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INSTITUTE
OF FOREIGN
TRADE**

(Deemed to be University)



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The Year in Review

The global economy is reeling under a health crisis in the form of the pandemic COVID-19 which is expected to severely affect economic activity. Countries around the world have had to resort to lockdowns, mandatory isolation and even closures at times in order to contain the spread of the Corona virus. The economic cost of protecting the citizens is enormous and is likely to jolt the growth prospects severely and lead to recessions even in some of the fastest growing economies of the world. As a result, compared to the last year, growth in the global economy is expected to fall by as much as 3 per cent in the current year. IMF's *World Economic Outlook (WEO) Update* (April 2020), reports this to be much more severe than the growth contraction resulting from the Financial Crisis of 2008-09. Assuming that the pandemic is contained in the second half of 2020 and in view of the expansionary policy measures, *WEO* (April 2020) projects that a bounce back is expected in 2021 wherein the global economy is expected to expand by 5.8 per cent.

Some of the noteworthy points about the crisis resulting from the spread of the COVID-19 pandemic are its unprecedented nature, the huge output loss, uncertainty regarding the duration and intensity of this surprise and the demands of innovative policy, both medical and economic, to counter the effects of the crisis. The latter is fraught with difficulties owing to the push and pull among the public health measures on the one hand and the expansionary economic activity measures on the other. The worst recession since the Great Depression of 1929 is currently staring the global economy in its face. This is because lockdowns imposed in order to slow the spread of the various are likely to shrink the economic activity and growth drastically.

Having said that, the global economy is poised for a recovery in 2021 but one that is marked by enormous uncertainty. The implementation of effective policies is central to gradual normalization of economic activity and a recovery in 2021 (*WEO Update, April 2020*). Targeted fiscal, monetary and financial market policies are the need of the hour to support sagging consumer and business confidence.

The COVID-19 pandemic is an unanticipated health shock to the global economy. In order to analyze the impact of such a shock, we consider the various pathways for transmission of this shock across the world. A health shock is expected to lower productivity and labour supply

and cause disruptions in supply chains. Additionally, it would lead to an increase in medical costs which may be borne by the employer (in the formal sector) or the employee (in the informal sector). The containment measures will adversely affect mobility and impact the travel and tourism and entertainment sectors. Further, the fear of layoffs leads to fall in expected disposable income and this coupled with rising uncertainty makes consumers averse to spending. This in turn leads to further business losses and retrenchment of workers. Finally, healthcare expenditure increases sharply. These effects are amplified and transmitted globally through trading partners and financial borrowers or lenders via the global value chains.

Oil prices declined sharply, both the Spot and Futures, due to low demand for fuel. Financial market sentiment is gloomy with enormous uncertainty regarding pick-up in economic and financial activity. This leads to flight to safety and makes liquidity scarce. Financial conditions around the world are tighter as indicated by oversold equity markets, widening spreads for corporate and emerging economies' sovereign spreads, and sudden reversal in foreign portfolio flows to emerging economies. The currency markets have also been volatile and major currencies like US Dollar, Japanese Yen and Euro have appreciated by 8.5, 5 and 3 per cent respectively as on 3 April 2020 (*WEO Update, April 2020*). In order to contain the impact of the sharp deterioration in risk sentiment, central banks around the world have cut the policy rates and injected liquidity in the system.

The uncertainty regarding the global growth in 2020 is worsened by the fact that there are several factors currently at play which could affect the growth outcomes. Part of the problem is that most of these factors are hard to control or project at this time. Some of these factors are duration, spread and intensity of the pandemic, time taken to develop the vaccine, duration of containment measures, time taken for supply side bottlenecks to ease out, severity of financial market sentiments, low business and consumer confidence, volatility in commodity prices and changes in behaviour of economic agents.

The projected contraction in global growth is 3 per cent and is 6 percentage points lower than the projected growth in January 2020 (*WEO Update, April 2020*). To

put this is the right perspective, this is much worse than the growth contraction during the 2009 global financial crisis. For the advanced economies, the growth is expected to fall by -6.1 per cent in 2020, of which the Italy seems to be worst hit with a reduction of -9.1 per cent. In contrast, the growth shrinkage for the emerging and developing economies is projected to be -1 per cent in 2020. However, emerging Asia is expected to post a positive growth rate of 1 per cent in 2020. Other regions also likely to experience a growth downturn include Latin America and developing Europe at -5.2 per cent, Middle East and Central Asia at -2.8 per cent and Sub-Saharan Africa at -1.6 per cent respectively (Table 1).

According to *World Economic Outlook (WEO) Update* (April 2020), assuming that the economic activity levels will return to normal, global growth is forecasted to bounce back to 5.8 per cent in 2021. If the global growth process resumes, then the advanced economies are likely to grow at 4.5 per cent and the emerging and developing economies are expected to grow at 6.6 per cent in 2021. However, this is based on the scenario where the containment measures are lifted, investor and consumer confidence is restored, and policy efforts are effective in stimulating the economy. The timing and normalization of economic activity seems to be extremely uncertain at present.

Despite the expectations of low growth outcomes in 2020 that have been discussed so far, there is a likelihood that an even worse scenario could eventually pan out. This is possible if the pandemic lasts longer than anticipated and as a result the economic and financial activity remain stalled for much longer as well. The downside outcomes may be marked by longer-lasting uncertainty, low business confidence and slow pick-up of activity, changes in the behaviour of businesses and households, supply side disruptions, low investment and sluggish aggregate demand.

According to the *Trade and Development Report 2019* (UNCTAD), the global growth prospects are bleak due to rising trade disputes and geopolitical tensions. The advanced economies have had a choppy and long road to recovery post the global financial crisis of 2008-09. This is coupled with fears that the quantitative easing is unable to provide the necessary impetus to demand and growth. Amongst the emerging and developing economies, Latin America has experienced a slowdown last year but the BRICS economies have grown at a healthy 6.3 per cent last year. The debt levels in developing economies reached US\$67 trillion and the

rising uncertainty is likely to trigger capital flight from emerging economies. The volatility in exchange rates has added to the chaos, with the anxiety that weakness in emerging economy currencies could add to the deflationary pressures. The growing North-South divide along with the debt overhang, volatility in financial markets and lack of coordinated policy have depressed the growth outlook.

The *Global Financial Stability Report 2020* (International Monetary Fund) points out that the measures that COVID-19 has forced countries to adopt has stalled economic activity and severely affected the global growth outlook. Further, this has perpetuated the uncertainty in the global financial markets with a fall in demand for risk assets and rising borrowing costs. In particular, equity prices decreased and spreads widened on bonds, loans and private debt. This was accompanied by a sharp fall in crude oil prices due to a sudden decline in demand and the lack of a consensus in the Organization of the Petroleum Exporting Countries (OPEC) nations. This led to a flight to quality and fall in yields of sovereign bonds. However, fiscal, monetary and financial policies taken up by governments have contained the impact of the pandemic and provided support to the investor sentiment. Finally, multilateral cooperation is paramount is cushioning the global economy, both economic activity and the financial system, from the COVID-19 shock.

It is notable that crude oil prices fell by 43.9 per cent from US\$57.6 per barrel in August 2019 to US\$32.3 per barrel in March 2020. This was due to the sudden breakout of the COVID-19 pandemic which led to imposition of lockdowns in most economies. As a result, the demand for fuel by the transport sector, both road and aviation, declined sharply. Further, collapse of OPEC+ coalition caused oil prices to fall to a low of US\$20 per barrel by the end of March.

