas of products demanding a focused and dedicated approach to enable each product category have a competitive advantage in India's textile exports. With this background, the Ministry of Textiles commissioned IIFT to conduct a short study with two important segments in the supply chain of textile exports, namely Buying Houses and Exporters in order to understand the challenges related to sourcing of textiles from India. IIFT had examined four major product segments in the textile sector which included apparel, carpets, cotton and man-made fibre. A select group of buying houses and exporters of each product category located in various parts of India were contacted to understand the challenges faced with respect to quality, delivery, pricing and compliances. Based on the survey, a detailed recommendation to overcome some of the major challenges have been given.

3. Developing a Detailed Project Report for Setting up a Centre of Excellence in International Business and Trade Analytics at FDDI, Bannur

The Study was conducted on behalf of Footwear Design and Development Institute (FDDI), Ministry of Commerce & Industry. India is the second largest producer of footwear and leather based products with the highest potential in terms of employment, growth and exports. It accounts for 13% of the global production which makes it second to China. Yet, India accounts for less than 3% share in global exports. Recent studies have identified that the sector has the potential to grow up to US\$80 billion almost eight times its current size by 2030 and reach 6% share in global exports. However, there are severe challenges that the sector faces in becoming globally competitive. Primary among them is the need for skill building by recognized institutions in the area of manufacturing, designing and quality control and a world class institution for footwear research at the national level. The need for a Centre of Excellence that can study and understand the implications of international trade and its impact on the footwear and leather based industry is inevitable.



It is in this context that FDDI which is now an institute of national importance, foresees the establishment of a centre of excellence in the area of International Business and Trade Analytics at its FDDI, Bannur campus, that will act as a nodal point for analyzing and providing useful insights on transforming India's contribution in the area of footwear and leather based product exports. Accordingly, a detailed project report (DPR) has been prepared that chalks the various steps that can be taken in order to establish and sustain the Centre of Excellence (CoE).

4. Study on Trading Across Borders Indicator of World Bank's Doing Business Assessment

In order to improve India's ranking on the Doing Business assessment, Department of Industrial Policy and Promotion (DIPP) engaged IIFT to understand the reasons therein and take necessary corrective action for next year's assessment. In this context, IIFT assisted DIPP to expedite the process of reforms and better comprehend the reason behind World Bank's observations pertaining to reforms claimed as implemented. Project also aims to address any issues related to perception of both World Bank and Indian customs about change in India's "Trading across Borders" Indicators. The major principles of study were:

- (a) Policy, Regulation and Compliance Architectures across different agencies and bodies should be "Customer Centric".
- (b) Systems to be built as an integrated-one and not to be treated as silos.
- (c) Physical constraints and customer's perception form the basis of recommendations.
- (d) Implementation of study recommendations to be continuous and dynamic based on doctrines of feedback and control.
- (e) Top level commitment for ensuring right study and right implementation of recommendations.

Research Studies Under Progress

In addition to the above, the following Research Projects were in progress during 2017-18:

 Development of Export Promotion Strategy for Nagaland. Sponsored by: Directorate of Industries & Commerce, Govt. of Nagaland.

- 2. Development of Marketing Strategy for Promotion of Handloom Exports. *Sponsored by*: Handloom Export Promotion Council, Chennai.
- 3. Exploratory Study on Linkages between Technology and Trade. *Sponsored by*: Ministry of Science & Technology, Department of Science & Technology.
- 4. Study on Effects of International Trade Scenarios of Indian Copper Industry. *Sponsored by*: Indian Primary Copper Producers Association (IPCPA).
- 5. Export Strategy Plan for Increasing Export of Spices and Value Added Products of Spices from India. *Sponsored by*: Spices Board.
- 6. Rationalization of Export Promotion Councils. *Sponsored by*: Ministry of Commerce and Industry.

Ph.D. Programme

Ph.D. 2017 Programme was inaugurated on 7 September 2017. Twenty (20) candidates have been enrolled for the programme on the basis of written exam and viva-cuminterview. Four (4) students were awarded Ph.D. Degree at the Annual Convocation held on 4 May 2018.

Centre for International Trade in Technology (CITT)

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.

With the primary objective of actualizing India's potential in technology trade and addressing institutional complexities, IIFT set up the Centre for International Trade in Technology (CITT) with support from the Department of Scientific & Industrial Research, Government of India. Started in 2002, the activities of the

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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.

In 2017-18, CITT continued its activities related to policy research, capacity building and dissemination. In the beginning of the year, there were two research studies as work-in-progress which have been completed. A new study on Linkages between Technology and Trade is being sponsored by DST which started from November 2017. The Centre also organized a workshop during this period on R&D measurement issues which saw scientists from five technology intense sectors, industry representatives and officials of DST discuss contemporary as well as future capability measurement challenges. The Centre also participated in local and international conferences and seminars. It presented research work on Contemporary and Evolving R&D and Innovation Indicators Framework in Automobile Sector in 4th Indialics Conference on Innovation for Sustainable Development: Perspectives, Policies and Practices in South Asia organized by JNU in November 2017.

The Centre contributed in capacity building in technology domain by way of mentorship and sessions on technology management, technology ventures and innovation across training programmes and courses at IIFT and outside.



INTERNATIONAL COOPERATION





A Meeting with the delegates of Bradley University, USA

The following activities were undertaken by the International Collaboration & Capacity Development (ICCD) Division.

Students Exchange Programme

Inbound Students

Twenty-two Students came to IIFT from different Universities and Institutions under Students Exchange Programme during April 2017-January 2018.

S.No.	Countries	Universities	No. of Students
1.	Italy	University of Insubria	2
2.		Bocconi University	1
3.	France	Rennes School of Business	14
4.		IESEG School of Management	3
5.		EM Strasbourg University	1
6.		SKEMA Business School	1
		Total	22

Outbound Students

Under the Students Exchange Programme, a total of 37 students (21 students from Delhi Campus and 16 students from Kolkata Campus) visited the various international universities from January to March 2018.

S.No.	Countries	Universities	No. of Students
1.		EM Strasbourg University	4
2.		Grenoble School of Management	2
3.	France	IESEG School of Management	7
4.		SKEMA Business School	2
5.		Rennes School of Business	15
6.	Finland	HANKEN- Swedish School of Economics	4
7.	Spain	UAB-Universitat Autonoma de Barcelona	1
8.	Germany	Saarland University	2
		Total	37

Faculty Development

The approved IIFT Faculty Participation for National/ International Conferences/Seminars/Training Programmes under Faculty Development Programme during the period April 2017 to March 2018 is given below:

	Conferences	Training Programmes
National	4	10
International	9	0

In addition, IIFT organized a Research Conference jointly with AIB at IIFT Campus Shimla. In this Conference, two faculty members and research scholars presented their papers.

Visitors from International Universities

- Ms. Tatjna and Dr. Wulf Reiness from DIE, Germany visited IIFT on 19 January 2018. The aim of the meeting was to explore collaboration between IIFT and DIE.
- Dr. (Professor) Kia Peters of Coventry University, UK visited IIFT on 5 March 2018, to explore possibilities of Research Collaboration.
- A Delegation led by Prof. Rajesh Iyer with 11 Executive MBA students and 2 faculty members from Bradley University, USA visited IIFT on 6 October 2017, to explore possibilities of Research Collaboration.
- Mr. Allan MacDonald, Executive Vice-President-Retail, Canadian Tire visited IIFT on 19 March 2017 for collaboration with IIFT.

Visit to International Universities/ Institutions

- Dr. Ravi Shanker (Professor & Chairperson ICCD) was invited as a Head to attend the MGG Alumni Conference 2017 at Bonn, Germany during 19-23 November 2017.
- Dr. Ravi Shanker has visited University of Ljubljana, Slovenia (AACSB Accredited) on 21 March 2018 for collaboration and other academic activities.
- Dr. Rakesh Mohan Joshi (Professor & Chairperson -Research) attended AIB 2017, Dubai, UAE Conference and presented a paper on "An Analysis of Market and Product Diversification of India's Exports".

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 26 universities / institutes across the world. Of these universities / institutes, 13 are in Europe, 5 in Asia and 8 in other parts of the world.

New MoUs Signed in 2017-18

The Institute is a Member of the following international institutions:

- The Institute has signed an MoU with International Business School Americas, Brazil on 30 January 2018 for student/ faculty exchange and other academic activities for a period of five years. Three students have availed the scholarship of International Business School Americas, Brazil and visited Brazil during 22 January to 1 February 2018. Three more are likely to go in June 2018.
- The Institute has signed an MoU with International Institute of Business Networking, Russia on 1 February 2018 for student/ faculty exchange and other academic activities for a period of five years.
- The Institute has renewed MoU with SKEMA, France for further 1 year upto 31 August 2019 for student/ faculty exchange and other academic activities.

International Membership

The Institute is a Member of the following International Institutions:

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

National Membership

The Institute holds membership of the following national institutions:

- Association of Indian Universities.
- All India Management Association (AIMA).
- The Global Compact Network, India.
- Charter Member of Academy of Indian Marketing (AIM).



INTERNATIONAL PROJECTS



Participants of Post Graduate Diploma Programme in International Trade (PGDIT) for delegates from CLMV countries.

The Executive Management Programmes (EMP) Division of IIFT had the following main activities during the period 2017-18:

1. Capacity Building Programmes on International Business in African Countries

 $The following \,two\,EDPs\,were\,conducted\,during\,2017\text{-}18\text{:}$

S. No.	Country/City	Duration	Partner Organization
1	Luanda, Angola	19-22 September 2017	Agência para a Promoção do Investimento e Exportações de Angola (APIEX)
2	Cairo, Egypt	1-5 October 2017	Foreign Trade Training Centre (FTTC)

2. Off-Campus Programmes Internationally

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.

Batch of MBA (IB) 2017-18 was inaugurated on 10 July 2017 at IFM, Tanzania with the enrollment of 11 students.

Convocation of MBA (IB) 2016-17 Batch was held on 4 December 2017 at IFM, Tanzania.

3. Post Graduate Diploma Programme in International Trade (for CLMV Countries)

IIFT launched Post Graduate Diploma Programme in International Trade (PGDIT) for delegates from Cambodia,

Laos, Myanmar and Vietnam (CLMV countries) at IIFT, New Delhi on 24 April 2017. There were 18 participants from Myanmar, 15 from Vietnam, 9 from Laos and 2 from Cambodia.

Convocation of this batch was held on 15 March 2018 at IIFT, New Delhi.

4. Research Study

IIFT undertook the Study on "Israel FTA and the Negotiation Stand for India in the Goods Sector" and submitted the final report to DoC in September 2017.

CENTRES OF EXCELLENCE AT IIFT

Centre for WTO Studies

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 policymakers.

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.

Detailed research by the Centre in strengthening the capacity of the Department of Commerce to participate effectively in the WTO work programme. The Centre assisted the Department of Commerce in some of the WTO disputes involving India. Some of the faculty members of the Centre participated in the RCEP negotiations, as well as in the Buenos Aires Ministerial Conference of the WTO.

Under the Indian Technical and Economic Cooperation programme of the Ministry of External Affairs, the Centre organized four international training programmes on different aspects of WTO Agreements. International recognition of the technical expertise of the Centre is evident from the fact that during 2017-18, intergovernmental organizations/ foreign governments approached the Centre for organizing training programmes on different aspects of the WTO.

Based on international competitive bidding, the Centre for WTO Studies has been selected by International Trade Centre (Geneva) to implement a 2-year trade-related capacity building project for the Government of Afghanistan. This is an important achievement for the Centre. Under this project, the Centre organized an Introductory Training and two Advanced Training programmes for the officers of the Government of Afghanistan.

At the request of Government of Bangladesh, the Centre organized an intensive training programme on WTO Anti-Dumping Agreement for officers of Bangladesh.

In partnership with the WTO Secretariat, the Centre organized an international workshop on trade remedies. Officials from Anti-Dumping/ Countervailing Duty investigating authorities from Asian countries and Australia, Brazil, EU, Turkey, USA and the Gulf Cooperation Council, discussed current practices and emerging issues in the area of trade remedies.

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 intergovernmental organizations, including WTO, and South Centre and organized conferences, seminars and workshops on WTO and other issues related to international trade.

Several eminent international experts on international trade delivered Trade Talks at the Centre.



LIST OF TRAINING PROGRAMMES CONDUCTED BY CENTRE FOR WTO STUDIES DURING 2017-18

S. No.	Name of the Programme	Partner organization	Date
1	Training programme on WTO Anti Dumping Agreement for Bangladesh officials	Govt. of Bangladesh	22-26 May 2017
2	4th Joint Academy on International Trade Law and Policy	World Trade Institute, Berne	5-30 June 2017
3	Trade Talk on RCEP and India: Shallow, Shallower, Shallowest or Empty? by Arthur Appleton		8 June 2017
4	Trade Talk on The World Trade Organization in the Face of Anti-Globalization and Economic Nationalism by Peter L.H. Van den Bossche, Member WTO Appellate Body	The Embassy of Switzerland in New Delhi	15 June 2017
5	Trade Talk on IP, Innovation and Public Interest? by Ms. Jayashree Watal, Counsellor, Intellectual Property Division, World Trade Organization		21 June 2017
6	Trade Talk on Recent Developments In EU Trade Remedies' Law And Practice by Mr. Edwin Vermulst, Founding Partner, VVGB, Advocate Brussels		28 June 2017
7	Training of Assistant Secretaries in DoC		4 July 2017
8	Civil Society meeting on 11th Ministerial Conference of the WTO in Hyderabad	Third World Network	26 July 2017
9	Specialized Training Programme on Select WTO Issues Agriculture, Services and TRIPS	ITEC	4-13 Sept. 2017
10	EU GSP Training Programme	DoC and the EU	19-21 Sept. 2017
11	Workshop on E-Commerce and Domestic Regulations for Geneva based diplomats	South Centre	25 Sept.17
12	Workshop on Agriculture for Geneva based diplomats	South Centre	29 Sept. 2017
13	Training of Trainers on WTO and International Trade		4-5 Oct. 2017
14	Introductory programme for Afghanistan	ITC Geneva and Govt. of Afghanistan	9-13 Oct. 2017
15	Specialized Training Programme on Standards, Regulations and WTO SPS and TBT Measures for Myanmar	ITEC	30 Oct & Nov. 2017
16	Interactive Session on E-Commerce, Digital Infrastructure, Trade Rules and WTO	FICCI	1 Nov. 2017
17	Industry Interaction on the 11th Ministerial Conference of the WTO	CII	17 Nov. 2017
18	Media briefing on 11th Ministerial Conference of the WTO		20 Nov. 2017
19	Civil Society meeting on 11th Ministerial Conference of the WTO		21 Nov. 2017
20	India's priorities for 11th Ministerial Conference of the WTO: Consultation with trade experts	DoC	22 Nov. 2017
21	1st Advance Training for Afghanistan	ITC Geneva and Govt. of Afghanistan	8-12 Jan. 2018
22	Specialized Training on Trade Remedies under WTO, TRIPS, WTO Disputes and RTAs	ITEC	15-24 Jan. 2018
23	Release of the book on TPP		27 Jan. 2018
24	2nd Advance Training for Afghanistan	ITC Geneva and Govt. of Afghanistan	5-9 Feb. 2018
25	Civil society meeting on fisheries subsidies negotiations in Cochin	Third World Network	12 Feb. 2018
26	Brainstorming on WTO in post-MC11 phase		19-20 Feb. 2018
27	Regional Trade Remedies Workshop for Asian Investigating Authorities	WTO	5-7 March 2018
28	Brainstorming with domestic firms on platform economies		6 March 2018
29	National workshop on Countervailing Measures	WTO	8 March 2018
30	Specialized Training Programme on Emerging Issues in WTO and International Trade		12-21 March 2018
31	Seminar on Evolution of Technology in the Digital Arena: Theories, Firm-level Strategies and State Policies		26 March 2018

Centre for Regional Trade (CRT)

The Centre for Regional Trade (CRT) is a New Delhi-based autonomous Think-Tank, which has been established by the Department of Commerce, Ministry of Commerce and Industry, Government of India, under the Centre for Research on International Trade (CRIT) at IIFT.

CRT began functioning on 24 April 2017.

CRT is mandated to focus on policy-oriented research while viewing India's economic engagements with the global economy through a regional lens. The broad canvas of work of CRT includes research which is both regionoriented and theme-specific.

Undertaking research and enhancing awareness on trade and investment issues relevant to specific regions/ countries, including Africa, ASEAN, China, EU, Eurasia, Japan, Korea, Latin America, North America, South Asia, etc. from the perspective of implications for India and other developing countries.

Broad themes of research, capacity building and outreach programmes cover Trade in Goods, Trade in Services, Investment, Technology and inter-linkages between Trade and Developmental issues. Some of the specific thematic areas of focus are tariff analysis, potential of trade in goods, rules of origin, SPS/TBT, investment regime of countries, trade and investment complementarities, etc.

Undertaking research on opportunities for India to enhance trade and investment relations relevant to specific regions/countries.

Centre for Trade and Investment Law (CTIL)

The Centre for Trade and Investment Law (CTIL) was established in 2016 by the Ministry of Commerce and Industry, Government of India. CTIL's primary objective is to provide sound and rigorous analysis of legal issues pertaining to international trade and investment law to the Government of India and other governmental agencies. CTIL will eventually be a part of the Centre for Research in International Trade (CRIT), which is being established by the Ministry of Commerce and Industry. CTIL aims to create a dedicated pool of legal experts to advice government for enhancing India's participation in international trade and investment negotiations and dispute settlement.

S. No.	Date of Submission	Assignment	
1.	22 August 2017	Background Note on ISO 14067 standard and its adverse impact on	
		Developing Countries	
2.	1 September 2017	Drafting the problem for European Law Students' Association	
		(ELSA) Moot 16th Edition	
3.	20 October 2017	Comments on Brazil's Proposal for Investment Facilitation Agreement	
4.	11 November 2017	Background Paper for the Bar Leadership Summit on the Reforms in	
		Indian Legal Sector	
5.	18 November 2017	Impact of the possible Plurilateral Arrangements in the World Trade Organization	
6.	20 November 2017	Comments on China's Proposal for Investment Facilitation Agreement	
7.	30 November 2017	Opinion on India's Commitments under the ITA-I and imposition of	
		customs duties on certain technology products	
8.	22 December 2017	Opinion on India's import policy of skin and fur of exotic wild animals	
9.	9 January 2018	Opinion on the architecture for negotiation of Chapter on Services and	
		Investment in Comprehensive FTA with the Eurasian Economic Union	
10.	16 January 2018	Affirming and incorporating WTO Agreements in India's Free Trade Agreements and	
		Regional Trade Agreements	
11.	22 January 2018	Opinion on developing a new model/architecture for India's trade in services	
		including only a limited number of service sectors	
12.	22 January 2018	Comparative analysis of Bilateral and Multilateral frameworks for Investments	

RESEARCH UNDERTAKEN BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING AUGUST 2017-MARCH 2018



RESEARCH UNDERTAKEN BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING AUGUST 2017-MARCH 2018 (contd.)

S. No.	Date of Submission	Assignment
13.	22 January 2018	Legal status of Ministerial Decisions as compared with WTO Agreement/Rules
14.	31 January 2018	Submission to Sri Krishna Committee on Data Protection - Implications of WTO
		Agreement on Cross-Border Flow of Data & Data Localisation
15.	6 February 2018	Opinion on the implications of architecture proposed by Canada on coverage of
		Mode 4 supply of services under the Trade in Services (TIS) chapter of
		India-Canada CEPA
16.	14 February 2018	Opinion on the Services-Investment Linkage and Progressive Liberalisation clauses
		for the India-Sri Lanka ETCA negotiations
17.	1 March 2018	Buying agency services-Seeking clarity in categorization as "Exporter of Services"
		and Exemption from GST in lieu of Exports
18.	9 March 2018	Application of the India-Australia DTAA to the offshore revenues of the
		Indian IT companies
19.	17 March 2018	Opinion on the likely benefits that will accrue to India in services
		through potential India-South African Customs Union (SACU) PTA

EVENTS HOSTED BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING 2017-18

S. No.	Date	Event	Partner Institution	Venue
1.	16 October 2017	The New Geometry of Trade	South Asia International Economic	Indian Institute of
		- Beyond the WTO, What	Law Network	Foreign Trade,
		Trade for Democratic and		New Delhi
		Sustainable Societies		
2.	11 November 2017	Summit on Reforms in the	Indian National	SCOPE Convention
		Indian Legal Sector	Bar Association	Centre, New Delhi
3.	11 December 2017	Case discussion on EU –	South Asia International Economic	NTH Complex,
		Countervailing Measures on	Law Network	New Delhi
		Certain Polythene		
		Terephthalate from Pakistan		
		(DS 486)		
4.	13 December 2017	Emerging Trends in Privacy	NLSIU, Bengaluru	The Leela Ambience,
		and Data Protection in India		Gurugram
5.	17 February 2018	Bar Leadership Summit on	Indian National Bar Association	Y.B. Chavan Centre,
		Reforms in Indian		Mumbai
		Legal Sector		
6.	18 February 2018	Bar Leadership Summit on	The International Centre for	The International
		Reforms in Indian	Alternative Dispute Resolution	Centre for
		Legal Sector		Alternative Dispute
				Resolution,
				Hyderabad
7.	10 January 2018	National Seminar on Model	West Bengal National University of	West Bengal
		Bilateral Investment	Juridical Sciences	National University
		Treaty 2015		of Juridical Sciences,
				Kolkata

PUBLICATIONS BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING 2017-18

S. No.	Date of Publication	Title	Journal
1.	13 September 2017	India Joining the ICSID: Is it A Valid Debate?	CTIL Discussion Paper
2.	1 December 2017	China and the Non-Market Economy Treatment in	Journal of International and
		Anti-Dumping Cases: Can the Surrogate	Comparative Law
		Price Methodology Continue Post-2016?	
3.	1 February 2018	India Joining the ICSID: Is it A Valid Debate?	Transnational Dispute
			Management
4.	2 February 2018	China's Long March to Market Economy Status:	CTIL Discussion Paper
		An Analysis of China's Protocol of Accession and	
		Member Practices	
5.	Forthcoming	Paying A Price for Carbon: Using Pigouvian Taxes in	Environmental, Law and
		International Trade and Environmental Regulations	Society Journal

STUDIES UNDERTAKEN BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING 2017-18

S. No.	Date	Description
1.	Ongoing	Proposal for undertaking a study to examine the relevance of Acts and Rules of
		Commodity Boards in view of the new economic realities and market forces

WORKSHOPS/COURSES CONDUCTED BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING 2017-18

S. No.	Date	Description
1.	15-28 January 2018	Instituto Tecnológico Autónomo de México - International Trade Regulation
2.	23-25 March 2018	NUJS Kolkata - International Trade Regulation

STAKEHOLDER CONSULTATIONS UNDERTAKEN BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING 2017-18

S. No.	Date	Event	Venue	Location
1.	11 November 2017	Summit on the Reforms in the	SCOPE Complex	New Delhi
		Indian Legal Sector		
2.	17 February 2018	Bar Leadership Summit on the	Rangaswar, Y.B. Chavan Center	Mumbai
		Reforms in the Indian Legal Sector		
3.	18 February 2018	India - An Emerging Hub for	The International Centre for	Hyderabad
		Institutional Arbitration	Alternative Dispute Resolution	



STUDENT PLACEMENTS

PLACEMENTS

The Indian Institute of Foreign Trade completed the Final Placements Process of its largest ever batch of 2016-18 in record time with offers from domain leaders of the industry, making it the fastest premier B-School to place its outgoing batch.

A total of 31 students are placed in International Business roles in South America, Thailand, Africa and South-East Asian countries with top notch recruiters - a splendid 55% jump from the preceding year. Four students receiving a package of US\$150,000 per annum along with another layer of compensation of US\$80,000 being offered to 7 students, carves a new position for itself in the global scenario.

The average compensation offered to the IIFT students is ₹19.23 LPA (lakh per annum), with the domestic average standing at ₹18.27 LPA. The highest domestic compensation offered witnessed a rise from ₹26 LPA last year to ₹29 LPA.

Of the total batch strength of 288, IIFT saw an increase of 29.10% in the number of Pre-Placement Offers. Total of 93 PPOs were made in comparison to 74 last year reaffirming the recruiters' faith in the talent and hard work of the candidates at IIFT. While 110 companies had confirmed their participation, the placements were wrapped up with 94 recruiters and 35 companies associating with IIFT for the first time including prominent brands like Arcesium, Avendus Capital, BMW, CP group, Deloitte USI (S&O) EXL, PepsiCo, Tech Mahindra, YES Bank amongst others.

Summer Placement

The Institute completed summer placements for its 2017-19 batch with an average stipend of ₹1.37 lakh as compared to ₹1.24 lakh last year. The Summer Placement for the batch witnessed participation from a large number of companies from diverse sectors and industries across all domains. Nearly 65% of the batch was offered a sixfigure stipend.

Around 80 leading recruiters made offers to the batch of 282 students. Companies hired students aggressively and 16 companies recruited more than 5 students each. ITC,

which has been recruiting from IIFT for the last 30 years continued to hire in good numbers.

The key highlight of the summer placements this year is that leading brands across all domains visited the campus and competed amongst each other to recruit talented students. The average stipend increased by a whopping 11%. Emphasis was to achieve quality summer placements and regrets were expressed to many companies.

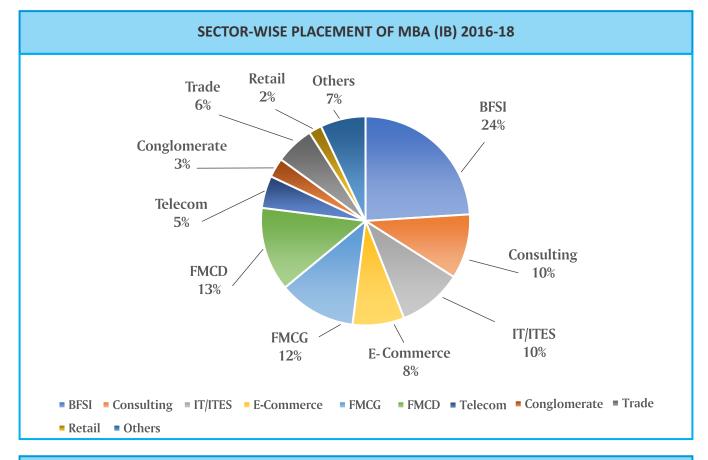
International Placements

IIFT continued to witness impressive international offers. While Olam, TGI, AluZinc, ADM and Phoenix Commodities visited IIFT for their coveted Trade roles under their esteemed Management Trainee programmes, placing students across various parts of Africa, Latin America and Southeast Asia; the CP Group based out of Thailand recruited for its Future Leaders Programme (FLP) for their various business verticals across all domains. British Telecom, DBS, Godrej, Hero MotoCorp, Mother Dairy, Shapoorji Pallonji, TetraPak and TVS Motors recruited students for various domains in their International Business streams.

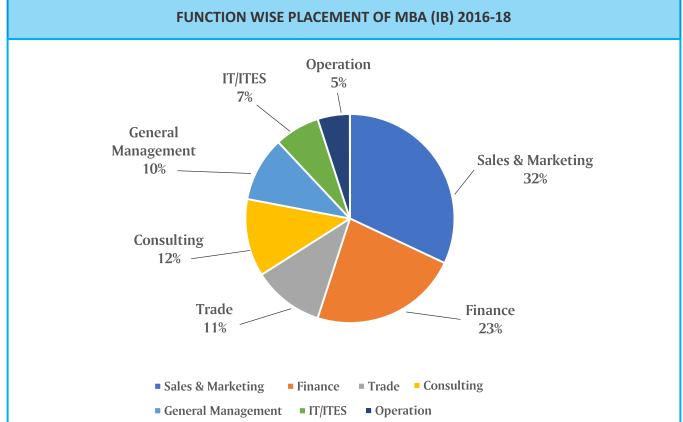
International placements continued to be strong this year with 16 students being offered international roles across Middle East, Africa, Europe, Singapore and Indonesia. The World Trade Organization (WTO) and the Organization for Economic Co-operation and Development (OECD) continued their exclusive association with IIFT. WTO recruited interns for their Geneva office while OECD offered roles for their Paris office. Their participation along with the likes of trade giants like Louis Dreyfuss reaffirmed the status of IIFT as one of the premier trade schools.

Marketing Domain Recruiters

New associations in this domain were formed with organizations like BMW, Mother Dairy, PepsiCo, Sterlite Power, Volvo-Eicher Commercial Vehicles and VF Corporation. ITC, GILAC, Marico, Dabur, Britannia, Tata Steel, Google, Axis Bank, Shell and Maruti Suzuki India Ltd. continued their long-term associations with IIFT. Telecom majors Airtel and Vodafone recruited in large numbers. Hero Motor Corp., Tata Motors and TVS recruited IIFTians



SECTOR AND FUNCTION WISE PLACEMENTS





for S&M roles in the automobile sector. Business Analyst, Campaign Manager, Category Manager, Digital Marketing, Marketing Manager, Product Manager, Sales Manager were some of the coveted roles that were offered to the students. Other recruiters in this domain included Bajaj Auto, TataSky, Shopclues, Edelweiss, Hewlett-Packard, Dell, LAVA, OYO Rooms and Click Labs.

In Summer Placements, first time association with organizations, like Royal Enfield, Mattel, Dr. Lal Path Labs further strengthened IIFT's position in this domain. ITC, Godrej Consumer Products Ltd., Bajaj Auto, Shell, Britannia, Dabur, Marico and Akzo Nobel made a whopping 33 offers. Airtel and Vodafone made a total of 12 offers. HT Media recruited in the media and advertising sector. Big names in the Pharma Sector such as Terumo, Merck Sharp Dohme, Medtronic, Genzyme, GSK CH, Boston Scientific, Dr. Lal Path Labs and other recruited 19 students.

Finance Domain Recruiters

IIFT's ingrained hold in Finance Sector once again and displayed exemplary faith of the companies. General Electric offered its prestigious FMP profile at IIFT. Avendus Capital offered the coveted front-end Investment Banking. Goldman Sachs, JPMC, HSBC, Nomura, Acquisory Consulting recruited students for niche roles like Investment Banking, Global Investment Research, Risk Management and Corporate Treasury. Yes Bank and DBS, new recruiters at IIFT, extended their Retail Banking profiles. Axis Bank, IDFC Bank and ICICI Bank recruited students for Corporate Transaction, Retail & Treasury Banking Roles. GSK CH, Synergy Consulting IFA, Sterlite Power, BMW and Tata Motors offered roles like Debt/Equity, Corporate Finance and Business Development. Other notable recruiters who participated in the process include Aditya Birla Capital, Arcesium, Axis Securities, Citibank, CRISIL, Indus Valley Partners.

In summer placements, IIFT kept its pace with its legacy with multiple roles being offered by various Indian and multinational firms. GE continued to show faith in IIFT and hired for its prestigious FMP Programme. There were several new associations such as Piramal, Yes Bank, RBL Bank and OfBusiness to name a few. Goldman Sachs and JPMC offered roles for investment banking, credit analysis and corporate banking. DBS, Axis Bank, ICICI Bank, Yes Bank and RBL Bank made 39 offers in retail banking, general management, commercial banking and strategic transactions roles. Niche roles in financial advisory and front-end investment banking were offered by companies like OfBusiness and IVP while RPG and Sun Pharma offered corporate finance and trade finance roles, respectively.

Trade Domain Recruiters

IIFT continued to perfrom impressively in its forte of Trade and International Business with some of the largest trade companies in the world visiting campus. Olam International, ADM, Phoenix Commodities, TGI Group, Aluzinc Asia, Trafigura and AgroCorp International were the leading recruiters offering trade roles to the students this year. Prestigious Indian conglomerates such as the Murugappa Group visited IIFT for the first time and offered Trade roles. The Trade domain at IIFT remained the source of the highest remuneration offered on campus with the highest package being close to ₹1 crore. The international roles were offered in locations such as South America, Thailand, Africa and South-East Asia.

In Summer Placement, Louis Dreyfus recruited in large numbers for its niche trade division. Other companies in this domain included Tata International, Bahri Papers, etc.

Top Recruiters

The placements of 2016-18 batch saw some of the topnotch recruiters regularly visiting IIFT such as Aditya Birla Group recruiting for their coveted LEAP programme, Amazon, Bain Capability Centre, Cognizant Business Consulting, Dabur, GEP, GE, Infosys Management Consulting, L&T, Michael Page, RPG Group, Shell, TATA Group, Wipro IT Consulting, etc. IIFT also associated for the first time with organizations such as Acquisory Consulting, Adani Group, i3 Consulting, Mother Dairy, Murugappa Group, OYO Rooms, Shapoorji Pallonji, Sterlite Power, VECV, VF Corporation, etc.

In Summer Placement, few of the brand leaders that recruited IIFT students this year include HUL, ITC, Goldman Sachs, JP Morgan Chase & Co, Godrej Industries (GILAC), Marico, Shell, GE, Dabur, Bain Capability Centre, GSK CH, Google, Amazon, Citibank and Axis Bank. The Tata Group (Tata Steel, Tata Motors, Tata Metaliks, Tata International & TCS) made a total of 14 offers.

Social Awareness Programme

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

More than 2500 students have benefited from 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:

- Child Education, Welfare & Health.
- Shelter for Homeless, Community Development.
- Disability.
- Environment & Community Development.
- Water Management, Waste Management & Recycling.
- Literacy, Sanitation & Livelihood.
- Women Empowerment & Preventing Female Foeticide.
- HIV/AIDS Awareness.
- Education for Children Street to School.
- Welfare of Disadvantaged Elderly People.
- Child Adoption.

Students have been deputed to approximately 30 NGOs from Delhi and Kolkata with different focus areas for their NGO attachment. IIFT awards 3 Credits to the students and evaluates their performance for the NGO activities. IIFT endorses the social commitment of the students towards the welfare of the society.

Alumni Support

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

The Institute has alumni, leading in diverse industries and a platform to reconnect with the Institute is provided 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 across the corporate, public sector, media, sports and academia. 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 the students.

On 25 November 2017, IIFT hosted the Grand Alumni Reunion at the Delhi campus which was attended by large number of alumni coming from different parts of the world. The day is close to the hearts of alumni as it is a reminiscence of their moments at IIFT.

Each year the Institute honours an alumnus who has been immensely successful in his/her 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 K.V. Rao, Resident Director ASEAN, TATA Power, Siraj Chaudhary, Chairman Cargill India; Mohit Malhotra, CEO Dabur International, etc.

In 2017, Prof. Manoj Pant, Director IIFT, presented the Alumnus of the Year award to Kaustubh Wadekar, Chief Procurement Officer, SingTel on the occasion of Grand Alumni Reunion. Prior to joining SingTel, Shri Wadekar worked for firms like Starbucks, Kraft Foods Inc., Accenture and GP Group of Companies. He is an alumnus from the batch of 1988-90.



Prof. Manoj Pant, Director IIFT, presenting the Alumnus of the Year award to Kaustubh Wadekar

The Grand Alumni Reunion was marked by the unveiling of IIFT Coffee Table Book. The book showcases key events, milestones and figures/personalities that have come together to build this prestigious Institute.

IIFT hosted the Silver Jubilee Reunion for the batch of 1992 on 23 December 2017 at the IIFT Delhi Campus followed by dinner at Olive Kitchen, Mehrauli. The alumni revisited their old hangouts, hostel rooms and became students once again. It was a night with reminiscence and laughter.

The Institute organized the first ever 10-year Alumni reunion in addition to Grand Alumni Reunion in the campus this year to strengthen Alumni Alma-Mater connect.



STUDENT ACTIVITIES

Aspirant City Meets - DRIIFT

To enhance awareness about IIFT's culture and resolve any concerns regarding admissions, the Media Committee from Delhi and Kolkata organized city chapter meets for the incoming batch in addition to the constant assistance it provided on various social media platforms. These city meets were conducted in Delhi, Mumbai, Bengaluru and Kolkata in the month of May 2017 and all the queries of aspirants were addressed.

Trade Winds: Annual Business Summit 2017

Trade Winds is a 3-day annual event at IIFT Delhi campus. Speakers were invited from the domains of Finance, Marketing, HR, Leadership and Operations.

Annual HR Summit

The theme for the annual HR summit on 8 August 2017 was "Technology led HR Transformation". The corporates which participated at the summit were Shalimar Paints, Everest Group, Standard Chartered, ABG, DuPont and Nexus Venture Capitals.



Annual HR Summit

Annual Marketing Summit

The annual Marketing summit on 8 August 2017 started with the theme "Leveraging Digital Technology to enhance customer connect". Discussions at the summit ranged from new age marketing practices and advertising. At the annual marketing summit, the following corporates were present: Bira Beverages, United Breweries, Abbot, Philips Healthcare, etc.

Annual Operations Summit

The theme for the annual Operations summit held on 9 August 2017 was "Supply chain disruptions in the wake of global uncertainties". The corporates which participated in the event were Dr. Reddy's, Tata Sky, DuPont, Ashland, and Pfizer.

Annual Pharma Summit

The theme for the annual Pharma summit held on 9 August 2017 was "Leveraging digital technology & analytics for creating value for stakeholders in pharmaceuticals, health care and medical devices sector". The corporates which participated in the event were Cipla, Boehringer Ingelheim, Roche, Boston Scientific and Novartis.



Annual Finance Summit

Annual Finance Summit

Annual Finance summit on 10 August 2017 started with the theme "Technology Transforming the Financial Sector: Are the Forces of Change Here to Stay?" It attempted to understand the metrics behind valuation of start-ups. The speakers were Founders, Managing Partners and Heads of leading venture firms like Policy Bazaar, UBS, and IDFC Bank.

Annual Leadership Summit

The theme for the Leadership summit held on 10 August 2017 was "Disruptive strategies in a data driven world". The corporates which participated in the event were Knowlarity, KPMG, Accenture Dtrategy and QuintilesIMS. The discussions ranged from big data to data analytics and how it affected the way corporates function.



Launchpad@IIFT, Annual Entrepreneurship Conclave

Launchpad@IIFT

The Entrepreneurship Cell of IIFT, Delhi organized LIIFT (Launch Pad at IIFT), an Entrepreneurship Summit conducted in collaboration with UDAANSKILL and KITTES - Knowledge for Innovation in Trade & Technology for Entrepreneurial Start-Ups at IIFT on 20 August 2017.