Cross-country cooperation on medical supplies, vaccines, therapies and other interventions are critical to slow down transmission of the COVID-19 pandemic. However, countries should refrain from imposition of additional trade restrictions and resort external funding wherever required. Apart from cooperation on healthcare systems, targeted policies, both at the local and national level, are imperative at the current point in time. The policies for economic recovery post the waning of the pandemic and removal of the containment measures, relies crucially on stimulating economic activity along with containment of the impact of the debt burden. In particular, the advanced

economies have a better safety net in the sense that they have a strong healthcare system along with access to international credit and liquidity and that too at relatively lower borrowing costs. On the other hand, the emerging and developing economies are resource constrained and have an overburdened healthcare system and limited borrowing capacity.

A key challenge facing economies at this juncture is that there is uncertainty regarding the time it would take for the pandemic to fade away and for economic activity to normalize. In the aftermath of the pandemic, consumer demand is expected to remain weak and employment in the informal sector is likely to remain stagnant. Therefore, there is a need for monetary as well as fiscal expansion as far as the policy headroom

allows. Another crucial aspect is the anchoring of inflationary expectations through communication by the monetary authorities. There is a risk of a debt-deflation spiral which may be abated by a strong government policy stance. In order to facilitate the recovery, regulatory foresight in the form of strong insolvency and debt enforcement frameworks is required. Finally, multilateral cooperation is the need of the hour, especially in the economic as well as medical arena. This would mean removal of tariff and nontariff barriers to allow international trade and functioning of global supply chains along with measures to boost the global financial sentiment. Nations would need to work side by side to share information about the virus crucial for containment and development of the vaccine.

TABLE 1

WORLD ECONOMIC OUTLOOK PROJECTIONS

World Economic Outlook Indicators	<i>(% change unless noted otherwise)</i>			
	Year Over Year			
	Projections			
	2018	2019	2020	2021
World Output	3.6	2.9	-3.0	5.8
Advanced Economies	2.2	1.7	-6.1	4.5
United States	2.9	2.3	-5.9	4.7
Euro Area	1.9	1.2	-7.5	4.7
Germany	1.5	0.6	-7.0	5.2
France	1.7	1.3	-7.2	4.5
Italy	0.8	0.3	-9.1	4.8
Spain	2.4	2.0	-8.0	4.3
Japan	0.3	0.7	-5.2	3.0
United Kingdom	1.3	1.4	-6.5	4.0
Canada	2.0	1.6	-6.2	4.2
Other Advanced Economies	2.6	1.7	-4.6	4.5
Emerging Market and Developing Economies	4.5	3.7	-1.0	6.6
Emerging and Developing Asia	6.3	5.5	1.0	8.5
China	6.7	6.1	1.2	9.2
India	6.1	4.2	1.9	7.4
ASEAN - 5	5.3	4.8	-0.6	7.8
Emerging and Developing Europe	3.2	2.1	-5.2	4.2
Russia	2.5	1.3	-5.5	3.5
Latin America and the Caribbean	1.0	0.1	-5.2	3.4
Brazil	1.3	1.1	-5.3	2.9
Mexico	2.1	-0.1	-6.6	3.0

Middle East and Central Asia	1.8	1.2	-2.8	4.0
Saudi Arabia	2.4	0.3	-2.3	2.9
Sub-Saharan Africa	3.3	3.1	-1.6	4.1
Nigeria	1.9	2.2	-3.4	2.4
South Africa	0.8	0.2	-5.8	4.0
World Trade Volumes (Goods and Services)	3.8	0.9	-11.0	8.4
Imports				
Advanced Economies	3.3	1.5	-11.5	7.5
Emerging Market and Developing Economies	5.1	-0.8	-8.2	9.1
Exports				
Advanced Economies	3.3	1.2	-12.8	7.4
Emerging Market and Developing Economies	4.1	0.8	-9.6	11
Commodity Prices (US Dollars)				
Oil	29.4	-10.2	-42.0	6.3
Non-Fuel	1.3	0.8	-1.1	-0.6
Consumer Prices				
Advanced Economies	2.0	1.4	0.5	1.5
Emerging Market and Developing Economies	4.8	5.0	4.6	4.5
London Interbank Offer Rate (per cent)				
On US Dollar Deposits (six month)	2.5	2.3	0.7	0.6
On Euro Deposits (six month)	-0.3	-0.4	-0.4	-0.4
On Japanese Yen (six month)	0.0	0.0	-0.1	-0.1

Source: World Economic Outlook, April 2020 (IMF).

INDIAN ECONOMY IN 2019-20

According to the latest data obtained from the World Development Indicators (*World Bank, July 2020*), 2019 estimates for Gross National Income (GNI) suggest that the Indian economy will be the fifth largest in the world. India is placed ahead of advanced economies such as United Kingdom, France and Italy with an estimated GNI of US\$2.9 trillion. The government has been targeting a size of US\$5 trillion for the Indian economy by the 2024-25. The progress towards this has been a daunting task in the backdrop of declining global GDP in the last year and the breakout of COVID-19 pandemic in 2020. However, the India economy has had a spectacular run and has posted an average annual growth rate of 7.5 per cent in the last five years along with macroeconomic stability and an average inflation rate of 4.5 per cent (*Economic Survey 2019-20, Government of India*).

The downside risks to growth are spread of COVID-19 pandemic, rising trade tensions and disruptions, low

growth in advanced economies coupled with low inflation, slow implementation of Insolvency and Bankruptcy Code, rising public investment which may crowd out private investment, and stagnant savings-investment rates. The upside risks include expectations of bottoming out of the manufacturing and trade activities, low crude oil prices, government measures to boost the real estate sector may translate into higher fixed investment in the economy, improvement in ease of doing business, thrust on investment under the aegis of Make in India by the government and corporate tax cuts. It seems that the upside risks are well balanced with the downside risks at the moment. However, the uncertainty due to the COVID-19 pandemic is likely to lead to chaos and delays in execution of business plans and is expected to dampen sentiment this year. At the same time, the economy is expected to bounce back in 2021.

Several policy initiatives that have been in the pipeline were actively undertaken by the government during 2019-20. Some of the key investment reforms included approval of the Insolvency and Bankruptcy Code (Second Amendment) Bill in December 2019, amendments in the Income-tax Act of 1961 and the Finance (No. 2) Act 2019, measures to infuse credit in the system, measures to boost the growth of auto sector, modifying the Micro, Small and Medium Enterprises (MSME) Interest Subvention Scheme to improve access to credit, further liberalizing of the FDI policy and extension of Stand Up India Scheme. The amendments in the Insolvency and Bankruptcy Code Bill are likely to improve the ease of doing business with businesses taking advantage of the faster insolvency resolution process.

The government also took up some measures to boost the consumption in the economy, mostly by increasing the rural incomes and expenditure. These included increase in the Minimum Support Prices (MSPs) for Rabi and Kharif crops for the season 2019-20, extension of cash transfer through Pradhan Mantri Kisan Samman Nidhi (PM-KISAN) to all eligible farmer families, scheme for pension cover for trading communities and encouraging transition towards electronic vehicles by giving tax concessions.

The government took numerous measures in order to encourage exports. Some of the noteworthy reforms included introducing the scheme for Remission of Duties or Taxes on Export Product (RoDTEP) for incentivizing exporters, approval of the Special Economic Zones (Amendment) Bill 2019, extending the scope of Export Credit Insurance Scheme by Export Credit Guarantee Corporation (ECGC) to provide a higher insurance cover to banks who are lending working capital for exports, approval of Sugar export policy for evacuation of surplus stocks by providing a lump-sum export subsidy, enrolment of artisans to e-commerce platforms by Ministry of Textiles with a view to facilitate the handicraft exports.