The event was inaugurated by Amitabh Kant (IAS), CEO-NITI Aayog and was presided over by Prof. Manoj Pant, Director-IIFT amongst the presence of distinguished guests including H.K. Mittal, Advisor & Member Secretary, NSTEDB who graced this occasion with his august presence.

TEDx-IIFT

The Media Committee at IIFT Delhi presented its marquee event, i.e. TEDx IIFTDelhi 2017. The theme of the third edition of TEDx IIFTDelhi was -"Envisage Evoke Enlighten" and was held on 14 October 2017. The eminent speakers included:

- 1. Javed Akhtar
- 2. Somdev Devvarman
- 3. Sonal Mansingh
- 4. Sameer Nair
- 5. Shiv Khera
- 6. Mallika Jagad
- 7. Kulmeet Bawa
- 8. Manabi Bandopadhyay
- 9. Karishma Mehta
- 10. Anita Nair
- 11. Suhasini Haider



TEDx - IIFTDelhi 2017

International Business Conclave 2017

The 5th Annual International Business Conclave (IBC 2017) was jointly organized by Indian Institute of Foreign Trade and IIFT Alumni Association, Singapore on 29 September 2017. It provided a platform for professionals from the industry and esteemed international organizations to put forward their perspective on current topics. The theme for the conclave this year was, "Disruptors of Global Business Landscape - Politics, Business and Technology".

IBC-2017 at Singapore touched upon key contemporary issues in different functional areas related to international business management considering the perspective of South East Asian nations.

The following speakers graced the event with their presence:

- K. V. Rao, Resident Director, Tata Sons Ltd.
- Prasenjit Basu, Founder and Chief Economist, REAL-Economics.com
- Sid Haralalka, Accenture EDB Center
- Manpreet Singh, Senior Consultant, IBM Watson Solutions

Sports Activities – Ultimate Warrior League and Adrenaline 2018 Sports Fest

Adrenaline, Sports Committee at IIFT conducted the Ultimate Warriors League (UWL) - the annual sports extravaganza.

IIFT also hosted its first Sports Fest, Adrenaline 2018, on 2-4 February 2018. There were 350 participants from 13 colleges including all the B-Schools in the Delhi NCR region. There were nine different sports-cricket,



basketball, volleyball, table tennis, carom, chess, throwball, badminton, and footsal, and the fest was a great success.

Grand Alumni Reunion

The Grand Alumni Reunion 2017 was organized in November 2017 and witnessed participation of more than 700 alumni coming to the campus and reminiscing their days at IIFT Delhi. The day saw enthusiastic participation from alumni around India in different activities followed by the evening Ceremony. The evening was followed by a scintillating music performance along with a gala dinner.

Silver Jubilee Reunion

The Reunion celebrated the spirit of the alumni separated 25 years ago. The day was filled with fun activities to reminisce the golden days.

10 Year Reunion

As a new initiative by the alumni committee, the alumni who graduated 10 years ago were invited again for a nostalgia filled evening.

Alumni Chapter Meets

This year chapter meets saw the greatest participation in the last few years as Alumni from different batches of IIFT came together during the meet. Eminent IIFT faculty members like Dr. Rakesh Mohan Joshi, Dr. K. Rangarajan and Dr. Vijaya Katti presided at these events.

The evenings were made cheerful with performances like live bands, stand-up comedy and experience sharing by the Alumni.

Annual IIFT Marathon 2017

IIFT Marathon 2017 was the official launch of Quo Vadis 2018 theme with the participation of students across Delhi running for the cause of "Raising Your Voices" on 12 November 2017. The Marathon is an initiative taken by the student fraternity of the Institute as a part of its annual management and cultural festival, Quo Vadis. The event consisted of 4 races – 5.5 km (men & women), 11.5 km (men & women). This year, the Marathon concluded a great success with a huge number of participation from residents and students of Delhi. Shri Ankur Singhal, an international level throwball player, flagged off the IIFT Marathon 2017.

Blood Donation Camp 2017

The Blood Donation Camp was organized on 28 November 2017 as a part of Quo Vadis 2018 themed around "Raise Your Voice". This event was successfully conducted in association with HDFC Bank and Rotary Blood Bank. The event concluded as a grand success and garnered attention of a number of donors.

Treasure Hunt 2018

A PAN Delhi treasure hunt was conducted in January 2018 and saw participation from biking groups and different undergrad and post-grad students. All the participants had to solve different clues which led to different iconic places in Delhi. Team which could solve maximum clues while covering minimum distance won the Pirates: PAN Delhi Treasure Hunt.

S.No.	Clubs & Cells	Event
1.	Brandwagon	National Marketing Summit, Aavishkar, Knowledge Transfer Sessions
2.	Capital	National Finance Summit, Knowledge Transfer Sessions,
		Fusion – EIC Challenge and Real Deal, FinShiksha Webinars, It's Your Budget
3.	Socrates	Strategos, National Leadership Summit, Knowledge Transfer Sessions
4.	OpSigma	National Operations Summit, Optimus, Opulence, Knowledge Transfer Sessions
5.	Systemix	Apprentisage, Magazine Launch, Knowledge Transfer Sessions
6.	Blash	National HR Summit, Commodity Analysis Challenge, Knowledge Transfer Sessions
7.	PHI Cell	National Pharma Summit, Pharmathon, Knowledge Transfer Sessions
8.	MRC	Proteus, Knowledge Transfer Sessions
9.	ERC	Stock-a-Thon, Knowledge Transfer Sessions
10.	ABC	Country Analysis Competition, Knowledge Transfer Sessions
11.	Quintessential	CL, Trade and Beyond Quiz
12.	Koshish	Independence Day Event, NGO Collaboration

CLUBS AND CELLS – EVENTS

Quo Vadis 2018

Quo Vadis saw a footfall of 5000+ over three days from Bschools and undergraduate colleges across the nation. The theme for Quo Vadis 2018 was "Raise Your Voice". This year the college hosted renowned Punjabi playback singer- Guru Randhawa, Band – Maadhyam and stand-up comedian Abish Mathew across three scintillating nights. In the 3 days' span, IIFT saw 12 cultural and 7 management events. Taking this spirit of fervour further, IIFT hosted "Hip Hop International regionals" seeing some of India's best dance crews fight it out to win over the audience and a ticket to the World Championships USA. IIFT was also the host for "Miss Femina Campus Princess", where all the young beauty pageants battled it out to win a wild card entry for the Miss India competition. Former Miss World, Ms. Koyal Rana embraced IIFT with her presence and judged Campus Princess 2018.





ACTIVITIES AT IIFT KOLKATA DURING 2017-18

Student Activities

In terms of Awards, which are considered as a benchmark for comparative performance *vis-à-vis* other institutions, IIFT students participated and won prominent competitions organized by leading organizations and premier B-Schools. Few of the notable awards won by the IIFT students are: RBI Policy Challenge organized by RBI, Reliance TUP organized by Reliance, Axis Moves organized by Axis Bank, RPG Blizzard organized by RPG, Optimus organized by IIM-B, Bizworth organized by IIM-C and Finalogue organized by XLRI, etc.

Vivaan

IIFT Kolkata successfully organized Vivaan – Annual Business Summit. David Rasquinha, Managing Director (Additional Charge), Export-Import Bank of India honoured the event as the Keynote Speaker for the inaugural session. He expressed his views on international business and more specifically on Vivaan's core theme of Industry 4.0, Protectionism and Digitization and its impact on business and banking. His views on financial inclusion and other government agendas of adoption of digital technologies in Finance and how EXIM bank is contributing to the same enlightened the students.



Leadership Summit 2017

The eminent speakers were from the following corporates – Adecco, Tech Mahindra, Directi and Yes Bank. They talked about how situations call for a leader to take risky decisions that affect the organization as a whole and expounded on the importance of being an effective leader in the rapidly changing business scenarios.

Strategy, IT and Analytics Summit 2017

The strategy, IT and analytics summit saw discussions on how companies are integrating the smart technologies to improve themselves, how analytics are being aligned with strategies to gain competitive advantage and how machine learning and artificial intelligence can be a friend or a foe. It witnessed participation from corporates like, Alvarez & Marsell, Accenture Strategy, Amdocs, IBM and IMS Health India.

Marketing Summit 2017

The summit discussed on how technology had been the most important driver in accelerating this evolution in the field of Marketing and Entrepreneurship. Digitalization and technologies like IoT have taken the two fields by storm and are expected to play a very crucial role for the industry in the upcoming years. Hence, there is a dire need to be abreast with these topics and other current happenings in the industry. It witnessed participation from IBM, Yes Bank, Asian Paints and MTV.

Trade Summit 2017

The Summit witnessed participation from corporates like Corona Steel Industries and MCX. The summit explored questions around the changing global trading architecture over the past 5 years, and examine how these changes have impacted India's economic development.

Finance Summit 2017

The finance summit touched upon questions like How to ensure financial inclusion in true sense, Impact of emergence of Payment Banks and Small Finance banks on banking industry, Fintech and investment-tech start-ups changing the face of financial services industry and Blockchain: Opportunity, implementation, and risks. The corporates that participated were Zerodha, Aditya Birla finance and Bandhan Bank.

Operations Summit 2017

The summit witnessed participation from corporates like Castrol, Ramco systems, Landmark Group and Luxottica. They talked about bringing down barriers between discrete functions such as marketing, product development, manufacturing and distribution and evolution of the traditional supply chain towards a connected, smart and efficient integrated supply chain ecosystem, which is transparent to all the players involved, i.e. Suppliers, Transporters, and Customers.

Blood Donation Drive

Time and again, IIFT students try their best to help make a positive difference in the society. Heading one such initiative, a blood donation camp was set up by Koshish – The Social Awareness Cell at Kolkata campus of the Institute on 26 November 2017. The drive was organized in collaboration with the Lions Blood Bank and BloodConnect, an NGO working diligently to solve the problem of blood shortage in India.

The students of IIFT Kolkata came together to participate with great enthusiasm. The Institute boast of about 60 proud donors. This drive helped create social awareness among the students regarding this cause and helped hone their management skills.



Blood Donation camp at IIFT, Kolkata Centre.

Advait 1.0

The first rendition of IIFT Kolkata's cultural festival - Advait 1.0 kicked off in high spirits.

"Adios" is the pre-farewell event for the senior batch as a remembrance before the beginning of a new chapter in their life. The event started with stellar dance performance by students followed by euphonious flute performance and then by melodious singing. Few seniors made their mark by 'Roasting' the batch which made people burst into laughter. Taking forward Advait 1.0, Brandwagon–The Marketing Club at IIFT & MarkMantra-IIFT's Marketing Magazine, organized a funfair wherein the MBA 2017-19 batch got an opportunity to unleash their business acumen. A myriad of ideas started floating around as soon as the "Grand Yard Sale" was announced.

After marvellous performances by the students, the stage was all set for the performance by VH1 and MTV Beats featuring Paranox. As the luminous lights flashed, DJ started to spin the disc showcasing his skills of turntablism and engaged audience with his mixes. Spectacular and magnificent are the words to describe this event and it was just as exuberant. The music, the lights and the feel of the resonance of music palpitating the eardrums made people dance and sway to their favourite tunes. The night left people in a euphoric state with an experience to remember. "Face-painting", "Stuff that parents don't tell you" were few other events under the ambit of Advait 1.0.



Advait 1.0 Event at IIFT Kolkata Centre.



AWARDS WON BY IIFT STUDENTS RECENTLY IN NATIONAL/INTERNATIONAL COMPETITIONS

S.No.	Award/Competition	Company/B-School	Position
1.	The Economic Times Young Leader 2017	Aditya Birla Group	National Winner
2.	GEP Gameplan 2017	GEP	National Winner
3.	RBI Policy Challenge	Reserve Bank of India	National Finalist
4.	Reliance TUP	Reliance	National Finalist
5.	Axis Moves	Axis Bank	National Finalist
6.	RPG Blizzard Season 6	RPG	National Finalist
7.	CFA Research Challenge	CFA	National Finalist
8.	Vodafone Voyage	Vodafone	National Finalist
9.	BHEL	BHEL	National Finalist
10.	Madura Pinnacle	Madura Fashions	National Finalist
11.	Airtel iCreate 2017	Airtel	National Finalist
12.	HSBC IB League Competition 2017	HSBC	National Finalist
13.	L'Oréal Brandstorm 2018	ĽOréal	Regional Finalist
14.	RB Mavericks	Reckitt Benckiser	National Runners Up
15.	L'Oréal Brandstorm	L'Oréal	National Runners Up
16.	PepsiCo Change The Game	PepsiCo	National Runners Up
17.	Titan Elevate 4.0	Titan	National Runners Up
18.	Amazon Ace Challenge 2017	Amazon	National Runners Up
19.	FinValley	Indus Valley Partners	National Runners Up
20.	Case Study Competition	IIT D	Winner
21.	DSE	Brainwave	Winner
22.	SAMBIT	MICA Ahmedabad	Winner
23.	Markagon	IMI, New Delhi	Winner
24.	FINATIC	FMS	Winner
25.	Marquity	MDI	Winner
26.	Chanakya	FMS	Winner
27.	Optimus	IIM Bangalore	Winner
28.	Sports	BIMTECH	Winner
29.	Sports	IMT, Ghaziabad	Winner
30.	HUL Carpe Diem 2017	HUL	Winner
31.	Bizworth	IIM Calcutta	Runners up
32.	National Case Study Competition	SIMSREE (Mumbai)	Runners up
33.	Finalogue	XLRI	Runners up
34.	SmartBeta	IIM Rohtak	Runners up
35.	MarkArc	FMS	Runners up
36.	Markagon	IMI, New Delhi	Runners up
37.	Sports	DMS, IIT Delhi	Runner up
38.	Budget Quiz 2.0	IIM Udaipur	2nd Runners UP
39.	Operazione	IIM Rohtak	2nd Runners UP
40.	The Opfactor	JBIMS, Mumbai	Finalist
41.	Fiesta icon	FMS	Finalist
42.	Corpostrat	DoMS, IIT Roorkee	Finalist
43.	Salaahkars	DMS, IIT Delhi	Finalist
44.	Proelio 2017	SIBM Pune	Finalist
45.	Srijan	TISS	Finalist

S.No.	Award/Competition	Company/B-School	Position
46.	Buizkriti	IIT Kanpur	Finalist
47.	Marketing Ace	IIM Rohtak	Finalist
48.	Optimus	IIM Bangalore	Finalist
49.	International Entrepreneurship Challenge 2017	FMS	Finalist
50.	Finatic	IIM Bangalore	Finalist
51.	Marico Over the wall	Marico	Finalist
52.	Beat The Market	IIM Indore	Finalist

AWARDS WON BY IIFT STUDENTS RECENTLY IN NATIONAL/INTERNATIONAL COMPETITIONS (contd.)

Unleash Talk Series

E cell launched the first in-house talk series of IIFT Kolkata – UNLEASH on 3rd February. Organized in the Open Air theatre, the ambience provided a perfect fit and a seamless medium to the speaker and audience for experience sharing!

Notable Talks:

How I became a millionaire by robbing Piggy Bank of my 6 years old son, Praveen Wadalkar, Digital Cofounder and CEO of Techizer.com

International 2017

How getting comfortable with failure opened doorways to my bigger goals! Divyanshu Damani, an influencer marketer, social entrepreneur and TEDx speaker. What the fun! is Blockchain, Mohit Mamoria (CEO, Authorito Capital)

Budget Plus

Indian Institute of Foreign Trade had the privilege of hosting Vivek Jalan, Co-Chairman of Indirect Taxes at the Bengal Chamber of Commerce & Industry (BCC&I) for its annual discussion event 'Budget Plus'. Professor Ranajoy Bhattacharyya shared the dais with the speaker while enlightening the students about the intricacies of the 2018 Union Budget. The theme of this year's event was "Reading the Annual Budget 2018: A Manager's Perspective". The session began with an initial presentation on the overview of the budget followed by Mr. Jalan speaking about the areas of importance for a manager to look out for in a budget.

Alumni Special Talk

Kingshuk Hazra from the batch of 1996-98, who has worked with the likes of SAP, Oracle and AWS previously visited the campus and interacted with the students on the following topics:

- Lessons from a Marketing Journey, and
- Lessons to my Smarter, Younger Self Ideas to Succeed in 2020+.

It was an engaging session wherein students were given tasks regarding market analysis and cost analysis. Also, lessons from each of his stints with different companies were shared.

Victor Ganguly of the 2015-17 batch, who is currently working with TGI group interacted with the students to give them insights about how trade companies work and how they should build the profile suitable for trade companies.

Ms. Subarna Mukherjee from the batch of 2013-15 who is currently working as a brand manager at ITC visited the campus to enlighten the students about the best practices that can be followed to ensure the best performance during the internship. This helped the students in getting a better understanding of what to expect and deliver during their internships.

Rajesh Taracad who has been associated with OLAM International for the last two years interacted with the batch on aspects like sales and distribution, risk management and documentation, etc. He also answered queries about trade roles and companies.

Distinguished Talk Series

"Distinguished Talk Series" was organized on 5 March 2018. Dr. Craig H. Hall, Consul General of United States in Kolkata graced the event as distinguished speaker. MarkMantra and Infinitee, the flagship magazines of IIFT, were launched during the event. The theme of the event was "India and US: Managing Disrupting Transitions in Asia and Abroad".



INTERFACE WITH INDUSTRY, TRADE AND 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:

S. No.	Speaker	Designation	Company
1.	Aashish Chandorkar	Vice President	Capgemini Consulting
2.	Achyut Morarka	IBD-VP	Goldman Sachs
3.	Ajay Pandey	CHRO	Kohler
4.	Akhil Prasad	Board of Directors	Boeing
5.	Anand Kripalu	MD	United Spirits Ltd.
6.	Anjali Singh	CHRO	Whirlpool
7.	Archana Shiroor	CEO	Syngenta
8.	Arindam Bhattacharya	Senior Partner	BCG
9.	Arun K.	TA Head	Indus Towers
10.	Atul Singhania	СМО	Pernod Ricard
11.	Ayush Sinha	CHRO	Cloudtail
12.	Bhargava Dasgupta	MD	ICICI Lombard
13.	Debarati Sen	MD	3M
14.	Deepak Mishra	Head HR	UB
15	Emrana Sheikh	CHRO	Asian Paints
16.	GR Venkatesh	CHRO	Reliance Industries Ltd.
17.	H. Rajesh	CEO	Piramal
18.	Indraneel Mukherjee	VP HR	Airtel
19.	Ira Gupta	Head HR	Microsoft
20.	Jaideep Mehta	CEO	IDC
21.	Jaspal Bindra	Chairman	Centrum Group
22.	Keshav Pandey	CSO	Shapoorji Pallonji
23.	Krishan Narang	Commercial Director	Johnson & Johnson
24.	Kshitij Jain	CEO	Exide Life Insurance
25.	Lavish Bansal	VP HR	PWC
26.	Manish Sinha	MD	Dun & Bradstreet
27.	Mohit Mehra	Partner	Mercer
28.	Muthuraman M.	CEO	RPG
29.	Nitish Kapoor	CEO	RB
30.	Pancham Dogra	TA Head	BCCL
31.	Pranjal Saklecha	VP HR	НССВ
32.	Prashant Bhatnagar	CHRO	Credit Suisse
33.	Prashant Singh	MD	Nielsen
34.	Pratheep M.	CEO	Amway
35.	Rachit SIngh	СМО	Anarock
36.	Rachna Mukherjee	CHRO	Schneider Electric
37.	Raghav Mehta	VP HR	DBS

INDIAN INSTITUTE OF FOREIGN TRADE

S. No.	Speaker	Designation	Company
38.	Rajat Rokde	CHRO	HSBC
39.	Rakesh Roy Singh	CEO	IL&FS
40.	Rakesh Soni	CHRO	Tech Mahinrda
41.	Ranjan Banerjee	CRG Lead	JPMC
42.	Ranjan Sarkar	CHRO	Exide Industries
43.	Ranu Vohra	CEO	Avendus
44.	Rumjhum Chatterjee	Founder & CEO	Feedback Infra
45.	S. Vasudev	Head HR	Becton Dickinson
46.	Salil Murthy	Country Head	General Mills
47.	Sanjeev Aggarwal	Founder	Helion Ventures
48.	Saugata Mitra	HR Head	Mother Dairy
49.	Sayantan Chatterjee	Associate Director	PwC
50.	Shailesh Jain	Partner	Deloitte
51.	Shashank Sharma	Marketing Manager	Pernod Ricard
52.	Shujal Rahman	СОО	Garware Ropes
53.	Sidharth Balakrishana	Strategy Head	Essel Group
54.	Smriti Dhingra	Marketing Manager	Benefit Cosmetics
55.	Smriti Krishna Singh	CHRO	Sony Picture Networks
56.	Sridhar Chundri	СТО	Wells Fargo
57.	Subarna Mukherjee	Brand Manager	ITC
58.	Subhradeep Ghosh	CHRO	Google
59.	Sumit Sharma	СОО	Lacoste
60.	Surabhi Joshi	Head HR	Bacardi
61.	Varun Raina	Marketing Head	AirBnB
62.	Vikas Kohli	CEO	BNY Mellon
63.	Vikram Mathur	MD	Langham Capital
64.	Vivek Dolakia	VP	Axis Bank
65.	Vivek Gambhir	CEO	Godrej
66.	Yogesh Tiwari	Director-Marketing	Mars
67.	Yugantar Saikia	VP HR	Ola
68.	Zarine Daruwaala	CEO	Standard Chartered



FOREIGN TRADE LIBRARY

Delhi Campus

The Foreign Trade Library is a knowledge bank of an organized collection of information resources on International Business & Economic Environment which is accessible in printed or e-form to its readers for their reference or borrowing. It continued with its endeavour to add to its collection specialized publications, reports, databases, e-journals, print journals, articles, etc. and get itself updated regularly. Presently, the Library has an impressive collection of 1,03,840 resources that comprises 76,805 book/CDs-volumes, 17,581 bound periodicals, and 255 periodicals on the subjects, e.g. 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, its collection includes Research Reports, Company Reports, Statistical Annual publications, Case Studies CD-ROMs, video-cassettes. The Library has a special collection on eresources for its both the Centers, i.e. Delhi and Kolkata and it is also having a specialized Centre - the 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.

e-Resources

In order to facilitate online access of information round the clock to its readers for its both the Centers, i.e. Delhi and Kolkata, the Library is also subscribing 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, ProQuest, Suns 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'; has been added. These databases provide valuable information on Countries Studies; Statistical Data on Agriculture, Economy, Demography, Labour, Media, Education; Market Forecast, Market Reports; Annual Data of Companies; Stock Market; Tariff and Non-tariff Barriers; WTO related disputes; Cases and day to day developments 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 OPAC on intranet in which reader can access, download and print e-books, articles, etc. by clicking on the symbol 'e' (internet), wherever it is available.

In-House Publications

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

Section-wise distribution of the Library acquisitions during 2017-2018 is given in the Table.

Section	Acquisition in 2017-18	Total as on 31.3. 2018
Books, Reports, Video Cassettes & CD-ROMs	383	76,805
Documents	NIL	9,122
Bound volumes of periodicals		
(including journals received free of cost)	50	17,631
Subscribed/Complimentary Journals	NIL	255
Databases/Online Sites Including Complimentary		
e-Journals	-	27
Total	433	103,840

WTO Resource Centre

The WTO Resource Centre set up in the Library is a well recognized Centre specializing exclusively in the field of WTO and related issues. The Centre fulfills the needs of research scholars, policy-makers and academicians on the issues relating to WTO and its implications for India. The Centre has a rich collection of books, reports, journals, video cassettes, CD-ROMs and news items/articles on WTO and related issues. Till date the collection in WTO Resource Centre comprises 8000 articles and 4301 books.

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

Kolkata Campus

The library at Kolkata Campus is gradually growing with resources of traditional type as well as electronic and virtual information. It includes above 4000 books and CDs and above 89 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, and French along with major resources in English.

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

e-brary

The Library is enriched with its virtual resources, called the e-brary, which is accessible round the clock. A large number of full text journal articles, industry profile, country report, book, trade publication, newspaper, analytical commentary, annual reports, industry statistics and indicators, legislation, monetary data, news analysis, official gazette, press release, ranking and statistical data on Administrative Setup, Agriculture, Banks & Financial Institutions, Civil Supplies & Consumer Affairs, Companies, Cooperatives, Crime and Law, Demographics, Economy, Education, Electoral Data, Environment and Pollution, Foreign Trade, Forest & Wildlife, Geographical Data, Health, Housing, Industries, Insurance, Labour & Workforce, Market Forecast, Media, Meteorological Data, Mines & Minerals, Petroleum, Power, Social & Welfare Schemes, Sports, States & 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, Indiastat, World Trade Online, IMF databases, OECD online, World Trade Atlas, Science Direct and many to list.

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

Resources	Acquisition in 2017-18	Total as on 31.3.2018
Books (Complimentary & Purchased)	198	4,114
Journals Printed Complimentary & Purchased)	18	89
Bound Volumes	00	1,346
Databases/Online Resources	Combined subscription from Delhi Campus	Same as Delhi Campus

POSITION OF IIFT KOLKATA LIBRARY ACQUISITIONS DURING 2017-18



COMPUTER CENTRES AT IIFT

Delhi Campus

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

IIFT has its Data Centre equipped with unified storage, virtualized server environment, web servers, email servers, etc. For its internet requirements, the IIFT avails 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.

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 2017, fourteen batches of the programme have been conducted for nearly 600 participants.

Implementation of VPN & Anti-Plagiarism Check Tools for Faculty & Ph.D. / Resident Scholars

Access through Virtual Private Network (VPN) for Library databases from remote and Turnitin – Anti-Plagiarism check tool to check plagiarism are available for faculty members and Ph.D. Scholars.

IIFT has developed several enterprise applications inhouse 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, bestsuit CV builder, CV download, CV bundle creator and CV links to companies.
- (c) 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.

- (d) *Virtual classroom for various programmes:* It includes courseware upload, schedules, planners, feedback, quiz, etc.
- (e) **Online psychometric tests:** Developed software for online psychometric tests and conducted online personality profiling for more than 250 candidates including the participants of differenct MDPs and 500 online profile tests.
- (f) 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 2017-18, in addition to various brochures, prospectuses and folders:

Foreign Trade Review

First published in 1963, 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. Over more than 50 years of its existence, FTR 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 - An IIFT Quarterly Publication

The Institute brings out a quarterly publication FOCUS WTO which contains research articles, opinions, essays, and monographs from academicians, practitioners, researchers and scholars. In addition, it contains book reviews, case studies, abstracts of doctoral dissertations, seminars & conference abstracts, etc. It is a combination of a magazine with focus on international trade & business, and an IIFT newsletter highlighting the activities undertaken by the Institute during the period. It may be theme-based and also publish special editions with invited editors.

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 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 is also eligible to submit the paper as a working paper of IIFT. All working papers are refereed.

"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. The newsletter is disseminated across an audience base cutting across policy, industry, think tanks and academia.

Publications by IIFT Faculty

Dr. Ravi Shanker, Professor & Chairperson (ICCD) Chapter in Edited Book

 Ravi Shanker and C.K. Sharma (2018), "Marketing and Distribution Strategies for India" in Pawan Budhwar, Rajesh Kumar and Arup Verma (eds.), *Indian Business*, London: Routledge (in press).

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

- Lahiry, S. and Rangarajan, K. (2018), "The Use of Patent as A Strategy and the Patent Regime", *GGGI Management Review*, Vol. 7, Issue 1.
- Tripathi, S. and Rangarajan, K. (2018), "Future Supply Chain Using Block Chain Technology", *Journal of Emerging Technologies and Innovative Research*, Vol. 5, Issue 2, February.
- Tripathi, S. and Rangarajan, K. (2018), "Disruptive Supply Chain - A Concept Paper", International *Journal of Management and Science Studies*, Vol. 2, Issue 6, February.

Dr. Gautam Kumar Dutta, Professor Journal Paper

• Dutta, A. and Dutta, G. (2018), "Indian Growth Story of Automobile Sector and Atmospheric Emission Projection", *Pollution Research*, Vol. 37, Issue 1.

Book

 Keegan, Waren J. and Dutta, Gautam (2017), Global Marketing Management, Pearson. (ISBN 978-93-325-8432-7)

Conference Paper Presentation

- Dutta, G. and Dutta, A. (2017), "Assessing the Negative Effects of Country-of-Origin for Automobile Marketing in Developed Country Markets: Application of Barrier Approach", paper presented at the 26th Annual CIMaR Conference Consortium for International Marketing Research, 20-23 June, University of Florence, Florence, Italy.
- Dutta, G. (2017), "Characterization of Northeast India-Bangladesh Border Trade", paper presented at the First Research Conference on India-ASEAN Free Trade Agreement, Assam, 15 December, Multicultural Educational Development Research in association with Association for Environment, Guwahati
- Dutta, G. (2017), "Building An Effective Support System for Entrepreneurial Growth in Northeast India", paper presented at the National Seminar on Entrepreneurship Development in Northeast India, 12 May, organized by Guwahati University, Assam.
- Dutta, G. (2017), "Emerging Global Marketing, New Marketing Techniques/Tools for the Export Market Promotion of SME sector", paper presented at the National Seminar on Export Marketing, 22 November, Development Commissioner, MSME, Gangtok, Sikkim.
- Dutta, G. (2018), "Strategy for Promoting Export Oriented Women Entrepreneurship in Northeast India", paper presented at the Conferences on Promoting SC/ST and Women Entrepreneurs of North East, 31 January, Indian Institute of Entrepreneurship, Guwahati, Assam.
- Dutta, G. (2018), "International Trade and Special Focus on Aerospace and Space", paper presented at the Conference on Business Opportunities in Space in the International Domain, 25 January, organized by Indian Space Research Organization, Bengaluru.
- Dutta, G. (2018), "Handloom Export Strategy and Procedure" paper presented at Seminar on Enhancing Export from Handloom Centres/Clusters, 7 March, Kalna, Burdwan West Bengal, organized by Handloom Export Promotion Council.

Dutta, G. (2018), "Self Sufficiency Through Building An Effective Entrepreneurship Eco-system", paper presented at the National Conference on Global Strategy for Self Sufficiency, 23-24 March, organized by Bharatiya Vidya Bhavan Institute of Management Science, Kolkata in association with AIMS (Association of Indian Management Schools), Kolkata.

Dr. R.P. Datta, Professor

Journal Papers

• Datta, R.P. and Bhattacharyya, R. (2017), "Has the Efficiency of Foreign Exchange Markets in India

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Conference Paper

• Datta R.P. and Bhattacharyya, R. (2017), "Has the Efficiency of Foreign Exchange Markets in India Evolved Over Time?", paper presented at 3rd International Conference on Applied Economics and Finance (ICOAEF 2017) at Kyrenia, Cyprus, 6-7 December 2017.

Dr. O.P. Wali, Consultant at Professor level *Journal Papers*

- Pandey, S., Wali, O.P. and Chandra, R. (2017), "Utilization and Factors of Non-Utilization of Export Incentives: A Cross Sectional Empirical Study of Indian Exporters", *Journal of Asia Business Studies*, 11(4), pp. 434-450.
- Khilari, R. and Wali, O.P. (2017), "Competency Development in Technology Management for Enhancing Competitiveness", AIMA *Journal of Management and Research*, Vol. 11, Issue 4.
- Khilari. R. and Wali, O.P. (2017), "Six Decades of Indian Auto Component Industry: Perspectives, Problems and Prospects", *Global Journal of Engineering Research and Technology* (GJERT), Vol. 7, No. 1. Chapter in Edited Book
- O.P. Wali (2018), "Data Management, Sharing and Services: Issues of Attitude Towards Data Citation and Role of Data Stakeholders" (Chapter 21), in Munshi, Usha Mujoo, Verma, Neeta (Eds.), Data Science Landscape Towards Research Standards and Protocols, Publisher: Springer.

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 Verma, S. and Wali, O.P. (2017), "Emerging and Contemporary R&D and Innovation Indicators in National S&T System and Policy Implications: Key Findings", Paper presented at 4th Indialics Conference organized on Innovation for Sustainable Development: Perspectives, Policies and Practices in South Asia, 1-5 November, JNU, Delhi.

Dr. Ram Singh, Professor

Journal Papers

 Ram Singh and Deepanker Sinha (2018), "Mapping Export Prospects of Citrus Fruits from India", *Economic Challenger*-an International Journal (ISSN-0975-1351), Vol. 70, No. 20, April-June.



- Deepanker Sinha and Ram Singh (2018), "Doing Business Framework: A Case Study on Sourcing From Russia", *International Journal of Trade and Commerce* (IIARTC--ISSN-2277-5811).
- Ashutosh Kar, Deepanker Sinha and Ram Singh (2018), "Cargo Mix, the Survival Strategy of Ports: A Case of Major Ports of India", OORJA Journal of Management and IT (ISSN NO. 09747869), International School of Informatics and Management, Jaipur.
- Ashutosh Kar, Deepanker Sinha and Ram Singh (2018), "Quality of Service Based Pricing Framework for Major Ports of India", *Pragyaan: Journal of Management* (ISSN No. 09745505), IMS-INISON University, a UGC Indexed Journal.

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• Ram Singh, *International Business Environment* (2017), (ISBN: 978-93-5259-485-6) for BBA students of Jamia Milia Islamia, Central University (BCIBF-303) in 2017)

Research Studies

• Trading Across Borders: Impact of GOI Reforms Measures - Observations from Exim Stakeholders in Logistics Chain, 2018.

Dr. Saikat Banerjee, Professor

Journal Papers

- Banerjee, S. and Ray Chaudhuri, B. (2018), "Influence of Voter Demographics and Newspaper in Shaping Political Party Choice in India: An Empirical Investigation", *Journal of Political Marketing*, A Routledge-Taylor & Francis Group publication); Vol. 17, No. 1, pp. 90-117. (Accepted author version posted online: 6 February 2016. Published online: 15 April 2016.
- Banerjee, S. (2018), "Impact of Food Brand Controversy on Consumers' Attitude Toward Brand and Company", *Journal of Food Products Marketing* (A Routledge-Taylor & Francis Group publication) Vol. 24 No. 4, pp. 413-440; (Published online: 21 February 2017.
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- Sayal, A. and Banerjee, S. (2017), "A Qualitative Study to Explore the Role of Networking for B2B Entrepreneurs in an Emerging Country like India", *Journal of Asia Entrepreneurship and Sustainability*

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Dr. Sheeba Kapil, Professor

Books

• Sheeba Kapil, K.N. Kapil, *Mergers and Acquisitions: Valuation, Leveraged Buyouts and Financing,* Wiley publishers, 2nd Edition, ISBN: 978-81-265-6825-3

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- Barick G. and Kapil, Sheeba (2018), "Pre-Acquisition Performance Analysis of Indian Target Firms", *The IUP Journal of Applied Economics*, Vol XVII, No 1. January, pp. 17-40.
- Mishra, R.K. and Kapil, Sheeba (2018), "Effect of Board Characteristics on Firm Value: Evidence from India", *South Asian Journal of Business Studies*, Emerald Insight, 7(1), pp. 41-72.
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- Sheeba Kapil, "Google's Growth Model Through Inorganic Extensions", The Case Centre-European case clearing house, Europe, CASE: Reference No. 317-0165-1 with Teaching note.
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Dr. Ashim Raj Singla, Associate Professor Journal Papers

 "Future and Scope of Big Data in Indian Agriculture Sector", International Journal of Engineering & Scientific Research (IJMRA Publications), Vol. 6 Issue 5, May 2018; http://www.esrjournal.com

Dr. Debasish Chakraborty, Associate Professor Book Chapters

- Chakraborty, D. (2018), "Picking the Right Alternative: Should India Participate in TPP instead of RCEP?", in J. Chaisse, H. Gao and C. Lo (eds.), *The Transpacific Partnership: A Paradigm Shift in International Trade Regulation*, Singapore: Springer.
- Mukherjee, S. and Chakraborty, D. (2018), "Demand for Infrastructure Investment for Water Services - Key Features and Assessment Methods", in J. Chaisse (ed.), *Charting the Water Regulatory Future: Global Challenges in Water and Sanitation*, pp. 257-296, Cheltenham: Edward Elgar.

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- Chakraborty, D. and Chakraborty, A. (2017), "Economic and Political Cooperation between India and East Asia: The Emerging Perspective", *Journal of Economics and Political Economy*, 4(2) p. 144-158.
- Chakraborty, D. and Chakraborty, A. (2017), "Growing Economic Integration of China and India with ASEAN: Glancing through Select Trade Indicators", in J. Jacob and H.T. Anh (eds.), *China and its Neighbourhood: Perspectives from India and Vietnam*, pp. 129-145, New Delhi: Pentagon.

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- Mukherjee, S. and Chakraborty, D. (2018), "Implementing the 'Precautionary' Approach to Safeguarding the Natural Habitat", Paper presented at the Third Regional Workshop on Country Safeguard Systems, Asian Development Bank, 10-11 April, Bali.

Dr. Deepankar Sinha, Associate Professor Journal Papers

- Dua, Aman and Sinha, Deepankar (2018), "Identification of Factors Affecting Quality of Multimodal Transportation for Containerized Export in Indian Scenario", *International Journal of Business Excellence*, ADBC listed journal
- Sinha, Deepankar and Seal, J.K. (2018), "Cost and Management Accounting Frame Works for Major Indian Ports", *The Management Accountant Journal*, 53 (3), pp. 39-46.
- Sinha, Deepankar and Dey, D. (2017), "A System Dynamics Study on Impact of Economic and Customer's Uncertainty on Supply Chain of Passenger Cars", Proceedings of International Conference on Strategies in Volatile and Uncertain Environment for Emerging Markets, 14-15 July, Indian Institute of Technology Delhi, New Delhi, pp. 327-338.
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- Bakshi, A. and Sinha, Deepankar (2017), "A DEA Based Framework for Proposed Merger of Public Sector Banks in India, Recent Applications of Data Envelopment Analysis", Proceedings of the 15th International Conference of DEA, June, edited by Emrouznejad, A., J. Jablonský, R. Banker and M. Toloo (2017), University of Economics, Prague, Czech Republic, ISBN: 978 1 85449 433 7.
- Dey, D. and Sinha, Deepankar (2016), "System Dynamics Simulation of a Supply Chain Intelligence Model", Innovative Solutions for Implementing Global Supply Chains in Emerging Markets, pp. 71-83), IGI Global.