There was a slowdown on the supply side in all the sectors in 2019-20 as compared to 2018-19 except Agriculture and allied activities and Public administration, defence and other services. This translated in a lower GDP growth of 4.8 per cent in the first half of 2019-20 which is a drop of 1.4 percentage points from the GDP growth rate recorded in the second half of 2018-19. Figure 1 shows the sectoral estimates for GVA at constant basic prices on quarterly basis for 2018-20. The share of Agriculture and allied sectors in the total GVA of the economy has been falling

from 2009 onwards due to the better performance by the tertiary sectors. The share of industrial activities in total GVA has also declined over the same period due to a fall in the Manufacturing sector. On the other hand, the services sector has been growing rapidly. The rise is driven by the increasing financial, real estate and professional services and public administration. In terms of the demand side factors, the real consumption which witnessed a deceleration in 2018-19 bounced back in 2019-20 due to a rise in the government final consumption. On the other hand, real fixed investment displayed sluggish growth in the first half of 2019-20. It is noticed that the growth in real consumption and private final consumption expenditure increased during Q2 of 2019-20. On the external front, both the imports and exports contracted and so the overall contribution of net exports to the GDP was less negative in Q2 of 2019-20. The weakness in imports may be attributed to the fall in the prices of crude oil and sluggish GDP growth (*Economic Survey 2019-20*, Government of India).

The fixed investment rate in the economy fell drastically between 2011-12 and 2016-17 and has been stagnant since then. This trend is driven by a decline in the fixed investment by households from 14.3 to 10.5 per cent between 2009-14 and 2014-19. At the same time, the fixed investment in the public sector hovered around the 7 per cent mark. Finally, the private corporate investment has been stuck at 11.5 per cent over the same period. Together, these trends translated in slower GDP growth and consumption. The fall in corporate investment is explained by the supply-driven credit boom in the short-run which leads to a significant reduction over the longer term (*Economic Survey 2019-20*, Government of India). In the Indian case, non-food bank credit expanded rapidly during the period 2003-04 to 2011-12. Thereafter, the growth in bank credit fell down significantly from 16.7 per cent in 2009-14 to 10.5 per cent in 2014-19. This was coupled with a perilous rise in NPAs from 3 per cent in 2009-14 to 8.3 per cent in 2014-19. This led to a sharp fall in the bank credit extended to large and medium units, infrastructure companies and Non-banking financial companies.

The household investment in 'Machinery and Equipment' as well as 'Dwellings, other buildings and Structures' reflected a stagnation in the real estate sector. The private consumption as a percentage of GDP which improved between 2009 and 2016, contracted in the first half of 2019-20.

Interestingly, the stock markets continued to be positive about the prospects of growth in the economy.

This was reflected by an increase of 7 per cent in the Bombay Stock Exchange (BSE) Sensex between March 2019 and December 2019. The market is also driven in part by a favourable opinion on India being an attractive destination for both foreign portfolio (FPI) as well as foreign direct investment (FDI). The positive sentiment regarding India as a destination for investment has been able to drive the trend despite the fall in growth of advanced economies. The net FDI and net FPI in the first eight months of 2019-2020 was US\$24.4 billion and US\$12.6 billion respectively (*Economic Survey 2019-20*, Government of India).

The Consumer Price Index (CPI, Headline) inflation in the first half of 2019-20 was 3.3 per cent. The month of December 2019 stood out since headline inflation increased to 7.35 per cent due to supply side constraints. Unseasonal rains and excessive rain in many parts of the country caused decline in agricultural crop production and led to a rise in food prices. The Wholesale price index (WPI) inflation fell from 3.2 per cent in April 2019 to 2.6 per cent in December 2019 due to weakening demand in the economy (Figure 2). The Core Inflation (headline less food and fuel inflation) measures the state of demand in the country. The CPI-Core fell from 6.3 per cent in Q1 of 2018-19 to 4.3 per cent in Q2 of 2019-20. This reflects the weakening demand in the economy (*Economic Survey 2019-20*, Government of India).

The employment situation in the economy (*Economic Survey 2017-18*, Government of India), based on the estimates from the Periodic Labour Force Survey, seems to have improved with an increase in the formal sector jobs. This is captured by a rise in the share of 'Regular Wage/ Salaried' jobs from 17.9 per cent in 2011-12 to 22.8 per cent in 2017-18. There has been a corresponding decline in casual workers mainly from the rural sector. In the case of urban areas, we witness a decrease in the self-employed category and a corresponding rise in the salaried jobs. Finally, the percentage of women in 'Regular Wage/Salaried' increased by 8 percentage points from 13 per cent in 2011-12 to 21 per cent in 2017-18.

The Central government's fiscal deficit in 2019-20 was budgeted at ₹7.04 lakh crore which is 3.3 per cent of GDP as against ₹6.49 lakh crore in 2018-19 PA (3.4% of GDP). The net tax revenue was expected to rise more than 25 per cent in 2019-20 BE over 2018-19 PA. However, it registered a meagre 2.6 per cent growth between April 2019 and November 2019. This weak growth was accounted by the poor growth of

0.8 per cent in the Gross Tax Revenue during the first eight months of 2019-20. The Goods and Services Tax (GST) collections displayed a growth of 4.1 per cent for the Centre between April 2019 and November 2019 due to the efforts by the Government to improve tax collection and compliance. The expenditure of the Central government grew by 12.8 per cent in the first eight months of 2019-20 due to higher revenue as well as capital expenditure (*Economic Survey 2019-20*, Government of India).

The liquidity condition of Indian banks improved consistently in 2019-20 and average daily net absorption increased from ₹45.6 thousand crore in June 2019 to ₹256.4 thousand crore. The Reserve Bank of India injected liquidity in the system through Open Market Operation (OMO) purchase auctions and a buy/sell swap auction. The weighted call money rate remained within the Liquidity Adjustment Facility (LAF) corridor indicating sufficient liquidity in the system. The Monetary Policy Committee of the RBI adopted an accommodative stance and has slashed the policy repo rate by 135 basis points since February 2019. This was further expected to ease the liquidity in the system and lead to reduction of interest rates by the banks. The growth of bank credit in the economy remained poor with a decline across non-food credit segments due to the rising risk aversion of banks following a build-up of Non-performing Assets (NPAs). The NPA ratio fell from 11.2 per cent of gross advances in March 2018 to 9.3 per cent in end September 2019.

On the external front, both the exports and imports depicted a downward trend over the previous year (Figure 3). However, the slowdown in exports was lower than the slowdown in imports and the overall trade balance in 2019-20 improved as a result. The falling crude oil prices were the major contributing factor in the shrinking of the imports. Additionally, a slight betterment of global economic activity led to a decline in exports which was slower than imports. Another probable factor that may have contributed to the slight improvement in exports is the depreciation of the real exchange rate since July 2019. It may be noted that despite the lacklustre growth in the services exports, the trade surplus on the services account increased in the first half of 2019-20 as compared to 2018-19. All these developments contributed to a decrease in the Current Account Deficit (CAD) from 2.1 per cent of GDP in 2018-19 to 1.5 per cent of GDP in the first half of 2019-20.