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- Sinha, Deepankar (2018), "Integrating International Business with Global Trade Dynamics-A Causal Approach", Paper presented at Academy of International Business (AIB) - India Chapter Conference, 9-11 April, IIFT, MSME Centre, Shimla. Received "Best Paper" award.
- Sinha, Deepankar, Das, J., and Mukherjee, S. (2018), "A Study on Port of Kolkata for Determining An Effective Differential Port Pricing System", Paper presented at National Conference on "Global Strategy for Self Sufficiency", 23-24 March, Bharatiya Vidya Bhavan Institute of Management Science, Kolkata in association with Association of Indian Management School (AIMS).
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Dr. M. Venkatesan, Associate Professor Journal Papers

- "Critical Consciousness and Psychological Wellbeing among Youth in India", *Indian Journal of Positive Psychology*, Vol. 9 (1), pp. 60-68. March 2018. (Co-Author)
- "Personality Dispositions, Resilience, and Decision on Making and their Impact of Psychological Well being of Management Graduates", *Prabandhan: Indian Journal of Management*, Vol. 11 (1) pp. 22-38. January 2018 (Co-Author).
- "A Study of Personal Dispositions in relation with Motivation, Decision Making, Creativity, Interpersonal Behaviour and Psychological Wellbeing of Management Students", *International Journal of Researches in Business Studies*, December. (Co Author)

Dr. Niti Nandini Chatnani, Associate Professor Journal Papers

- Chatnani, N.N. (2017), "Gold as an Asset for the Indian Investor", *Abhigyan*, Paper No. 1760.
- Chatnani, N.N. (2018), "Green Investing and Indian Investors: The Case of Suzlon Energy", *FIIB Business Review*, 7(1).
- Chatnani, N.N. (2018), "Commodity Price Risk Management: Analysis of Lead Hedging on MCX by an Indian Battery Maker", *Finance India*, XXXIV (1).

Research Project

• "Development of Marketing Strategy for Promotion of Handloom Exports" for Handloom Export Promotion Council.

Dr. R.P. Sharma, Associate Professor Journal Paper

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Dr. Saswati Tripathi, Associate Professor Journal Papers

- Tripathi, S. (2018), "Strengthening, Supply Chain An Indian Perspective", *International Journal of Management, Law & Science Studies*, 2 (7), pp. 1-12.
- Tripathi, S. and Krishnamachari, R. (2018), "Disruptive Supply Chain - A Concept Paper", International Journal of Management, Law & Science Studies, 2 (6), pp. 1-10.
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- Tripathi, S., Krishnamachari, R. and Talukder, B. (2018), "Benchmarking Supply Chain Performance - A Case Study in India Petroleum Sector", *Journal of Supply Chain Management Systems*. (Accepted)
- Tripathi, S., Krishnamachari, R. and Das, S. (2018), "Quantitative and Qualitative Constructs of Trade Infrastructure in Hilly Regions - A Case Study of Himachal Pradesh, India", *GGGI Management Review* 7 (2). (Accepted)

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 Tripathi, S. and Krishnamachari, R. (2018), "Indexing and Benchmarking of Trade Infrastructure in Select Geo-Physical Environment", AIB-India 2018 Conference, 9-11 April.

Dr. Sweta Srivastava Malla, Associate Professor Journal Papers

 Singh, R. and Malla, S.S. (2017), "Does Corporate Social Responsibility Matter in Buying Behaviour? – A Study of Indian Consumers", *Global Business Review*, Vol. 18.4, pp. 1-14.

Dr. Ankit Kesharwani, Assistant Professor Journal Papers

- Roy, S., Balaji, M.S., Kesharwani, A. and Sehon, H. (2017), "Predicting Internet Banking Adoption in India: A Perceived Risk Perspective", *Journal of Strategic Marketing*, 25(5/6), pp. 418-438.
- Sreeram, A., Kesharwani, A. and Desai, S. (2017), "Factors Affecting Satisfaction and Loyalty in Online Grocery Shopping: An Integrated Model", *Journal of Indian Business Research*, 9(2), pp. 21-40.
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- Shaw, B. and Kesharwani, A. (2017), "Impact of Technical Factors on the Intention to Use Mobile Payment Services: Moderating Role of Smartphone Addiction" paper presented at International Conference on Advancing Frontiers in Operational Research: Towards a Sustainable World (AFOR2017), 21-23 December, Heritage Institute of Technology, Kolkata.
- Gupta, N. and Kesharwani, A. (2017), "Impact of Globalization Forces on Digital Natives and Digital Immigrants" paper presented at International Conference on Marketing Challenges in Emerging Markets: Digital Transformation & Evolution of Business (MCEM), Institute of Management and Technology Hyderabad supported by Association of Management Development Institutions in South Asia (AMDISA), 8-9 December.
- Kashyap R., Ponnam, A. and Kesharwani, A. (2017), "Psychometric Index Development of Online Review" paper presented at the 17th Consortium of Students in Management Research (COSMAR), Indian Institute of Science – Bangalore, 21-22 November.
- Kesharwani, A. (2017), "Business Model of Online Cab Aggregators in India" paper presented at 7th IBS Conference on Marketing and Business Strategy: (ICOMBS) Ushering a Services Revolution: The Role of Platform Economy in India - Implications for Marketers, The ICFAI Foundation for Higher Education, IBS Hyderabad, 8-9 September.

Dr. Areej Aftab Siddiqui, Assistant Professor Journal Papers

• Siddiqui, A.A. and Ahmed, S. (2017), "Impact of FDI on Sectoral Growth Rates of Indian Economy",

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- Ms. Parul Singh, Consultant at Assistant Professor level Journal Papers
- Singh, P. and Saini, A.K. (2018), "Innovation: Review of the Literature and Research Agenda", Asian Journal of Research in Business Economics and Management, 8(1), pp. 74-89. DOI: http://dx.doi.org/10. 5958/2249-7307.201800007.
- Singh, P. and Saini, A.K. (2018), "Innovation in Organizations, Competitiveness and Performance: A Review and Research Agenda", *Asian Journal of Management*, 9(1), pp. 400-406. DOI: 10.5958/2321-5763.2018.00061.
- H.S. Krrithiya and Parul Singh (2017), "Preventive Disaster Management through Crowd sourcing", *Asian Journal of Research in Business Economics and Management*, Vol. 7, No. 9, September 2017, pp. 40-58. ISSN 2249-7307, DOI: 10.5958/2249-7307.2017. 00160.

Dr. Preeti Tak, Assistant Professor

Journal Papers

- Tak, P. and Panwar, S. (2017), "Using UTAUT 2 Model to Predict Mobile App-based Shopping: Evidences from India", *Journal of Indian Business Research*, Vol. 9, Issue 3, pp. 248-264.
- Tak, P., Pareek, A. and Rishi, B. (2017), "Social Comparison of Luxury Fashion Brands: Impact of Ostentation and Media Habits" *IUP Journal of Marketing Management*, Vol. 16, Issue 1, February 2017, pp. 29-46.

Publication by Centre for WTO Studies Faculty

Ms. Chandni Raina, Professor

• Raina, C., "IPR and New Rule Making" in Das, A. and Singh, S. (2017) (eds.), *Trans-Pacific Partnership Agreement: A Framework for Future Trade Rule?*, Sage

Dr. Pralok Gupta, Associate Professor Journal Papers

• Gupta, P. (2017), "A Proposal to Facilitate Trade in Services", *Trade Insight*, 13(2), pp. 11-13.

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• Gupta, P. (2017), "Global Production Networks", in Reinert K.A. (ed.), *Handbook of Globalization and*



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• Gupta, P. (2017), "Services Coverage in TPP, TiSA and GATS: A Comparative Analysis and Implications for India", in Das, A. & Singh, S. (eds.), *Trans-Pacific Partnership Agreement: A Framework for Future Trade Rules*, pp. 76-111, New Delhi, Sage

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 Gupta. P. (2017), "Proposed E-commerce Disciplines @ WTO: Implications for Government Programmes and Digital Initiatives in India", CWS Working Paper No. 42, New Delhi.

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- "Pivoting to Enhance India's Services Exports", Live Mint, 23 January 2018, http://www.livemint.com/ Opinion/XHHjrCI6bOKvMamoiEMIcI/Pivoting-toenhance-Indias-services-exports.html
- "Privacy Right's Bearing on E-commerce", The Financial Express, 31 August 2017, http://epaper. financialexpress.com/1338908/Indian-Express/ 31st-August,2017#dual/8/1

Dr. Sachin Kumar Sharma, Associate Professor Journal Papers

• Sharma, S.K. and Abhijit Das (2017), "Food Sovereignty under WTO: Unfulfilled Promise at Buenos Aires", *Economic and Political Weekly*, 30 December, Vol. 52, Issue No. 52.

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- Sharma, S.K. and Seema Bathla (2017), Indian Agriculture under Multilateral and Regional Trade Agreements: Competitiveness and Food Security Concerns, Publisher: Centre for WTO Studies and Bookwell, Delhi (ISBN: 978-93-86578-05-1). Working Paper
- Sharma, S.K. and Abhijit Das (2017), "WTO and Policy Space to Support Farmers' Income: Implications of EU-Brazil Proposal", Working Paper No. 44, Centre for WTO Studies, Delhi.

Conference/Seminar Paper Presentation

- Sharma, S.K. (2017), "Progress in Public Stockholding Issues: A Litmus Test for Hunger Free World", Presented at a Seminar on Delivering Development Aspects in MC-11: PSH and SSM, 31 May, organized by G-33 group, held at World Trade Organization, Geneva.
- Sharma, S.K. and Abhijit Das (2017), "WTO and Policy Space to Support Farmers' Income: Implications of EU-Brazil Proposal" paper presented at Silver Jubilee Conference of Agricultural Economics Research Association, 7-9 November, organized by ICAR-National Academy of Agricultural Research Management, Hyderabad, Telangana.

Ms. Shailja Singh, Legal Consultant at Associate Professor level

Book

• Das, A. and Singh, S. (eds.) (2017), Trans-Pacific Partnership Agreement – A Framework for Future Trade Rules?, Sage.

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Dr. Swati Shukla Singh, Consultant at Assistant Professor level

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• Gupta, K.P., Singh, S. and Bhaskar, P. (2018), "Citizens' Perceptions on Benefits of e-Governance Services", *International Journal of Electronic Governance*, Vol. 10, No. 1, pp. 24-55.

Dr. Prakash Singh, Assistant Professor Journal Paper

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• Singh, P. (2018), "ICT, Producticity and Exportability: A Cross Country Analysis", Paper presented at International Workshop on Economic of ICT, 22-23 February, Delhi School of Economics, New Delhi.

Publication by Centre for Trade and Investment Law (CTIL) Faculty

Dr. James J. Nedumpara, Professor & Head Journal Papers

- Nedumpara, James. J. and Pradeep, Shiny (2018), "Paying a Price for Carbon: Using Pigouvian Taxes in International Trade and Environmental Regulations", *Environment, Law and Society Journal* (ELSJ) 4.
- Nedumpara, James. J. and Subramanian, Archana (2017), "Engaging with the World: An Analysis of India's Trade Policy in the wake of the Belt and Road Initiative", *NLSIU Business Law Review* 3. (forthcoming)
- Nedumpara, James. J. and Subramanian, Archana (2017), "China and the Non-Market Economy Treatment in Anti-Dumping Cases: Can the Surrogate Price Methodology Continue post-2016?", *Journal of International and Comparative Law* 4(2), pp. 253-278.
- Nedumpara, James. J. and Laddha, Aditya (2017), "India Joining the ICSID: Is It a Valid Debate?", *Transnational Dispute Management Journal*, 15(2).

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राजभाषा हिंदी की गतिविधियां



माननीय राष्ट्रपति श्री रामनाथ कोविंद से 'राजभाषा कीर्ति पुरस्कार' तृतीय प्राप्त करते हुए संस्थान के निदेशक प्रोफेसर मनोज पंत

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। संस्थान में कार्यालयीन कामकाज में राजभाषा हिंदी का अधिक से अधिक प्रयोग किया जाता है।

राजभाषा कीर्ति पुरस्कार – भारत सरकार द्वारा चलाई जा रही राजभाषा पुरस्कार योजना के अंतर्गत, 14 सितम्बर 2017 को विज्ञान भवन में आयोजित 'हिंदी दिवस' के अवसर पर संस्थान को "क" क्षेत्र में राजभाषा के श्रेष्ठ कार्यान्वयन के लिए माननीय राष्ट्रपति श्री रामनाथ कोविंद द्वारा वर्ष 2017–1 8 का 'राजभाषा कीर्ति पुरस्कार' तृतीय प्रदान किया गया।

संस्थान में वर्ष 2017—18 के दौरान हिंदी के प्रगामी—प्रयोग से संबंधित किए गए कार्यों का विवरण निम्न प्रकार है :

 धारा 3(3) का अनुपालन – संस्थान में सभी कार्यालय आदेश, परिपत्र, कार्यालय ज्ञापन, अधिसूचनाएं, संविदाएं, करार, टेंडर के फार्म और नोटिस, नियम, दोनों सदनों में प्रस्तुत किए जाने वाले सभी 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 दविभाषी रूप से संस्थान की वेबसाइट पर उपलब्ध हैं।

- (क) सभी साइनेज, रबड़ की मोहरें, नामपट्ट, लोगो, सीलें, पत्र शीर्ष, विजिटिंग कार्ड, आदि द्विभाषी रूप में उपयोग में लाए गए।
- (ख) संस्थान में कर्मचारियों द्वारा सभी प्रपत्र जैसे अवकाश आवेदन, चिकित्सा प्रतिपूर्ति बिल, यात्रा रियायत बिल, वाहन व्यय, ट्यूशन फीस प्रतिपूर्ति इत्यादि पूरी तरह द्विभाषी रूप में उपयोग में लाए गए।
- (ग) संस्थान में आयोजित होने वाले सभी प्रशिक्षण कार्यक्रमों के प्रवेश पत्रों का द्विभाषी रूप में उपयोग किया गया।
- 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" क्षेत्र में स्थित है इस प्रकार "क" और "ख" क्षेत्र में अधिक से अधिक पत्राचार हिंदी / द्विभाषी रूप में किया गया जो वार्षिक कार्यक्रम में निर्धारित हिंदी पत्राचार के लक्ष्य के लगभग अनुरूप है। इस प्रकार संस्थान में हिंदी पत्राचार की स्थिति संतुष्टिपूर्ण रही है।
- संस्थान की द्विभाषी वेबसाइट संस्थान की वेबसाइट हिंदी व अंग्रेजी दोनों भाषाओं में है तथा अंग्रेजी वेबसाइट के साथ–साथ हिंदी वेबसाइट को समय–समय पर अद्यतन किया गया।

शिक्षण कार्यक्रम

- (क) वर्ष 2017–18 के दौरान संस्थान में लगभग 46 प्रबंधन विकास कार्यक्रमों के अंतर्गत देश के विभिन्न स्थानों से आए अधिकारियों को हिंदी व अंग्रेजी की मिली जुली भाषा के माध्यम से प्रबंधन व अंतरराष्ट्रीय व्यवसाय पर सघन शिक्षण / प्रशिक्षण दिया गया।
- (ख) भारत सरकार की निर्यात बंधु योजना के अंतर्गत 16 जुलाई से 12 अगस्त 2017 के दौरान हिंदी माध्यम से ऑन—लाइन "निर्यात—आयात व्यापार में प्रमाण—पत्र" कार्यक्रम आयोजित किया गया। इस पाठ्यक्रम की अवधि 4 सप्ताहांत में 20 सत्रों की रखी गई थी तथा कक्षाएं शनिवार को 2.00 बजे (अपराह्र) से 6.00 बजे तक और रविवार को 10.00 बजे (पूर्वाह्र) से 5.00 बजे तक चलाई गई। देश के विभिन्न स्थानों से निर्यात के क्षेत्र में कार्य करने के इच्छूक अभ्यर्थियों ने इस कार्यक्रम में भाग लिया।
- 7. छमाही प्रोत्साहन योजना राजभाषा विभाग, गृह मंत्रालय द्वारा हिंदी के प्रचार–प्रसार के लिए प्रोत्साहन योजनाओं का प्रावधान किया गया है। वाणिज्य मंत्रालय के निर्देशानुसार संस्थान में छमाही प्रोत्साहन योजना चलाई जाती है, जिसके अंतर्गत हिंदी में अधिकाधिक कार्य करने वाले 9 कर्मचारियों को नकद पुरस्कार के रूप में प्रति कर्मचारी 21,000 की राशि प्रदान की गई।
- 8. वार्षिक प्रोत्साहन योजना राजकीय कार्यों के लिए हिंदी को बढ़ावा देने के उद्देश्य से चालू वर्ष के दौरान वार्षिक प्रोत्साहन योजना चलाई गई है जिसके अंतर्गत पूर्ण रूप से हिंदी में कार्य करने वाले अधिकारियों / कर्मचारियों को नकद पुरस्कार के रूप में,5,000 की राशि का प्रावधान किया गया है।
- 9. 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। वर्ष के दौरान राजभाषा के प्रचार–प्रसार को ध्यान में रखते हुए नराकास के सदस्य कार्यालयों द्वारा आयोजित विभिन्न प्रतियोगिताओं में संस्थान के कर्मचारियों ने अपनी सहभागिता दर्ज की।



नगर राजभाषा कार्यान्वयन समिति (नराकास) की बैठक

10. तिमाही बैठक – वर्ष 2017–18 के दौरान राजभाषा नियमों के अनुपालनार्थ प्रत्येक तिमाही में निदेशक महोदय की अध्यक्षता में विभागीय राजभाषा कार्यान्वयन समिति की बैठकों का आयोजन किया गया। इन बैठकों के दौरान संस्थान में राजभाषा कार्यों की समीक्षा व प्रगामी प्रयोग संबंधी निर्णय लिए गए। बैठकों के आयोजन की तिथि निम्न प्रकार हैः

तिमाही	आयोजन की तिथि
जनवरी—मार्च 2018	10 अप्रैल 2018
अक्टूबर—दिसम्बर 2017	12 जनवरी 2018
जुलाई–सितम्बर 2017	11 अक्तूबर 2017
अप्रैल—जून 2017	14 जुलाई 2017

11. हिंदी कार्यशाला – संस्थान में हिंदी कार्यशालाओं का नियमित आयोजन किया गया। ये कार्यशालाएं अधिकारियों / कर्मचारियों को हिंदी में कार्य करने हेतु प्रेरित एवं प्रशिक्षित करने के उद्देश्य से आयोजित की गई। वर्ष 2017–18 में हिंदी कार्यशालाओं के आयोजन की तिथि इस प्रकार है:

तिमाही	आयोजन की तिथि
जनवरी—मार्च 2018	28 मार्च 2018
अक्टूबर—दिसम्बर 2017	29 दिसम्बर 2017
जुलाई–सितम्बर 2017	06 अक्तूबर 2017
अप्रैल—जून 2017	30 जून 2017



संस्थान की राजभाषा कार्यान्वयन समिति की बैठक

12. हिंदी में प्रकाशन

गृह–पत्रिका "यज्ञ" – हर वर्ष की भांति, संस्थान द्वारा गृह–पत्रिका "यज्ञ" अंक–11, वर्ष 2018 का प्रकाशन किया गया। पत्रिका में संस्थान की मुख्य गतिविधियां तथा राजभाषा 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।

संस्थान की वार्षिक रिपोर्ट वर्ष 2016–17 का हिंदी में प्रकाशन किया गया।



13 संस्थान में हिंदी सप्ताह

संस्थान के दिल्ली परिसर में राजभाषा विभाग द्वारा समय–समय पर जारी दिशा–निर्देशों के अनुरूप 11–15 सितम्बर 2017 के दौरान हिंदी सप्ताह का आयोजन किया गया। संस्थान में राजभाषा के इस वार्षिक पर्व का कुलसचिव डॉ. प्रमोद कुमार गुप्ता ने उद्घाटन किया। इस दौरान निबंध लेखन, टिप्पण एवं प्रारूपण, कथा–कहानी–कहो अपनी जुबानी तथा प्रश्नोत्तरी प्रतियोगिता आयोजित की गई। संस्थान के अधिकांश अधिकारियों व कर्मचारियों ने इन प्रतियोगिताओं में अपनी सहभागिता दर्ज की। 15 सितम्बर 2017 को हिंदी सप्ताह के समापन के अवसर पर रंगारंग सांस्कृतिक कार्यक्रम का आयोजन किया गया ताकि मनोरंजन के माध्यम से हिंदी का संदेश प्रत्येक कर्मचारी तक पहुंचाया जा सके। प्रतियोगिताओं के पुरस्कार विजेता कर्मचारी निम्न प्रकार हैं:

(क) निबंध प्रतियोगिता के पुरस्कार विजेता

- 1. नीरू वर्मा
- प्रथम पुरस्कार — प्रथम पुरस्कार (हिंदीतर)
- दीपा पी.जी.
 शान्ति स्वरूप
- द्वितीय पुरस्कार
- 4 रंजन कुमार
- द्वितीय पुरस्कार
- 5 सत्ते सिंह

3.

4.

- तृतीय पुरस्कार
- मोनिका वर्मा

संजीव कुमार

– तृतीय पुरस्कार

(ख) हिंदी टिप्पण एवं प्रारूपण प्रतियोगिता के पुरस्कार विजेता

- 1. राकेश कुमार ओझा प्रथम पुरस्कार
- 2. बरूण भट्टाचार्य (हिंदीतर) प्रथम पुरस्कार (हिंदीतर)
 - नीरू वर्मा
 - द्वितीय पुरस्कार– द्वितीय पुरस्कार

5. मनोज मरोठिया – तृतीय पुरस्कार

6.

3.

4.

- रंजीत महतो तृतीय पुरस्कार
- (ग) कथा-कहानी-कहो अपनी जुबानी प्रतियोगिता के पुरस्कार विजेता
- 1. अमिता आनंद प्रथम पुरस्कार
- 2. एस. बालासुब्रामणियन प्रथम पुरस्कार (हिंदीतर)
 - राम सिंह मीना द्वितीय पुरस्कार
 - सतपाल सिंह द्वितीय पुरस्कार
- शकुंतला अरोड़ा तृतीय पुरस्कार
- अखिला रॉय तृतीय पुरस्कार

(ख) प्रश्नोत्तरी प्रतियोगिता के पुरस्कार विजेता

- 1. राकेश कुमार ओझा प्रथम पुरस्कार
- 2. संजीव कुमार द्वितीय पुरस्कार
- 3. प्रियंका मुंजाल तृतीय पुरस्कार

हिंदी सप्ताह का समापन समारोह – इस अवसर आईआईएफटी निदेशक प्रोफेसर मनोज पंत ने हिंदी सप्ताह के दौरान आयोजित विभिन्न इनामी प्रतियोगिताओं के विजेताओं को नकद पुरस्कार व प्रमाण–पत्र प्रदान करते हुए सम्मानित किया। निदेशक महोदय ने राजभाषा के उतरोत्तर कार्यान्वयन के लिए संस्थान सदस्यों को राजकीय कार्य अधिकाधिक हिंदी में करने का आह्वान किया तथा समारोह में आमंत्रित सभी मेहमानों का स्वागत किया। इस प्रकार हर वर्ष की भांति रंगारंग सांस्कृतिक कार्यक्रम के आयोजन के साथ हिंदी सप्ताह के समारोह का समापन किया गया।



हिन्दी सप्ताह के दौरान आयोजित प्रतियोगिताओं के पुरस्कार विजेताओं के साथ संस्थान के निदेशक प्रो. मनोज पंत

INDIAN INSTITUTE OF FOREIGN TRADE

कोलकाता केन्द्र पर हिंदी सप्ताह

भारतीय विदेश व्यापार संस्थान कोलकाता केन्द्र में 11–14 सितम्बर 2017 के दौरान हिंदी सप्ताह मनाया गया। केन्द्र पर राजभाषा हिंदी के प्रचार–प्रसार को ध्यान में रखते हुए हिंदी प्रतियोगिताओं की श्रंखला में निबंध लेखन, प्रश्नोत्तरी व कविता पाठ का आयोजन किया गया। 14 सितम्बर को हिंदी दिवस के अवसर पर कोलकाता केन्द्र के प्रमुख व प्रोफेसर डॉ. के. रंगराजन द्वारा केन्द्र के सदस्यों की उपस्थिति में प्रतियागिताओं के पुरस्कार विजेताओं को नकद पुरस्कार देते हुए प्रमाण–पत्र प्रदान किए गए। पुरस्कार विजेता कर्मचारी निम्न प्रकार हैं:

(क) तत्क्षणिक भाषण प्रतियोगिता के पुरस्कार विजेता

- ओमश्री मजूमदार 1.
- प्रथम पुरस्कार द्वैपयान ऐश, व रामकृष्ण दास – द्वितीय पुरस्कार
- 2. उपासना आचार्य, व ऋद्धि चैटर्जी – तृतीय पुरस्कार 3.
- (ख) निबंध प्रतियोगिता के पुरस्कार विजेता
- अतूल कुमार, व श्रावणी मंडल 1.
 - प्रथम पुरस्कार आयन कुमार सेठ, व ऋद्धि चैटर्जी – द्वितीय पुरस्कार
- 2. जैनब इमाम, व उमामा नसरीन हक – तृतीय पुरस्कार 3.

(ग) प्रश्नोत्तरी प्रतियोगिता के पुरस्कार विजेता

अतुल कुमार, आयन कुमार सेठ व – प्रथम पुरस्कार 1 मुणाल कांती मोंदल



कोलकाता केन्द्र पर हिंदी सप्ताह

- राजेन्द्र प्रसाद शर्मा, निलोय मुखर्जी व द्वितीय पुरस्कार 2. उमामा नसरीन हक
- 3. ओमश्री मजूमदार, जैनब इमाम – तृतीय पुरस्कार दिबयेंदू पात्र, कौशिक नाथ, तनमय रॉय, व देबाशीश नस्कर

(घ) कविता पाठ प्रतियोगिता के पुरस्कार विजेता

- प्रथम पुरस्कार 1. अतुल कुमार
- द्वितीय पुरस्कार 2. रामकृष्ण दास
- तृतीय पुरस्कार 3. उपासना आचार्य



कोलकाता केन्द्र पर हिन्दी सप्ताह के दौरान आयोजित प्रतियोगिताओं के विजेता पुरस्कार प्राप्त करते हुए







INDEPENDENT AUDITOR'S REPORT

To,

The Members Board of Management **Indian Institute of Foreign Trade** (A Society Registered under the Societies Registration Act, 1860) Deemed to be 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, 2018, 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, 2018.
- (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, of 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 31-3-2018 and depreciation for the year 2017-18 of the Institute.

Further, we draw your attention to Note IX of Notes to Accounts (Schedule 17) which relate to non-implementation of new fixed assets policy as approved by the Board of Management for the financial year 2017-18.

Furthermore, we draw attention to Note X of Notes to Accounts (Schedule 17) which relate to certain non-reconciled accounts, confirmations relating to Income, current assets, loans and advances, current liabilities and debit and credit balances on which need reconciliation and confirmation.

We further report that:

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:

- (a) 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;
- (b) The Balance Sheet, Income & Expenditure Statement and Receipts and Payments Account dealt with by this report are in agreement with the books of account.

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

708 Surya Kiran 19 Kasturba Gandhi Marg New Delhi-110001 Dated: 26 September 2018

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INDIAN INSTITUTE OF FOREIGN TRADE

BALANCE SHEET AS AT 31 MARCH 2018

Particulars Schedule 31-03-2018 31-03-2017 **CORPUS / CAPITAL FUND AND LIABILITIES** Corpus, Capital & Other Funds 1 3,94,60,07,522 3,41,34,60,447 Earmarked / Endowment Funds 2 3,10,78,940 4,91,06,145 **Current Liabilities and Provisions** 3 26,91,91,878 22,04,98,929 TOTAL 4,24,62,78,340 3,68,30,65,521 ASSETS **Fixed Assets** 4 86,00,07,556 86,83,75,499 Investments in Earmarked Funds 5 3,10,78,940 4,91,06,145 Investments in Others 6 2,25,63,12,326 1,91,48,99,512 Current Assets, Loans, Advances, etc. 7 90,10,17,118 58,80,86,026 Interest Accrued on Investments 7A 19,78,62,400 26,25,98,339 TOTAL 4,24,62,78,340 3,68,30,65,521 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: 26 September 2018 For & on behalf of Indian Institute of Foreign Trade

sd/- sd/PROF. MANOJ PANT Director Registrar



INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON 31 MARCH 2018

			(Amount : ₹)
Particulars	Schedule	31-03-2018	31-03-2017
A. INCOME			
Income from Services	8	80,85,87,827	69,56,92,842
Grants (Revenue grant utilized during the year)	9	-	-
Grant – Centre for WTO Studies	9A	25,90,56,024	6,00,00,000
Income from CWS	9B	49,30,572	32,97,573
Fees / Subscriptions	10	34,863	32,373
Income from Royalty, Publications, etc.	11	2,68,966	2,29,933
Interest Earned	12	19,02,39,462	21,22,27,089
Other Income	13	1,08,91,601	3,08,07,704
Prior Period Income	13A	6,98,082	-
TOTAL (A)		1,27,47,07,397	1,00,22,87,514
B. EXPENDITURE			
Establishment Expenses	14	31,58,36,660	22,16,09,855
Other Administrative Expenses, etc.	15	25,42,58,471	21,25,31,991
Depreciation – (Corresponding to Schedule 4)	4	2,53,97,895	1,20,14,319
Prior-Period Items (Net)	15A	87,77,856	2,02,93,427
Expenses for Centre for WTO Studies	15B	14,05,73,568	10,44,50,686
TOTAL (B)		74,48,44,450	57,09,00,278
Balance being excess of Income over Expenditure (A–B)		52,98,62,947	43,13,87,236

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: 26 September 2018 For & on behalf of Indian Institute of Foreign Trade

sd/-PROF. MANOJ PANT Director

sd/-Dr. P. K. GUPTA Registrar

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RECEIPTS AND PAYMENTS ACCOUNT FOR THE YEAR ENDED ON 31 MARCH 2018

31-03-2018 31-03-2017 31-03-2018 Receipts 31-03-2017 Payments I. Opening Balances I. Expenses 26,21,66,554 (a) Cash and Stamps in Hand 321 288 (a) Establishment Expenses 1,35,71,638 (b) Bank Deposits (b) Administrative Expenses 43,32,62,320 52,87,66,210 1,04,19,990 11,76,54,041 (i) Current Account (ii) Deposit Account (STD) 35,83,61,412 49,01,98,136 II. Investments and (iii) Saving Bank 1,53,82,701 2,15,65,707 **Deposits made** Out of own Funds (a) (Investments - Others) II. Grants Received 84,34,25,000 59,08,75,000 (a) From Government of India 6,00,00,000 14,27,00,000 III. Income on Investments from **III. Expenditure on** (a) Earmarked/Endowment Fixed Assets & Capital 8,46,58,598 Funds Work-in-Progress **IV. Interest Received** (a) Purchase of Fixed Assets 73,37,935 36,39,148 (a) On Bank Deposits 10,19,44,081 10,34,67,963 (b) Loans, Advances, etc. 13,44,615 30,197 **IV. Other Payments** 10,12,85,060 30,66,14,553 V. Other Income (a) Market Survey / Seminar 95,91,50,882 76,03,72,428 V. Closing Balances Fee, Training Fee / Property (a) Cash & Stamps in Hand 321 2,537 Income (b) Bank Balances (i) Current Account 12,24,06,619 1,04,09,990 **VI. Other Receipts** (ii) Deposit Account (STD) 51,05,62,465 48,82,94,220 (a) Maturity of FD 51,83,43,639 26,99,46,175 2,01,51,176 (iii) Saving Bank 1,53,92,701 (b) Miscellaneous 13,43,28,846 10,82,93,427 **VII. Sale of Fixed Assets** TOTAL 2,30,05,99,666 1,95,75,63,781 TOTAL 2,30,05,99,666 1,95,75,63,781

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: 26 September 2018 For & on behalf of Indian Institute of Foreign Trade

sd/- sd/-PROF. MANOJ PANT Dr. P. K. GUPTA Director Registrar



SCHEDULES FORMING PART OF THE BALANCE SHEET AS AT 31 MARCH 2018

SCHEDULE 1: CAPITAL, CORPUS FUND & OTHER FUNDS

Particulars 31-03-2018 31-03-2017 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 26,28,00,000 Leasehold Land at Kolkata 1 1 Capital Grant for Construction of Kolkata Campus 60,86,93,065 60,86,93,065 Add: Additions during the year Add: Adjustments 60,86,93,065 60,86,93,065 1,88,00,000 Capital Grant for setting up MSME Shimla 1,88,00,000 Add: Additions during the year 1,88,00,000 1,88,00,000 Grant for setting up of IAIFT (Uganda) 42,50,000 42,50,000 Balance of other grants as at beginning of the year 21,30,14,656 21,16,98,218 Less: Transferred to Gratuity Reserve Fund /Leave **Encashment Reserve Fund** 2,16,54,978 (13, 16, 438)Balance of other grants as at the end of the year 19,13,59,678 21,30,14,656 **Donated Asset Fund** Donated Assets Opening Balance 17 Add: Transferred to Donated Assets Fund 10,998 10,998 17 Less: Depreciation **Permanent Membership** Permanent Membership Opening Balance 1,22,70,398 1,22,70,398 Add: Interest (less adjustments) 1,22,70,398 1,22,70,398 -**B. CORPUS FUND** Balance as at the beginning of the year 2,02,75,89,002 1,59,62,01,766 Add: Balance of net income transferred from Income & Expenditure Account 52,98,62,949 43,13,87,236 Add: Trfd. to Corpus Fund - Prior Period Adjustment 42,16,481 2,02,75,89,002 Less/Add: Transferred to Pension Corpus 2,56,16,68,432 2,02,75,89,002 **C. Gratuity Reserve Fund** 7,48,89,768 5,18,93,524 **D. Leave Encashment Reserve Fund** 1,81,07,887 1,94,49,153 **E.** Pension Corpus 37,69,227 53,12,580 TOTAL 3,94,60,07,522 3,41,34,60,447

SCHEDULE 1A : INTERUNIT BALANCE

Particulars	31-03-2018	31-03-2017
Interunit Payable	7,48,90,395	2,11,83,663
Interunit Receivable	(7,48,90,395)	(2,11,83,663)
TOTAL	-	-

(Amount : ₹)

SCHEDULES FORMING PART OF THE BALANCE SHEET **AS AT 31 MARCH 2018**

SCHEDULE 2 – EARMARKED / ENDOWMENT FUNDS	ED / ENDOWMEN	IT FUNDS						(Amount : ₹)
Funds	(a) Opening Balance of	(b) Additions to the funds during 2017-18	the funds 7-18	Total (a+b)	(c) Utilisation/ Expenditure	Prior Period	Net Balance at end of	Previous Year
	the Funds (as at 01-04-2017)	(i) Income from investments made on account of funds	(ii) Other additions		towards objectives of funds Revenue Expenditure	Aajust- ments (d)	une year (a+b+c+d)	
Endowment for Awards								
AK Sengupta Award	14,722	635	Ι	15,357	Ι	(5,465)	9,892	14,722
BM Ghai Award	52,780	2,278	Ι	55,058	Ι	(19,593)	35,465	52,780
Dun & Brad Street Award	4,874	210	Ι	5,084	Ι	(1,810)	3,274	4,874
Rangaswamy Award	17,444	753	Ι	18,197	Ι	(6,475)	11,722	17,444
Srinivas lyenger Award	26,949	1,163	I	28,112	I	(13,003)	15,109	26,949
Endowment for Chairs								
APEDA Chair	82,21,584	3,54,821	I	85,76,405	Ι	(30,51,842)	55,24,563	82,21,584
EDI Chair VSNL	1,39,49,773	6,02,033	Ι	1,45,51,806	Ι	(51,78,139)	93,73,667	1,39,49,773
EDI Chair Balmer-Lawrie	30,83,899	1,33,092	I	32,16,991	I	(11,44,740)	20,72,251	30,83,899
STC Chair	1,06,47,771	4,59,528	I	1,11,07,299	9,00,000	(39,52,440)	62,54,859	1,06,47,771
Scholarship Funds								
Scholarship Receipt A/c	15,63,762	67,488	I	16,31,250	I	(5,80,468)	10,50,782	15,63,762

89,430

60,092

(33,198)

93,290

3,860

89,430

Sumitra Chishti Award

I T

I I 4,91,06,145

3,10,78,940

19,50,000 (1,81,98,715)

5,12,27,655 16,36,340

> I I

> > 4,91,06,145

TOTAL FY 2017-18

98,66,153 15,67,004

55,87,697 10,79,567

(36,54,769) (5,56,773)

10,50,000

1,02,92,466

I

4,26,313

98,66,153 15,67,004

MMTC Corpus PEC Corpus

Other Funds

69,336 21,21,510

INDIAN INSTITUTE OF FOREIGN TRADE



SCHEDULES FORMING PART OF THE BALANCE SHEET AS AT 31 MARCH 2018

SCHEDULE 3 : CURRENT LIABILITIES AND PROVISIONS

Particulars	31-0	3-2018	31-0	3-2017
A. CURRENT LIABILITIES				
1. Sundry Creditors		12,51,413		73,18,67
2. Payable to Employees		1,82,13,173		1,24,32,42
3. Advances Received		1,41,697		1,13,29
3A. Advances Received from Students		15,74,502		15,84,50
4. Security Deposit / Retention Money		3,87,14,478		3,74,64,70
5. Stale Cheques				
(a) Outstanding for a Period Above 12 Months	2,71,377		-	
(b) Outstanding for a Period Below 12 Months	-	2,71,377	-	
6. Funds				
(a) IIFT Alumni Fund	1,09,33,734		57,78,769	
(b) IMF Fund (Receivable)	(68,76,311)	40,57,423	(25,70,281)	32,08,48
7. Other Current Liabilities				
(a) Other Current Liabilities	6,85,24,137		4,27,49,058	
(b) Grant Brought Forward	33,18,565		33,18,565	
(c) Scholarships	40,30,470		39,99,220	
(d) Statutory Dues	38,43,496	7,97,16,668	40,98,848	5,41,65,69
TOTAL (A)		14,39,40,731		11,62,87,77
3. PROVISIONS				
1. Gratuity		7,48,89,768		5,18,93,52
2. Accumulated Leave Encashment		1,81,07,887		1,94,49,15
3. Bonus		5,11,192		3,73,03
4. Other Provisions		3,17,42,300		3,24,95,44
TOTAL (B)		12,52,51,147		10,42,11,15
TOTAL (A+B)		26,91,91,878		22,04,98,92