The gross and net FDI flows to India in the first eight months of 2019-20 exceeded the same over the

corresponding period in 2018-19. Further, the net FPI flows to India increased from an outflow of US\$7.9 billion in the first half of 2018-19 to US\$7.3 billion over the corresponding period in 2019-20. These developments led to a rise in the capital flows to the country and an expansion in the capital account. Due to the improvement in the CAD as well as the capital

account, the overall Balance of Payments (BoP) of India increased from US\$302 billion on 31 March 2019 to US\$461.2 billion on 10 January 2020 (Economic Survey 2019-20, Government of India). Figure 4 shows the increase in the foreign exchange reserves of the nation over the period 2019-20.

FIGURE 1

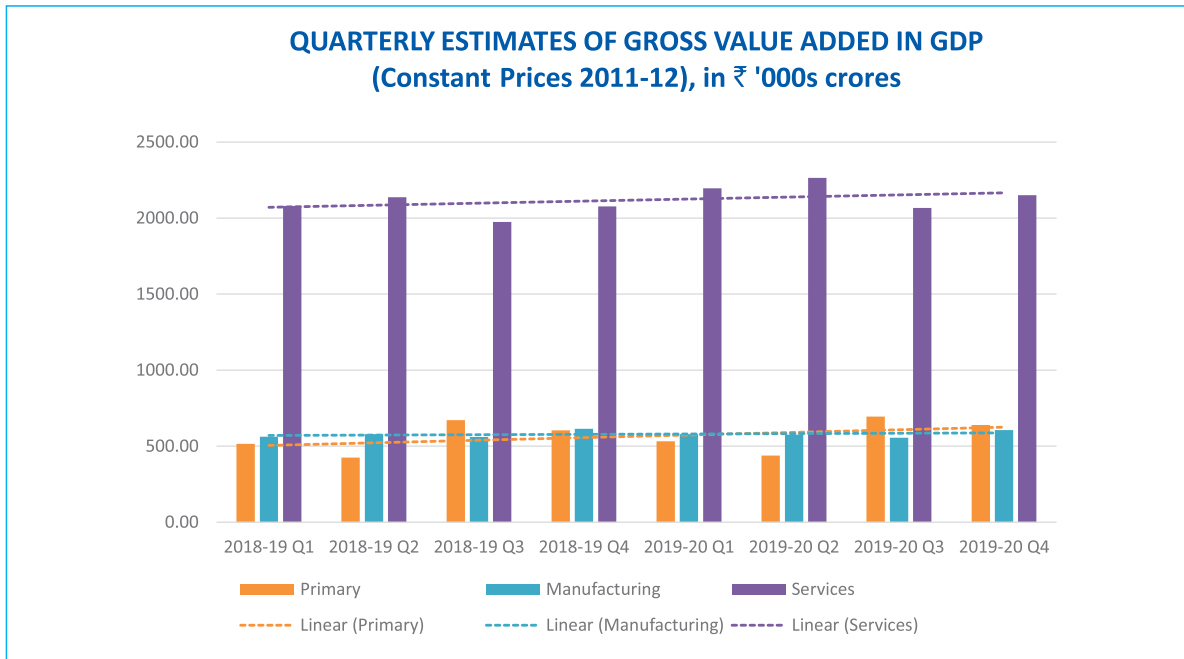


FIGURE 2

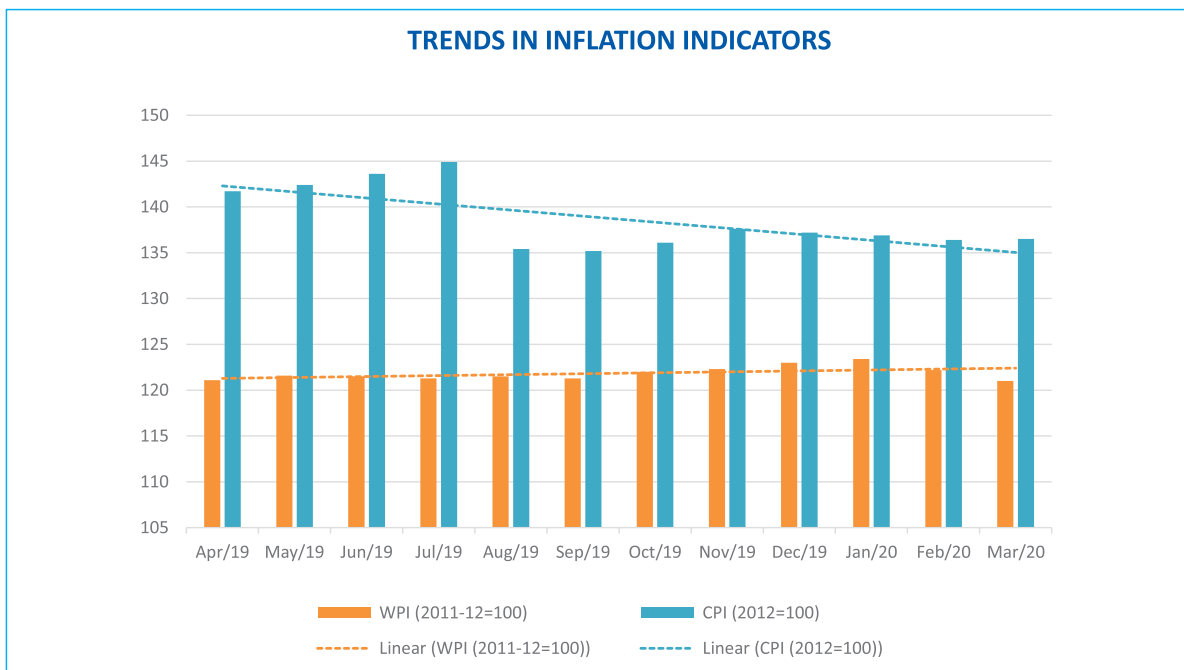


FIGURE 3

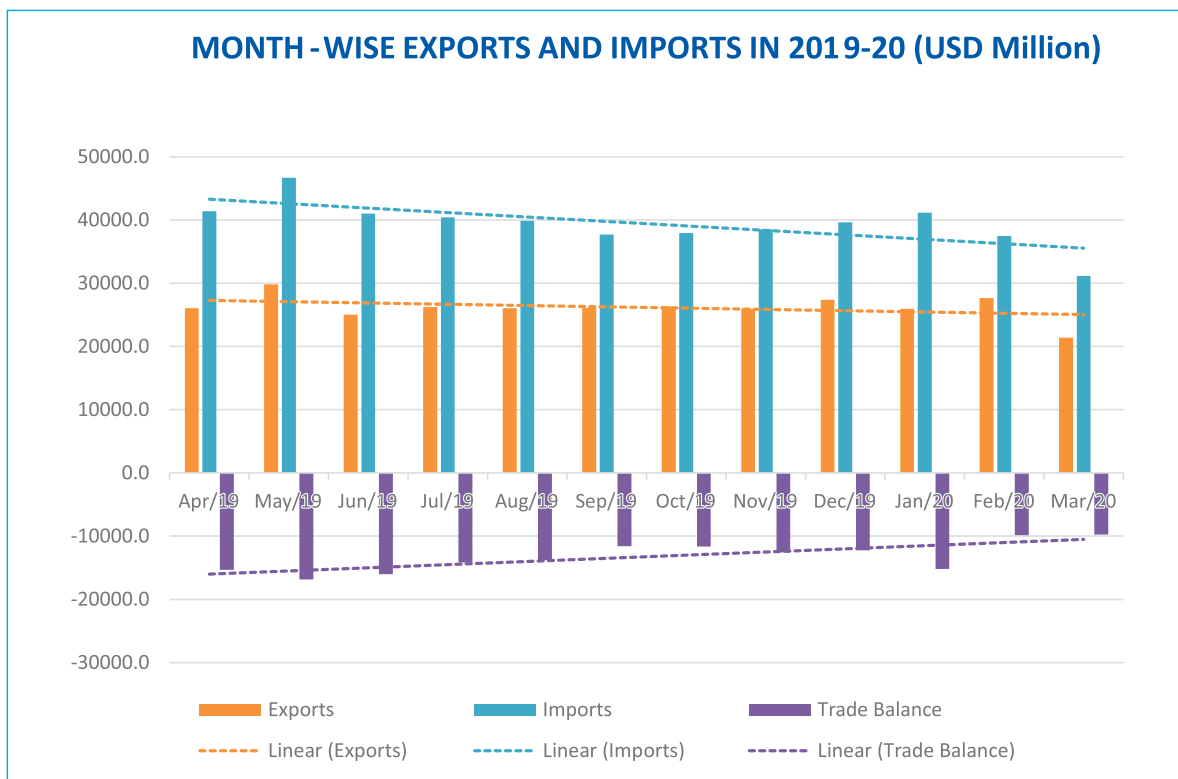
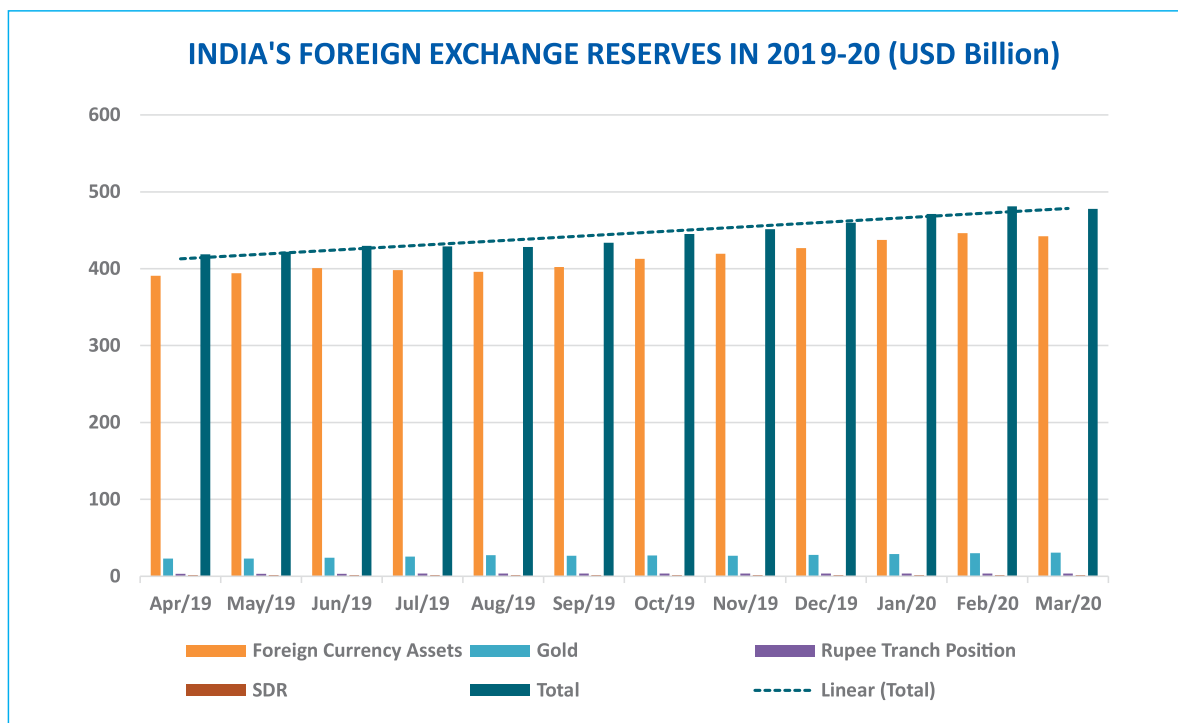


FIGURE 4



Important Achievements of IIFT in 2019-20: A Snapshot

53rd Annual Convocation of the Institute

53rd Annual Convocation of the Institute was held on 8 August 2019. Shri Hardeep Singh Puri, Hon'ble Minister for State (Independent Charge), Ministry of Housing & Urban Affairs and Civil Aviation and Minister of State for Commerce & Industry, Government of India delivered the Convocation Address and awarded medals / prizes and certificates to the meritorious students securing First, Second and Third position in different programmes conducted by the Institute during last one year.

Dr. Anup Wadhawan, Chairman, IIFT and Commerce Secretary, Government of India and Prof. Manoj Pant, Director, IIFT awarded degrees, diplomas and certificates to 604 students.



Final Placements

IIFT witnessed the Final Placements of its largest ever batch with a record of over 125 companies, representing all the important industrial sectors including consulting, hosted on campus. With a staggering highest offer of ₹75 Lakh per year, the average package rose to ₹20.48 LPA annually and the median increased to ₹18.2 LPA. This year the average package saw a marginal increase despite a 14% increase in the batch size. A whopping 28% of candidates from the batch got Pre-Placement Offers from prestigious recruiters based on their Summer Internships.

The 41 new companies which have associated with IIFT this year included some of the biggest organizations

such as McKinsey & Company, Reckitt Benckiser, Star Global, Western Digital, Media.net, Axis Bank, Boston Scientific, Tata International, BEML, Virtusa, Polestar Solutions, HMS Bergbau AG, RBL Bank, Tech Mahindra, BOD Consulting, Ninjakart, Newgen Software, IGT Solutions, Gemini Solutions, Cremica, and Merilytics.