SCHEDULES FORMING PART OF THE BALANCE SHEET AS AT 31 MARCH 2018

SCHEDULE 4: FIXED ASSETS

			GROSS	BLOCK	
Particulars	Rate of Depreciation	As on 01.04.2017	Additions	Adjustments	As on 31.03.2018
А.					
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	1.58%	15,30,21,238	23,09,923	-	15,53,31,161
3. Furniture & Fixtures					
Electrical Equipment, Tape Recorders &					
Accessories, Audio-Visual Equipment	9.50%	10,03,73,664	40,07,116	-	10,43,80,780
4. Vehicles	9.50%	13,47,718	_	-	13,47,718
 Office Equipment, Typewriters Duplicators, Air-Transformers & Water Coolers 	9.50%	3,33,27,832	12,02,400	_	3,45,30,232
6. Computer Hardware	25.00%	12,09,50,144	30,95,235	_	12,40,45,379
7. Books	33.33%	2,97,71,838	22,17,194	_	3,19,89,032
8. Capital Work-in-Progress	33.3370	35,93,08,114	-	_	35,93,08,114
9. Kitchen Equipments (Kolkata)			_	_	
10. Wings of Wisdom		_	_	_	_
TOTAL (A)		1,09,86,72,836	1,28,31,868	_	1,11,15,04,704
В.					
Other Fixed Assets					
(a) Assets SIDA					
(i) Photo Copiers, Books / Trade Directory, Printing Machine / Lettering Machine &					
Typewriters	9.50%	5,68,982	-	-	5,68,982
(ii)Audio-Visual Equipment and					
Micro Fiche Reader	9.50%	8,97,520	-	-	8,97,520
(b) Donated Assets Fund					
(I) Computers	25.00%	21,36,508	-	-	21,36,508
(ii)Fountain & Saraswati Idol	9.50%	77,000	-	-	77,000
TOTAL (B)		36,80,010	-	-	36,80,010
GRAND TOTAL (A+B)		1,10,23,52,846	1,28,31,868	-	1,11,51,84,714



		Amount : <)				
		DEPRECIATION			NET E	BLOCK
Up to 31.03.2017	Deductions	For the year	Adjustments	Up to 31.03.2018	As on 31.03.2018	As on 01.04.2017
-	-	_	-	-	1,85,58,090	2,77,38,561
-	_	_	-	-	28,20,14,192	27,28,33,725
-	-	-	-	-	3	1
8,62,35,822	-	19,84,511	(53,79,633)	9,35,99,966	6,17,31,195	6,67,85,417
5,84,48,581	-	1,19,30,083	(22,42,707)	7,26,21,371	3,17,59,409	4,19,25,083
4,26,536	-	1,25,165	(80,840)	6,32,541	7,15,177	9,21,183
1,69,36,059	-	51,85,290	16,33,082	2,04,88,267	1,40,41,965	1,63,91,773
11 74 10 070		42.44.026	10 10 001	44.07.50.054	42.05.420	
11,74,18,379	-	42,44,836	19,12,964	11,97,50,251	42,95,128	35,31,765
2,89,50,897	_	17,13,747	16,17,355	2,90,47,289	29,41,743	4,49,940
	_	 71,777	8,29,34,199 7,08,324	(8,29,34,199) (6,36,548)	44,22,42,313 6,36,548	35,96,79,115
_	_	1,42,486	12,14,279	(0,50,548) (10,71,793)	10,71,793	_
30,84,16,274	_	2,53,97,895	<i>8,23,17,023</i>	25,14,97,145	86,00,07,556	79,02,56,563
30,04,10,274		2,33,57,633	0,23,17,023	23,14,37,143	00,00,07,000	75,02,50,503
5,68,982	-	-	-	5,68,982	-	-
8,97,520	-	-	-	8,97,520	-	-
21,36,508	-	-	-	21,36,508	-	-
76,983	_	_	-	76,983	-	17
36,79,993	-	_	-	36,79,993	-	17
31,20,96,267	-	2,53,97,895	8,23,17,023	25,51,77,138	86,00,07,556	79,02,56,580

SCHEDULES FORMING PART OF THE BALANCE SHEET AS AT 31 MARCH 2018

SCHEDULE 5 : INVESTMENTS IN EARMARKED / ENDOWMENT FUNDS

(Amount : ₹)

(Amount : ₹)

Particulars	31-03-2018	31-03-2017
A. Earmarked / Endowment Funds	3,10,78,940	4,91,06,145
TOTAL	3,10,78,940	4,91,06,145

SCHEDULE 6 : INVESTMENTS – OTHERS

	1	
Pariculars	31-03-2018	31-03-2017
A. Corpus		
(a) in Fixed Deposits - Corpus	1,41,79,33,887	1,32,51,61,691
(b) in RIP Accounts	-	18,17,61,297
B. Gratuity Reserve Fund	7,48,89,768	5,18,93,524
C. Leave Encashment Reserve Fund	1,81,07,887	1,94,49,153
D. Pension / Bonus Corpus	37,69,227	53,12,580
E. Income Tax Purposes	74,16,11,557	33,13,21,267
TOTAL	2,25,63,12,326	1,91,48,99,512

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

(Amount : ₹)

Particulars	31-03-2018	31-03-2017
1. On Long Term Investments	19,78,62,400	25,93,39,300
2. On Short Term Investments	-	32,59,039
TOTAL	19,78,62,400	26,25,98,339

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



SCHEDULES FORMING PART OF THE BALANCE SHEET AS AT 31 MARCH 2018

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

Particulars	31-03-	2018	31-03·	2017
A. CURRENT ASSETS				
1. Inventories:				
(a) Stock of Stationery / Computer Consumables, etc.		26,20,976		22,79,073
(At cost as certified by the Management)				
2. Sundry Debtors:				
(a) Debts outstanding for a period exceeding 6 months	2,23,40,610		1,83,92,524	
Less: Provision for doubtful debts	24,00,046		24,00,046	
	1,99,40,564		1,59,92,478	
(b) Debts outstanding for a period less than 6 months	1,23,12,931		1,19,26,471	
(c) Receivable from Students	21,26,500	3,43,79,995	7,26,500	2,86,45,449
3. Cash & Stamps in Hand (Incl. Cash Imprests)		1,81,974		55 <i>,</i> 486
4. Bank Balances:				
(a) With Scheduled Banks:				
- Current Account (Indian Bank)	31,76,829		11,95,082	
- Short Term Deposits (Sweep Account)	51,19,39,929		36,12,38,918	
- Other Bank Accounts	13,80,03,501	65,31,20,259	2,17,30,103	38,41,64,103
5. 6th Pay Commission Arrear		3,63,98,473		3,63,98,473
TOTAL (A)		72,67,01,677		45,15,42,584
B. LOANS, ADVANCES AND OTHER ASSETS				
1. Loans:				
(a) Staff (incl. staff advances)		1,66,98,164		1,11,00,249
Advances and other amounts recoverable in cash or in kind or for value to be received:				
(a) Prepayments	1,27,33,561		79,01,957	
(b) Others (incl. Earnest Money / Security Deposits)	10,32,91,785		7,42,83,832	
(c) Stale Cheques	-	11,60,25,346	(3,26,065)	8,18,59,724
3. Tax Deducted at Source		4,15,91,931	(/ · /······	4,35,83,469
TOTAL (B)		17,43,15,441		13,65,43,442
TOTAL (A+B)		90,10,17,118		58,80,86,026

SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON 31 MARCH 2018

SCHEDULE 8 : INCOME FROM SERVICES

Particulars	31-03-2018	31-03-2017
1. Income from Services		
(a) Maintenance Services (Equipment / Property)	20,21,208	73,85,300
(b) Training / Research Programmes	80,65,66,619	68,83,07,542
то	TAL 80,85,87,827	69,56,92,842

SCHEDULE 9 : GRANTS

Particulars	31-03-2018	31-03-2017
1. Capacity Building Programme for African Nationals B/F	33,18,565	33,18,565
Add: Received during the year	-	-
	33,18,565	33,18,565
Less: Expenditure on Programmes (B)	-	-
Carry Forward to next year (C)	33,18,565	33,18,565
2. Setting up of MSME Shimla Campus		
B/F from Previous year	-	-
Add: Received during the year	-	-
	-	-
Less: Adjustments	-	-
Less: Expenditure on Programmes (D)	-	-
Carry Forward to next year (E)	-	-
Income from Grants (D)	-	-
Total Carry Forward of Grants to Next Year (C)	33,18,565	33,18,565

SCHEDULE 9A : GRANTS FOR CENTRE FOR WTO STUDIES

Particulars		31-03-2018	31-03-2017
1. Grants received for Activities of the Centre		25,90,56,024	6,00,00,000
	TOTAL	25,90,56,024	6,00,00,000
SCHEDULE 9B : WTO CENTRE INCOME			(Amount : ₹)
Particulars		31-03-2018	31-03-2017
1. Income Received during the Year		49,30,572	32,97,573
2. WTO Manpower Services		-	-
	TOTAL	49,30,572	32,97,573
SCHEDULE 10 : SUBSCRIPTIONS			(Amount : ₹)
Particulars		31-03-2018	31-03-2017
1. Annual Subscriptions		34,863	32,373
	TOTAL	34,863	32,373

(Amount : ₹)

(Amount : ₹)

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(Amount : ₹)

INDIAN INSTITUTE OF FOREIGN TRADE

SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON 31 MARCH 2018

CHEDULE 11 : INCOME FROM PUBLICATIONS

Particulars	31-03-2018	31-03-2017
1. Income from Publications	2,68,966	2,29,933
TOTAL	2,68,966	2,29,933

SCHEDULE 12 : INTEREST EARNED

CHEDULE 12 : INTEREST EARNED (Amount		(Amount : ₹)
Particulars	31-03-2018	31-03-2017
1. On Term Deposits:		
(a) With Scheduled Banks	18,89,72,886	21,11,48,533
2. On Savings Bank A/c	12,09,591	10,65,782
3. On Loans:		
(a) Employees / Staff	56,985	12,774
TOTAL	19,02,39,462	21,22,27,089

SCHEDULE 13 : OTHER INCOMES

SCHEDULE 13 : OTHER INCOMES		(Amount : ₹)
Particulars	31-03-2018	31-03-2017
1. Miscellaneous Income	1,08,91,601	3,08,07,704
TOTAL	1,08,91,601	3,08,07,704

Note: 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.

CHEDULE 13A : PRIOR PERIOD ITEMS			(Amount : ₹)
Particulars		31-03-2018	31-03-2017
1. Programme Fee		6,98,082	-
2. Miscellaneous Incomes		-	-
3. Miscellaneous Prior Period Debits		-	_
	TOTAL	6,98,082	-

SCHEDULE 14 : ESTABLISHMENT EXPENSES

		(*****************
Particulars	31-03-2018	31-03-2017
1. Salaries, Allowances and Wages	24,49,47,735	18,39,59,982
2. Contribution to Provident Fund	44,95,149	73,93,049
3. Staff Welfare Expenses	97,73,253	67,34,580
4. Expenses on Employees' Retirement and Terminal Benefits	2,64,60,564	76,94,984
5. Others (Wages to Contractual Employees & Others)	2,57,15,440	1,57,28,033
6. Salary Arrears	44,44,519	99,227
TOTAL	31,58,36,660	22,16,09,855

)8	,07,704	

SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON 31 MARCH 2018

SCHEDULE 15 : OTHER ADMINISTRATIVE EXPENSES, ETC.

Particulars	31-03-2018	31-03-2017
1. Advertisement and Publicity	14,57,633	3,38,806
2. Auditors Remuneration	4,00,811	97,453
3. Bank and Insurance Charges	3,03,111	1,33,678
4. Computer & Networking Expenses	97,93,059	96,69,153
5. Electricity and Power	3,31,94,930	3,14,31,716
6. Expenses on Security & Housekeeping	2,78,64,003	2,10,07,906
7. Expenses on Seminars / Workshops / Programmes	12,18,43,798	9,76,44,576
8. Losses / (Gains) for Forex	1,55,912	96,757
9. Guest House General & Maintenance Expenses	6,910	1,32,855
10. Legal / Consultancy Fee	5,29,483	2,42,296
11. Library Expenses	2,20,31,222	2,10,27,409
12. Postage, Telephone and Communication Expenses	5,46,932	4,99,122
13. Printing and Stationery	24,73,001	21,56,532
14. Rent, Rates and Taxes	85,86,128	27,53,065
15. Repairs and Maintenance	1,47,69,907	1,05,11,852
16. Subscription Expenses (Publication Expenses)	88,059	69,862
17. Travelling and Conveyance Expenses	11,38,957	11,71,481
18. Vehicle Running and Maintenance	9,34,271	10,44,723
19. Miscellaneous Expenses / Charges	43,511	(1,29,483)
20. Other Admin Expenses	80,96,833	1,26,32,232
TOTAL	25,42,58,471	21,25,31,991

SCHEDULE 15A : PRIOR PERIOD ITEMS (NET)

Particulars	31-03-2018	31-03-2017
1. Salary and Staff Welfare Expenses	-	-
2. Programme Expenses	-	-
3. Repairs & Maintenance	-	-
4. Rent, Rates and Taxes	-	-
5. Printing & Stationery Expenses	-	-
6. Postage & Telegram Expenses	-	-
7. Legal and Consultancy Charges	1,58,870	-
8. Miscellaneous Prior Period Credits	77,66,796	(3,19,91,913)
9. Miscellaneous Prior Period Debits	-	5,22,85,340
10. Publication / Subscriptions	-	-
11. Accrued Interest	-	-
12. Miscellaneous Expenses	8,52,190	-
13. Programme Fee	-	-
14. Miscellaneous Incomes	-	-
15. Prior Period Expenditure	-	_
TOTAL	87,77,856	2,02,93,427



SCHEDULES FORMING PART OF THE INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED ON 31 MARCH 2018

SCHEDULE 15B : EXPENSES FOR CENTRE FOR WTO STUDIES

EDULE 15B : EXPENSES FOR CENTRE FOR WTO STUDIES		(Amount : ₹)
Particulars	31-03-2018	31-03-2017
1. Salaries & Wages	3,43,47,248	2,45,03,583
2. General Expenses	1,06,95,381	1,50,59,061
3. Subscription Expenses	-	-
4. Seminars / Workshops / Conferences, etc.	4,75,66,549	3,86,08,614
5. Lease Rent	3,22,52,160	1,30,24,000
6. Wages to Contractual Employees	1,40,97,537	1,18,32,852
7. Maintenance of India Trade Portal (WTO)	-	-
8. Prior Period Expenses (WTO)	41,774	8,41,129
9. Other WTO Expenses	15,72,919	5,81,447
TOTAL	14,05,73,568	10,44,50,686

INDIAN INSTITUTE OF FOREIGN TRADE SCHEDULES FORMING PART OF THE BALANCE SHEET AS AT 31 MARCH 2018

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 @ 1.58% on Straight Line written-down value method.
- b. Depreciation on other assets in 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.	9.50%
(ii)	Typewriters, Duplicators, Air-conditioners	9.50%
(iii)	Motor Cars, Scooters, & Cycles	9.50%
(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 31 MARCH 2018

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 ₹2,29,96,244/- (Accumulating to ₹7,48,89,768/-, previous year ₹5,18,93,524/-) has been provided during the year.
- III. Provision for Accumulated Leave Encashment benefits to the employees to the extent of ₹13,41,266/-(Accumulating to ₹1,81,07,887/-, previous year ₹1,94,49,153/-) has been written down during the year.
- 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 ₹5,11,192/- has been made for bonus for the year 2017-18.
- VI. Provision for doubtful debt amounting to ₹24,00,046/- 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 31-3-2018 which are: Gross Block of Fixed Assets amounting to ₹111.51 crore, Accumulated Depreciation amounting to ₹25.51 crore, Net Block of Assets amounting to ₹86 crore and depreciation for the financial year 2017-18 is amounting to ₹2.53 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 ₹2,53,97,895/- during the year on own assets. Schedule-4 to Balance Sheet, includes depreciation of ₹43,65,090/- charged on assets of Centre for WTO Studies which has been accounted for in the expenditure of the Centre under Schedule-15B and balance of ₹2,10,32,805 /- has been accounted for as expenditure of the Institute in the Income & Expenditure Statement.
- IX. The New fixed asset policy of the Institute was approved by BOM in its meeting held on 12 September 2017. The assets purchased during the FY 2017-18 (for IIFT Delhi centre) has been recorded as per such approved policy, whereas no such effect has been given for the assets purchased at IIFT Kolkata. The effect of the new policy is not given on the assets held as at 1 April 2017. On such assets, the depreciation calculations will be reworked in consonance with new fixed assets policy in FY 2018-19.
- X. There are certain balances under Current Assets, Loans & Advances and Current Liabilities are subject to confirmation and subsequent reconciliation, if any. The main Balances are as under:
 - a) Certain debit balances of receivables amounting ₹99,50,004.09/- (pertaining to previous years, even before 2003-04), advances to staff and parties amounting ₹4,87,94,377/- (some of which are pertaining to previous years, even before 2010-11), unidentified debits amounting to ₹60,076/- (pertaining to previous year 2010-11), 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), creditors amounting ₹6,29,650/- (pertaining to previous years, upto 2009-10), Provision for doubtful debts amounting ₹24,00,046/- (pertaining to previous years).
- XI. The relevant documents for recognition of CPF by income tax are not readily available. However, efforts are being made to prepare fresh documents with the help of panel advocate of 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.

		(₹lakh)
Particulars	2017-18	2016-17
Income	2431.62	2029.77
Expenditure (before Depreciation)	1250.17	925.16
Depreciation (Proportionate)	9.92	8.49
Total Expenditure	1260.09	933.65
Surplus	1171.53	1096.12
	Income Expenditure (before Depreciation) Depreciation (Proportionate) Total Expenditure	Income2431.62Expenditure (before Depreciation)1250.17Depreciation (Proportionate)9.92Total Expenditure1260.09

XIV. The Financials results include Income & Expenditure of Kolkata Centre of the Institute for 2017-18 as below:

- XV. Arrears of salary as per recommendation 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 arrear 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 ₹53,12,580/- and Pension payment of ₹31,62,289/- have been released during the year. As on 31.03.2018, the corpus stands at ₹37,69,227/-.
- 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: 26 September 2018

For & on behalf of Indian Institute of Foriegn Trade

sd/- so **Prof. Manoj Pant D** Director R

sd/-**Dr. P. 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, Cost Management Strategies, Corporate Financial Strategies, Bond and Equity Markets, Corporate Forex Strategies, IFRS.
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, RTAs & Related Issues, Global Business Environment, India in World Economy and Trade Policy related Issues.
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.
Shanker, Dr. Ravi	M.Sc., M.B.A., Ph.D.	Marketing of Services, Marketing Management and Strategy, Distribution Management, Managerial Communication.
Professors/Consultants	at the Level of 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.
Bhattacharyya, Dr. Ranajoy	M.Sc. (Eco), M.Phil. (Eco), Ph.D. (Eco)	International Economics, Environment Economics.