Summer Internship

The Institute successfully placed the entire batch of MBA (IB) 2019-21 for the Summer Internship. The largest ever batch at IIFT with 334 students was placed across 103 companies with the average stipend seeing an upward trend. The number of new recruiters stood at 44. While the highest stipend offered was ₹3,20,000 per month, the average stipend stood at ₹1,68,000

for the entire duration of 2 months as compared to ₹1,48,000 last year.

In terms of Corporate Competitions, which are considered as a benchmark for comparative performance *vis-à-vis* other institutions, CRPD supported the students' participation in number of prominent events. IIFT students participated and won prominent competitions organized by leading organizations at the national and international forums. Few of the notable achievements comprised winning the prestigious War Room Competition by Mahindra & Mahindra and representing India in the Asia Pacific finale of CFA Research Challenge. Besides, our students stood among the top teams on a national level in competitions like Ideation Challenge by KPMG, Steel-a-thon by Tata Steel, RB Global Challenge organized by Reckitt Benckiser, LIME and Carpe Diem organized by Hindustan Unilever, The Deal by JP Morgan, OutThink by Larsen and Toubro, The Catalyst Challenge by OYO, Elevate 6.0 by Titan, and Beat the Curve by ICICI to name a few. IIFT students bagged numerous accolades across B-School competitions.

Prof. Rohit Mehtani, Head of CRPD, was invited to be on the panel of the Grand Finale Jury of the Hero Campus Challenge. This is a prestigious pan-India B-School competition in which the students from all the prestigious institutions participated. The B-School student teams were evaluated on the basis of their presentation on a business proposal and the winning and the first runner-up team were extended the lucrative placement offers by the Hero Group. Prof. Rohit Mehtani was also conferred 'Dewang Mehta National Education Award (Business School)' for the 'Best Professor in Strategy Studies' on 20 December 2019. This is his second Dewang Mehta National Education Award (Business School), the first one having been conferred on him in December 2009 for 'Best Professor in International Business'. His book, titled 'International Business: Competing in the Global Market Place' published by McGraw Hill and which he co-authored with Charles W. Hill of University of Washington and G. Thomas Hult of Michigan State University, was highlighted during the occasion.

International Collaborations

International Collaborations Under the student exchange programme, Ten Students came to IIFT from different Universities and Institution under Students Exchange Programme during January-March 2020. A total of 21 students (9 students from Delhi Campus and 12 students from Kolkata Campus) visited the various

international universities from January 2020 – March 2020.

During 2019-20, the Institute has signed MoUs with International Institutions of repute e.g., Kent State University, Ohio, USA on 9 April 2019; Deakin University, Australia on 6 June 2019; SolBridge International School of Business, Woosong University, South Korea on 26 August 2019 for Student/ Faculty Exchange and other academic activities for a period of five years.

Executive Students Study Tours

The International Business School, Americas with whom IIFT has an academic collaboration, conducting a "Short Term Executive Programme in Europe 2019". IIFT's seven students of EPGDIB 2018-20, MBA (IB) 2019-21 and Ph.D. (Management) 2019 programmes have applied for participation to attend the "Short Term Executive Programme in Europe 2019" during summer or winter break.

International Conference

The Indian Institute of Foreign Trade (IIFT)'s Centre for Trade Facilitation and Logistics (CTFL) in association with the Logistics Division, Ministry of Commerce and Industry, jointly organized a Logistics Conclave and Conference during 19-20 November 2019 at its Delhi Campus. Special Secretary (Logistics) Shri N. Sivasailam, Joint Secretary (Logistics) Shri Anant Swaroop and other senior officials from specific sectors and ministries were key invitees for the event. The conference received wide response from the academia and research scholars. A total of 10 panel sessions and presentations with more than 40 research papers were covered and provided new insights and solutions to achieve logistics edge in India during the conclave.

Management Development Programmes

During the year 2019-2020, MDP Division has conducted 34 programmes for Managers and Executives of various levels. Out of these, 7 programmes were open for all sectors, 19 sponsored programmes for Government Officers (including ITS, IES & ISS officers) and Executives of PSUs/Private sector. Besides, 4 long duration courses delivered via hybrid mode and 4 online EDPs/MDPs were also conducted. A total of 948 participants benefited from these programmes.

Executive Management Programmes

The on-campus batch of Executive Post Graduate Diploma in International Business (EPGDIB) 2018-2019

successfully completed on 26 December 2019. The Convocation ceremony was chaired by Prof. Manoj Pant, Director, IIFT, who delivered the Keynote Address. Shri Shyam Sunder Dubey, Joint Secretary, Ministry of Housing & Urban Affairs, Govt. of India was the Special Guest at the Ceremony. Diplomas to around 100 successful students of the EPGDIB 2018-19 programme were conferred on this day.

EPGDIB (On-campus and Hybrid) session 2019-2020 began on 7 August 2019 with 100 and 37 participants respectively.

IIFT have successfully completed its MBA (IB) Tanzania 2017-2019 programme which was running in collaboration with The Institute of Finance Management (IFM) in Dar-es-Salaam, Tanzania for the past two decades. The Convocation ceremony of the 12th batch was held on 20 September 2019 in Dar-es-Salaam.

Monthly Seminar Series

Under the mentorship of Prof. Manoj Pant, Director, IIFT, the Publication Division has taken an initiative to start a seminar series. In this seminar, we invite external experts to present an academic research paper/topic and to interact with faculty members/research scholars at IIFT. One of the primary purposes for such events is to foster a research culture among faculty members and students. Starting August 2018, several invited lectures from eminent speakers under the Seminar Series have been conducted till March 2020.

IIFT welcomed eminent speakers especially from International universities in the year 2019-20: Dr. Atul Mishra, Lecturer, Strategic Management with Plymouth Business School, UK, presented their papers at the Seminars.

Publishing *FOCUS_{wto}.IB* Journal and Newsletter

Publication Division has published Volume 21 and Volume 22 of *FOCUS_{wto}.IB*, which is an in-house quarterly publication of IIFT which publishes full-research papers, case-studies, monographs, book reviews, and synopsis of doctoral dissertation in international business and management research. Volume 21 had three (3) issues and one issue of Volume 22 has been published in March 2020.

Publication Division achieved a milestone with its first International Subscription from Germany (Massmann Internationale Buchhandlung GmbH) for *FOCUS_{wto}.IB*.

Publication division has published three issues of IIFT Quarterly Newsletter (April-June 2019, July-Sept. 2019 and Oct.-Dec. 2019).

Publishing *FOREIGN TRADE REVIEW*

Publication Division has successfully published four issues under Volume 54 of Foreign Trade Review (SAGE Publications Pvt. Ltd.). Each issue publishes five research articles, two commentaries, and two book review in the domain of foreign trade policy.

Uploading of 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. During 2019-20, two working papers have been uploaded, totalling 40 papers.

IIFT Ranking

It is a matter of pride that IIFT have been consistently improving its position in most of the major National Rankings conducted by various rating agencies.

In 2020, IIFT secured 15th position in Outlook-I Care B-School survey with impressive score on parameters such as Faculty Student Ratio, Employability, Inclusiveness and Diversity.

In Business Chronicle B-School survey 2020, IIFT has been rated 'A+++ Grade in Delhi-NCR Region overall, 6th Best B-School in the country securing best score in Social Responsibility, International Collaboration and Industry Interactions.

In Career 360 B-School Survey ranking of 2020 with a rating of 'AAAA+', IIFT has been rated as 'Top 15' elite B-Schools in the country.

In 2019, Business World India's Top B-schools (overall) survey, IIFT has been ranked 11th in the country. In two of the perception surveys conducted by MBA Universe and Inside IIM Business School rankings IIFT has been ranked 11th and 10th respectively.

IIFT with its excellence in delivering knowledge and inculcating the talent in the corporate and academic sector has secured the 10th Rank as per the Inside IIM MBA Rankings, Top MBA Colleges in India 2020 and 11th Rank as per the MBAUniverse.com B-School Rankings 2020.

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 56th 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
- (vii) Centre for Trade Facilitation and Logistics (CTFL)
- (viii) Division of Alumni Affairs
- (ix) Publication Division

Executive Management Programmes (EMP) Division

The Executive Management Programmes Division (EMPD) has been conceived to provide training to government officials, diplomats, entrepreneurs,

exporters, corporate sector and civil society members to develop broader understanding of issues related to international business and its implications on trade policy. EMPD initiates programmes designed to generate views, opinions, analysis of contemporary trade and economic issues which are of interest to different countries, particularly the developing countries.

The course highlights of the Executive Diploma Programmes which the Division runs are as follows:

- Course duration of 15 months with classes on three weekends of every month.
- Contact week at the start of each semester.
- Focus on upcoming areas such as Artificial Intelligence and Machine Learning.
- Specialization opportunity to choose from International Business, International Marketing and International Finance.
- Exposure to Research Methodology through a structured research project.
- Extensive availability of online research database and reading material.
- Networking opportunity with highly placed alumni all over the world.

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, Global Supply Chain Management, Strategic Management, Human Resource, IT, Capacity Building for SEZs, Data Analytics, Trade Analytics, etc. The division also conducts various in-service training programmes for various officers of Govt. of India including IAS and other All India Service.