Name	Qualification	Specialisation
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, Big Data Analytics.
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, Data Mining (including Privacy Preserving Data Mining), Fractals and Scaling in Complex Systems.
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.
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.
Mehtani, Dr. Rohit	B.S. (Hindu College, Delhi University), M.B.A. Industrial Management (NPC), M.S. (BITS Pilani), M.B.A. Technology Management (Deakin University/Australia), PGP International Business (IIM Calcutta), PGP International Trade (IIFT Delhi), M.A. Public Administration & M.A. Global Political Economy (University of Hull, England/British Chevening Scholar), Ph.D. International Studies (ATWS)	International Political Economy & Economic Diplomacy, International Business Negotiations, International Business Strategy & Corporate Diplomacy, International Business Operations.
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. Post Doctoral (Germany)	Business Statistics, Quantitative Techniques, Business Research, Marketing Research, Econometric Modeling and Forecasting.

Name	Qualification	Specialisation
Seth, Dr. Nitin	B.E. (Mechanical), M.Tech (Production IIT Delhi), M.E. (Industrial Engg. & Management), Ph.D. (IIT Delhi), Post Doctoral (Germany)	Operations Management, Service Operations, Supply Chain Management, Total Quality Management, Project Management.
Singh, Dr. Ram	M.B.A., PGDIBO, Ph.D. MGG (Germany)	International Trade Operations and Logistics.
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), MGG (Germany), Ph.D. (Jamia Millia Islamia University)	Marketing, Information System & Project Management, Research Methods, Decision Modeling.
Associate Professors/Co	onsultants at the Level of A	ssociate Professor
Chakraborty, Dr. Debashis	M.A. (Economics), M.Phil. (Economics), Ph.D.	International Trade, World Trade Organization and Indiar Agriculture, Environmental Sustainability.
Chatnani, Dr. Niti Nandini	B.Sc., M.B.A., Ph.D.	Finance: Financial Management, Security Analysis and Portfolio Management, Commodity Trading and Price Risl Management.
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.
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.
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.



Name	Qualification	Specialisation
Sahu, Dr. Basanta K.	B.A. (Economics Hons.) M.A. (Economics), M.Phil. (Economics), Ph.D. (Economics)	 A. <i>Teaching:</i> India and World Economy, Macro- economics, International Economics, Public Policy, Microfinance, Development Economics, Foreign Tade Policy. B. <i>Research:</i> Household Economics, Development Policy, Agriculture Economics, Drought Policy & Food Insecurity, Non-farm Sector, Microfinance, Trade & Development, Gender Issues, Skill & Employment.
Seal, Dr. Jayanta Kumar	CMA, M.Phil., Ph.D.	Corporate Finance, Derivatives and Risk Management, International Finance, Security Analysis and Portfolio Management, Financial and Management Accounting.
Sharma, Dr. R.P.	M.A. (Geography), M.B.A., Ph.D.	Marketing Management, Marketing of Services, Sales Management.
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.
Sinha, Dr. Deepankar	M.Sc. (Physics-Electronics), NIT, Rourkela; Diploma in Computer Sciences, ACL; Diploma in Operations Research (ORSI); M.B.A. (Finance), IGNOU; Ph.D. (Industrial & Systems Engineering) IIT, Kharagpur	International Logistics and Operations Management, MIS, BPR and Lean Implementation in Ports and Shipping, International Contract Management, Road Logistics Regulatory Matters, Railway Logistics
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, Operations Management, 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

Chand, Dr. Arya K. Srustidhar M.A. (Eco.), Ph.D. (Eco.)

Name	Qualification	Specialisation
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.
Chawla, Dr. Ginni	M.B.A. (Human Resource Management), Ph.D., UGC-NET & JRF	Industrial Relations, Talent Management, Innovative HR Practices.
Ghosh, Dr. Papiya	M.A. (Eco), Ph.D., NET	Economics of Networks, Law and Economics, Social Choice Theory, Applied Microeconomics
Ghosh, Dr. Triptendu Prakash	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. Ashish	M.B.A. (Marketing) Ph.D., UGC-NET	Marketing Management, Consumer Behaviour, Advertising and Brand Management, Digital and Social Media Marketing.
Gupta, Dr. Himani	M.Sc. (Statistics), M.Phil. (Statistics), Ph.D. (IIT Roorkee) FDP (IIM-A)	Statistics, Estimation Theory, Operations Research, Business Research Methods, Climate Change and Environment Sustainability Issues.
Kesharwani, Dr. Ankit	M.B.A. (Marketing), Ph.D., UGC-NET	Digital Marketing, Customer Relationship Management, Marketing Research, Marketing Management.
Maheshwari, Dr. Prateek	M.B.A. (Marketing) Ph.D., UGC-NET Graduated in Mechanical Engineering	Marketing Management, Advertising and Promotion Management, Rural Marketing, Fundamentals of Management.
Nayyar, Dr. Reena	Bachelor of Commerce Master of Commerce Ph.D.	Financial & Management Accounting.
Rana, Dr. Arunima	B.B.A. M.B.A. (Marketing) Ph.D. (Marketing Management)	Marketing Management.
Siddiqui, Dr. Areej Aftab	MIB, NET/JRF, Certificate in Strategic Sourcing, Ph.D.	Trade Operations and Global Sourcing.
Singh, Parul	B.Tech. (Computer Sc.), M.B.A. (HR, Marketing), NET & JRF (UGC)	Information Technology and Marketing.
Symss, Dr. Jacqueline	M.Com., Ph.D., UGC-JRF	Financial and Managerial Accounting, Investment Banking, Management of Financial Services.
Tak, Dr. Preeti	M.B.A. (Marketing) Ph.D., UGC-NET	Marketing Management, Marketing of Services, Consumer Behaviour, Sales and Distribution Management.
Tuteja, Dr. Divya	B.A. (H) Economics M.A. (Economics) Ph.D. (Economics) UGC NET	Macroeconomics, Financial Markets, Monetary Theory, Econometrics and Forecasting, Development Economics.



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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, Operations Management, Research Methodo- logy, Supply Chain Management.
Centre for WTO Stu	dies	
Professor & Head		
Das, Abhijit	M.Sc. (Physics)	Anti-Dumping, Subsidies, Safeguards, WTO Disputes, Agriculture,NAMA.
Professor		
Bhatnagar, Mukesh	B.Com. (Hons.), M.B.A.	Anti-Dumping, Subsidies, Safeguards, WTO Disputes, Multilateral Negotiations.
Kallummal, Dr. Murali	M.A. (Industrial Eco), M.Phil (Industrial Eco), Ph.D. (Economics)	Trade and Environment, Investment and Trade, WTO Negotiations on 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).
Raina, Chandni	M.A. (Economics), M.A. (Public Policy & Sustainable Development)	Intellectual Property Rights.
Associate 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, Non-Tariff Barriers to Trade, Other Legal Aspects Relating to WTO, Investment.
Sharma, Dr. Sachin Kumar	Ph.D. (Economics)	Trade and Development, Agriculture and WTO.

Centre for Research on International Trade

Professor & Head		
Das, Dr. Ram Upendra	M.A. (Economics) M.Phil. (Economics) Ph.D. (Economics)	International Trade and Development.
Rao, Liteshwar	M.B.A. (International Business) Cost Accountancy	Trade in Services, Trade Operations, Trade Finance, Current and Commodity Derivatives, Customs & Indirect Taxation.
Singh, Swati	B.A. (Economics) M.A. (Economics)	International Economics, Regional Integration, Intra Industry Trade and Non-tariff Measures.
Centre for Trade & Investment Law		

Professor & Head

Nedumpara, Dr. James J.

LL.B (MGU), LL.M (Cambridge), LL.M (NYU), LL.M (NUS), Ph.D. (NLS, B'Lore) Public International Law, Investment Law, Trade Remedies, SPS/TBT, WTO Disputes.

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Guest Faculty

Name	Designation	Organization
Ajay Kumar Shastri	Yoga Instructor	JNU
Amardeep Singh		Lex Bolster Global LLP
Ambika Prasad Dash	Ex-GM	NTPC Ltd.
Anil Anand Pathak	Associate Professor	MDI
Anil Dhingra	Ex-Professor Spanish	JNU
Anil Misra	Associate Professor	MDI
Anurag Mishra	Marketing Director &	SMILE Foundation
	Resources Director	
Arindam Das	Associate Professor	ASC
Dayanand Sansanwal	Former Head and Dean	DAVV, Indore
Deepak Pandit	Co-Founder	iSEED
Dinesh Chandra Singhal	Consultant/ Ex- AGM	Tata Steel
Faraz Ahmed	Spanish Teacher	Instituto Hispania
Geethanjali Nataraj	Professor	Indian Institute of Public
Consister M. H. J.	Acat Des G	Administration (IIPA)
Gunjan Malhotra Jitendra Mahakud	Asst. Professor Associate Professor	
Jones Mathew	Professor	IIT Kharagpur Great Lakes Institute of
Jones Matnew	Professor	
Jyotsna Bhatnagar	Professor	Management MDI
Kanwal Kapil	Associate Professor	MDI
Karan Kumar Pahuja	Former Executive Director	Steel Authority of India Ltd. (SAIL)
Karan Kumur Fanaja	(Logistics and Infrastructure)	Steer nationaly of maid Ltd. (Smill)
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Madhumita Kothari	Advocate	Supreme Court
Mihir Tewari	CEO	Millenia Foods
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Naresh Kumar Gupta	Associate Professor	University of Delhi
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Neera Jain	Associate Professor	MDI
Neeta Tripathi	French Language Expert	-
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Puneeta Mathur	Independent Consultant	-
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Rajiv Srivastava	Professor	IMI
Raju Ahluwalia	Ex. GM-HR	Wipro Ltd.
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- 44 Coffee Board, Bengaluru
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- 49 Carpet Export Promotion Council, New Delhi
- 50 Crescent Engineering College, Chennai
- 51 Directorate of Industries Govt. of Himachal Pradesh, Shimla
- 52 Directorate of Industries Govt. of Madhya Pradesh, Bhopal
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- 54 Dr. Reddy's Laboratories Ltd., Hyderabad
- 55 Directorate of Export Promotion & Marketing, Govt. of Orissa, Bhubaneswar
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- 57 Dhanalakshmi Weaving Works, Cannanore (Kerala)
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- 64 Engineers India Limited, New Delhi
- 65 Excel Industries Limited, Mumbai
- 66 Export-Import Bank of India, New Delhi
- 67 Engineering Export Promotion Council, New Delhi
- 68 Ess Gee International, New Delhi
- 69 Eagle Flask Industries Pvt. Ltd., Mumbai
- 70 Escorts Limited, Faridabad
- 71 Federal Bank Limited, Alwaye
- 72 Ferns Exports, Mumbai
- 73 Food Corpn. of India, New Delhi
- 74 Federation of Indian Chambers of Commerce & Industry, New Delhi
- 75 Fertilizers & Chemicals (Travancore) Limited, Cochin
- 76 Ficom Organics Limited, Mumbai
- 77 Foam Mattings (India) Ltd., Alleppy
- 78 G.S.T. Corporation, New Delhi
- 79 Geep Industrial Syndicate Ltd., New Delhi
- 80 Greaves Cotton & Co. Ltd., Mumbai

- 81 Grindwell Norton Limited, Mumbai
- 82 Groundnut Extractions Export Development Association, Mumbai
- 83 Gujarat Alkalies & Chemicals Ltd., Baroda
- 84 Guru Nanak Mercantile Co., Jallandhar
- 85 Gujarat International Trade Promotion Council, Gandhi Nagar
- 86 Geekay Exim (I) Ltd., Mumbai
- 87 Gandhi Institute of Technology and Management (GITAM), Visakhapatnam
- 88 G. Premjee Limited, Bangkok
- 89 Gitanjali Exports Corp. Ltd., Mumbai
- 90 Gem & Jewellery EPC, Mumbai
- 91 Gitanjali Gems Ltd., Mumbai
- 92 Haryana State Small Industries & Export Corporation Limited, Chandigarh
- 93 H.M.T. (International) Ltd., Bangalore
- 94 Hero Cycles Pvt. Ltd., Ludhiana
- 95 H.P. State Small Industries & Export Corporation Ltd., Shimla
- 96 Hill Tiller & Company, Bengaluru
- 97 Heavy Engineering Corpn. Ltd., Ranchi
- 98 Hindustan Organic Chemicals Ltd., Mumbai
- 99 Hindustan Lever Limited, Mumbai

- 100 Hindustan Zinc Limited, Udaipur
- 101 Hyderabad Lamps Limited, Secunderabad
- 102 IRCON International Ltd., New Delhi
- 103 Indian Renewable Energy Dev. Agency Ltd., New Delhi
- 104 I.T.C. Limited, Kolkata
- 105 India Trade Promotion Organization, New Delhi
- 106 India-CIS Chamber of Commerce & Industry, New Delhi
- 107 Indian Institute of Export and Import Management, Mumbai
- 108 Indian Bank, Chennai
- 109 Indian Cotton Mills' Federation, New Delhi
- 110 Indian Overseas Bank, Chennai
- 111 Indian Railway Construction Co. Ltd., New Delhi
- 112 Indian Rare Earths Limited, Mumbai
- 113 Industrial Dev. Bank of India, Mumbai
- 114 India Sugar and General Industry Export-Import Corporation Ltd., New Delhi
- 115 Indian Institute of Export Management, Bengaluru
- 116 Imkemex India Limited, Mumbai
- 117 Jindal Strips Ltd., New Delhi
- 118 Jammu & Kashmir Bank Ltd., Srinagar
- 119 Jute Corporation of India Ltd., Kolkata
- 120 Kirloskar Oil Engines Ltd., Pune



- 121 Kerala State Export Trade Development Council, Trivandrum
- 122 Kissan Products Limited, Bengaluru
- 123 Kirloskar Pneumatic Co. Ltd., Pune
- 124 Kerala State Industrial Development Corpn., Trivandrum
- 125 Kerala State Civil Supplies Corporation Ltd., Kochi
- 126 Karnataka State Industrial Investment & Development Corpn. Ltd., Bengaluru
- 127 Khushi Ram Behari Lal Ltd., Delhi
- 128 Kudremukh Iron Ore Co. Ltd., Bengaluru
- 129 Lakshmi Machine Works Ltd., Coimbatore
- 130 Lotus International, Mumbai
- 131 L.G. Balakrishnan & Bros. Ltd., Coimbatore
- 132 Liberty Footwear Company, Karnal
- 133 Maruti Udyog Limited, New Delhi
- 134 Mahindra & Mahindra Limited, Mumbai
- 135 Mazagon Dock Ltd., Mumbai
- 136 Magnum International Trading Company Limited, New Delhi
- 137 Mysore Coffee Curing Works Ltd., Chikmagalur
- 138 Marine Products Export Dev. Authority, Kochi
- 139 MSTC Ltd., Kolkata
- 140 Metal Box Company of IndiaLtd., Chennai

- 141 Maharashtra State Textile Corpn. Ltd., Mumbai
- 142 MECON Ltd., New Delhi
- 143 Mica Manufacturing Co. Pvt. Ltd., Kolkata
- 144 MMTC Limited, New Delhi
- 145 MSSIDC Limited , Mumbai
- 146 Mohan Exports (India) Ltd., New Delhi
- 147 Maharashtra State Agricultural Marketing Board, Pune
- 148 Maxwell Exim Ltd., Pondicherry
- 149 MVR Industries Ltd., Pondicherry
- 150 Metrochem Industries Ltd., Ahmedabad
- 151 National Institute of Fashion Technology, New Delhi
- 152 Nagarjuna Signods Ltd., Hyderabad
- 153 Narula Udyog (I) Pvt. Ltd., New Delhi
- 154 National Institute of Agricultural Extension Management, Hyderabad
- 155 National Mineral Dev. Corpn. Ltd., Hyderabad
- 156 National Building Construction Corporation Ltd., New Delhi
- 157 National Textile Corpn. Ltd., Mumbai
- 158 National Small Industries Corpn. Ltd., New Delhi
- 159 National Agricultural Cooperative Marketing Federation of India Ltd., New Delhi
- 160 New Central Jute Mills Co. Ltd., Kolkata
- 161 Nav Bharat Corporation, Mumbai

- 162 National Bank for Agriculture & Rural Development, Mumbai
- 163 Ordnance Factory Board, Kolkata
- 164 Overseas Construction Council of India, New Delhi
- 165 Pan Foods Limited, Panipat
- 166 Powerloom Development & EPC, Mumbai
- 167 Paam Pharmaceuticals (Delhi) Ltd., Delhi
- 168 PSG Institute of Management, Coimbatore
- 169 PCI Ltd., New Delhi
- 170 Polyolefins Industries Ltd., Mumbai
- 171 Parekh Brothers, Mumbai
- 172 Punjab & Sind Bank, New Delhi
- 173 Projects & Equipment Corpn. of India Ltd., New Delhi
- 174 Punjab National Bank, New Delhi
- 175 Raanee Agency, Salem
- 176 Rubber Board, Kottayam
- 177 Rashtriya Ispat Nigam Ltd., Visakhapatnam
- 178 Reckitt & Colman of India Ltd., Kolkata
- 179 Rajasthan Small Industries Corpn. Ltd., Jaipur
- 180 Su-Raj Diamonds (I) Ltd., Mumbai
- 181 Satnam Overseas Limited, New Delhi
- 182 Shah Pneumatics, Mumbai
- 183 Sangli Bank Limited, Sangli
- 184 Shreeji Chemicals, Ahmedabad
- 185 Shapoorji Pallonji & Co. Pvt. Ltd., Mumbai

- 186 STC of India Ltd., New Delhi
- 187 Shriram Jute Mills Ltd., Kolkata
- 188 Steel Authority of India Ltd., Kolkata
- 189 SAIL International Ltd., New Delhi
- 190 Sanghavi Exports, Mumbai
- 191 Synthetic & Rayon Textiles Export Promotion Council, Mumbai
- 192 Spices Board, Cochin
- 193 Sports Goods Export Promotion Council, New Delhi
- 194 Seth Ghasiram Gopikishen Badruka Educational Society (Regd), Hyderabad

- 195 T. Abdul Wahid & Company, Chennai
- 196 Tata Exports Limited, Mumbai
- 197 Tata Industries Pvt. Ltd., Mumbai
- 198 Technofab Engg. Ltd., New Delhi
- 199 Texmaco Limited, Kolkata
- 200 Tea Board, Kolkata
- 201 Thermax Limited, Pune
- 202 Triveni Structurals Ltd., Allahabad
- 203 TNT India Ltd., New Delhi
- 204 U.B. Exports, Bengaluru
- 205 U.P. Cooperative Federation Ltd., Lucknow

- 206 U.P. Export Corporation Ltd., New Delhi
- 207 Usha Intercontinental (India), New Delhi
- 208 V.D. Swami & Company Ltd., Chennai
- 209 V.S. Dempo & Co. Ltd., Panaji
- 210 Vardhman Spinning & General Mills Limited, Ludhiana
- 211 Vasu Agarbathies, Mysore
- 212 Victor Tools Pvt. Ltd., Jallandhar
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