IIFT is a nodal institute for conducting nine-month residential foundation 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 institute is conducting a series of online certificate programmes on “Export Import Business” for exporters and entrepreneurs spread across country under Niryat Bandhu Scheme of DGFT, Govt. of India. So far, more than 1350 exporters and entrepreneurs have been provided training under the scheme. Recently, at the initiative of DGFT, IIFT launched Niryat Bandhu Programmes through MOOC (Massive Open Online Course) platform. This programme can be attended by anyone anywhere through online mode.

Further, the division also conducts the following long duration programmes through hybrid/online/on-campus mode.

1. Post Graduate Certificate Programme in International Business & Finance.
2. Certificate Programme in Export and Import Management through Hybrid mode.
3. EDP on Strategies for International Business.
4. EDP on Global Supply Chain Management.
5. Certificate Course in Global Supply Chain Management for the officers of Armed Forces through DGR.

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 the Institute’s week-end MBA and certificate 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 others concerned.

The Institute invited applications for admission to MBA (IB) 2020-22, its flagship programme. About 40,000 applications were received for 511 seats spread across Delhi and Kolkata Campus. A common test was administered in 41 cities. The other programmes of the Institute also got encouraging response from corporate and government sectors.

Economics Division

The M.A. in Economics Programme has been launched in IIFT to impart advanced knowledge in Economics. The specific objectives of the Programme are:

- To prepare students to become excellent trade policy-makers 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 second batch (2019-21) was inaugurated on 22 July 2019 in which 30 students in Delhi and 35 students in Kolkata joined the Programme.

Total Number of Subjects and Credit System

Each semester has four subjects. All subjects in Semester I and II are compulsory. Semester III and IV have one compulsory course each. Students need to opt for 6 elective courses spread over Semester III and IV. The elective courses will be mostly from the areas of International Economics and Finance. IIFT will decide which elective subjects will be offered in a year.

- Each Course has 5 credits; 45 hours of teaching; 25 hours for tutorial and faculty interaction.
- Teaching of each course are done for 15 weeks which is spread over 4.5 to 5 months.
- Each student has to do one Dissertation which has 10 credits. Dissertation topic will be decided during Semester III along with allocation of supervisor.
- A student needs to complete the dissertation work prior to the commencement of the end term examination during fourth semester. Hardbound report requires to be submitted by the deadline decided by IIFT.

LIST OF SEMINARS/WORKSHOPS

Guest Faculty	Event	Department / Designation	University/Institution
Joshua Aizenmen	Guest Lecture	Professor, Department of Economics	University of Southern California, Los Angeles, USA
Subhayu Bandopadhyay	Workshop	Research Officer	Federal Reserve Bank, St. Louis, USA
Siddhartha Chattopadhyay	Seminar	Assistant Professor, Department of Humanities and Social Sciences	Indian Institute of Technology (IIT) Kharagpur, India
Arye L. Hillman	Seminar	Professor, Department of Economics	Bar-Ilan University, Israel
Jyotsna Jalan	Seminar	Professor, Department of Economics	Centre for Studies in Social Sciences (CSSS), India
B. Ravi Kumar	Seminar	Senior Vice-President, and Director of Research	Federal Reserve Bank, St. Louis, USA
Kajal Lahiri	Seminar	Professor, Department of Economics	The State University of New York (SUNY), USA
Sougata Poddar	Seminar	Associate Professor, Business School	Chapman University, California, USA
Ajitava Ray Chaudhuri	Workshop	Professor, Department of Economics	Jadavpur University, India
Anup Sinha	Workshop	Director	Heritage Business School, India
Heinrich Ursprung	Seminar	Professor, Department of Economics	Universitat Konstanz, Germany
Jyotirmoy Bhattacharya	Seminar	Associate Professor, Department of Economics	Ambedkar University Delhi
Sujoy Chakravarty	Seminar	Professor, Centre for Economic Studies and Planning	Jawaharlal Nehru University, India

Research in Economics

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 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.

A. Research Studies Completed

The following Research Studies were completed during 2019-20:

- **Study on Evaluation of Indian Footwear, Leather & Accessories Development Programme (IFLADP)**

The objective of this study is to evaluate the IFLADP scheme initiated in 2017 by DPIIT for three years. There are seven sub-schemes of the scheme, the approach of the evaluation is to assess the sub-schemes with respect to the performance of firms and employees' engagement in terms of productivity improvement, market penetration, new jobs creation and social security benefits. The study examined the structure of Indian Leather industry and how IFLADP has supported the Leather industry. Prepared Survey Questionnaires for each sub-scheme, visited factories and conducted stakeholders' meetings to understand the position of each sub-scheme. Each Sub-scheme was rigorously evaluated using REEIS framework and SWOT analysis. The study highlighted the areas that need to be improved in each sub-scheme to maximize the gains from the scheme if to be continued.

- **Prospects for India-UK Trade and Investment: An Assessment of the Opportunities and Challenges sponsored by PwC & DFID (UK)**

The study analyses trade between India and the UK at a disaggregated product and service level as well as aggregated level with a special emphasis on trade in parts, components and accessories to understand their role in the GVCs. Detailed analysis of import trends of India and the UK from the world has been carried out in different products and services. Potential products and services have been identified that India could export to the UK and the UK could export to India. The study examines the FDI trends between India and the UK and identifies potential opportunities for both the countries. It also examines the current market access issues which India faces in the UK and vice-versa in terms of trade policies, investment and other government policies. The study tries to develop recommendations for the trade and investment sector of India and the UK. Also, the need for integration of manufacturing, services, trade,

investment and innovation policies is investigated in accordance with the Make-in-India programme of the government.

- **Employment Diagnostics of Labour-Intensive Manufacturing Sector and Implication for India's Exports sponsored by PwC & DFID (UK)**

The objective of this study was to undertake an employment diagnostic of India's labour-intensive tradable manufacturing sector (organized as well as unorganized) with a view to identifying policy measures to improve its export performance, while contributing to job creation in the economy. At macro-level, Inter-country comparison is done for manufacturing and services sector behaviour post-1990s. The study analyzed the post-liberalization trends of employment across India's major tradable sectors. Using secondary and field data, the study investigated the impact of growing competition faced by India's traditional labour-intensive exports and the labour market rigidities that prevent a firm/industry from equating real wages. This study developed an econometric model to comprehend the complex relationship among job growth, employment structure productivity growth, increasing capital-labour ratio and export growth. This study's recommendation attempted to help the government to design incentives, skill development strategies and technology upgrading policy in export-oriented sectors to support sustainable growth in exports along with employment generation in the labour-surplus Indian economy.

- **Study on Developing India's Service Trade Restrictiveness Index (STRI) sponsored by Ministry of Commerce and Industry**

The objective of the study is to rework the STRI using the OECD STRI methodology, binary scoring and same weights for the 5 policy areas but including new regulations to increase coverage and to develop an alternate index covering countries and sectors which are important from the context of services trade including additional sectors as well as regulations, exploring the possibility of continuous scoring and assigning different weights to the different policy measures.

B. Research Studies under Progress

In addition to above, the following Research Projects were in progress during 2019-20:

- Study on MSME'S Contribution to India's Export Growth & Challenges faced by them in Expanding to New Markets.
- Study on Evaluation of Scheme for Investment Promotion of DPIIT.

- iii. Export Strategy Plan for Increasing Export of Spices and Value-Added Products of Spices from India.
- iv. Exploratory Study on Linkages between Technology and Trade.
- v. Study on Assessing the Import Tariffs and the State of Effective Rate of Protection in the Indian Aluminum Industry.

Ph.D. Programme (Economics)

The five-year Ph.D. in Economics (Full-Time) Programme offered at IIFT is one of the most preferred research degree programmes available in Indian and overseas Universities/Institutes. One of the primary purposes of the Ph.D. Programme is to encourage scholars to undertake research and in-depth analysis and enrich knowledge in their chosen field. It includes the ability to independently apply methodologies of scientific research as well as to create new scientific knowledge. Further, the scholars are expected to demonstrate an ability to critically analyze research findings and to understand their importance in the wider contexts and effectively communicate and disseminate research results. It is expected that IIFT Ph.D. scholars would make original contributions in their respective fields that helps in expanding the knowledge frontier. It is heartening to note that many IIFT Ph.D. scholars are publishing regularly in reputed refereed national and international journals and other forums.

Till date, IIFT has awarded 44 doctoral degrees across all the disciplines to its successful research scholars and some of them are occupying high positions in academic and research institutes, government departments and leading corporate groups.

Ph.D. Programme (Economics) 2019 Full-time was inaugurated on 22 July 2019. Total 10 students (Delhi – 7 and Kolkata – 3) have taken admission in the programme. Course-work teaching is under progress.

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.

Centre for Trade Facilitation & Logistics (CTFL)

The brief highlights of achievement of Centre for Trade Facilitation and Logistics (CTFL) are as follows:

- Centre for Trade Facilitation & Logistics (CTFL) was setup in 2018 by Logistics Division, Ministry of Commerce and Industry, Government of India, at IIFT Campus. The Centre aims to provide research and analytical support, and allied inputs on supply chain/logistics related issues to Government/Exporters/ Industry/Policy bodies.
- CTFL has been given a mandate to work along with 09 different sector/councils to understand and measure their logistics performance (LPI-S). These 09 key sectors include Leather, Electronics, Marine, Apparel, Agriculture, Gems & Jewellery, Chemical, Engineering Goods and Pharmaceuticals. LPI-S will be the first-ever approach in the world to represent sector-specific logistics performance index of a country.
- A round table meet was organized on 30 April 2019 at IIFT, New Delhi in which heads/representatives from these sectors were invited along with academicians and logistics experts. The round table meet was chaired by Shri. N. Sivasailam, Special Secretary, Logistics Division, Ministry of Commerce & Industry and Prof. Manoj Pant, Head CTFL & Director IIFT. Members from different sectors/councils and external expert panels have also participated in the round table meet.
- With the support of council heads/members, IIFT has also conducted more than 30 workshops to identify the sector-specific logistics issues and possible solutions. These workshops have been conducted in different parts of the country.
- As a part of the discussions and modalities finalized during the meet, MOUs were sent to all sector heads/representatives for seeking their willingness to work with CTFL for the development of Sector Specific Logistics Performance Index (LPI-S). CTFL has also signed MoU with the councils.
- CTFL along with Logistics Division, MoC&I has organized a logistics conclave and conference on 19-20 November 2019, which was chaired by Shri. N. Sivasailam, Special Secretary, Logistics Division, MoC&I, GoI. Representatives from select eight export promotion councils and 35 exporters attended the conclave and expressed

their views on logistics issues, challenges and support from government towards gaining logistics competitiveness. The event has also witnessed the research work presentation from more than 45 scholars from different part of the country.

- The initial set of findings/discussions will be jointly discussed and presented to Logistics Division through a conclave to be organized in November 2019.
- IIFT is also actively reaching out industry bodies and academic institutes having center of excellence in supply chain and logistics for possible collaborations and signing MoU.

Division of Alumni Affairs

Institute's alumni network has a real-life benefit for current batch students. Alumni contribute their valuable time to offer career support and help present students with placements as well. This enhances students' experience and provides them competitive edge to remain ahead in today's tough business scenario to get placed at their respective organizations.

Division of Alumni Affairs (DAA) organizes Chapter Meets every year which plays a pivotal role in ensuring alumni interactions on a regular basis. Our alumni are working at leading positions in diverse industries and Chapter Meets (6 National and 2 International) act as a platform to reconnect them with the Institute. This year's Kolkata Chapter Meet was very vital as for the very first-time Executive Council Meet cum Regional Chapter Meet was held at Kolkata on 6 July 2019 and it was a great success. This year also, an International Business Symposium was organized along with the Chapter Meet at Singapore. The event was organized at Singapore Management University with the discussion theme *"Emerging Global Trade-Order or Disorder?"* It witnessed the prominent speakers such as Ambassador Gopinath Pillai, Ministry of Foreign Affairs (Government of Singapore), Mr. K.V. Rao, Resident Director, Tata Sons, Mr. Frederick Froth, MD – APAC (Excl. China), Cofco International, etc.

The Grand Alumni Reunion (GAR) was organized at IIFT Delhi Campus on 17 November 2019 and was attended by large number of alumni coming from different parts of the world. Special Edition of 'GAR-Aluminati' was also launched during the AGM held on Grand Alumni Day. This day is close to the hearts of alumni as it is a reminiscence of their moments at IIFT.

Division of Alumni of Affairs (DAA) has taken several successful initiatives such as Alumni Mentorship

Programme, Corporate Mentorship Programme, Student Mentorship Programme since the past 1.5 years, with the help of Institute's esteemed 'Faculty Members' and 'Alumni'. A new scholarship award 'Jyotiba Phule Gold Medal' has been initiated last year for the 'Best Female Student' with the help of our esteemed alumni Mr. Jagdigh Goel (Chairman and Managing Director, Ornate Solar, alumnus from the batch of 1977) with a corpus fund of ₹5 lakh.

Division of Alumni Affairs (DAA) has initiated sale of IIFT's merchandize through online and offline mode and has also migrated to new alumni portal to ensure increased alumni reach and interactions. The new website is equipped with features viz. Integrated Payment Gateway, Alumni Introductions, Alumni Discussions, Quora Questioning and Answering and Alumni Article/Opinion/ Viewpoint Sharing. In order to have better social media engagement, initiatives such as Monday Memory Wall i.e. "a post every Monday on the memories of the Alumni of IIFT of their time at the campus" and Thursday Trivia i.e. *"Did-You-Know Facts' about the rich legacy of IIFT"* are also posted every week on several social media platforms. An Alumni room 'Hall of Fame' has also been created at Kolkata Campus.

The Institute's alumni hold top positions across the corporate, public sector, media, sports and academia. Recently, our esteemed alumni Mr. Rajiv Bansal (EMIB Batch 2008) has been appointed as the Chairman and Managing Director, Air India in February 2020. Each year the Institute honors an alumnus who has been immensely successful in his/her career with the prestigious 'Alumnus of the Year' award. Since its inception in 2005, the award has been conferred to industry stalwarts such as Mr. K.V. Rao, Resident Director, ASEAN Tata Power; Siraj Chaudhary, Chairman, Cargil India; Me. Mohit Malhotra, CEO, Dabur International; Mr. Kaustubh Wadekar, Chief Procurement Officer, SingTel; and Mr. Miland Pant, Global CEO, Amway. Taking this tradition forward, DAA has segregated this award in 2 categories in 2019 i.e. 'Alumnus of the Year – Corporate Category' and 'Alumnus of the Year – Entrepreneurship Category'. And, this year Mr. Shankar Gupta, President and COO, ACG Worldwide, received this award under 'Corporate Category' and Mr. Manu Chopra, Director, PDS International Ltd., received it under 'Entrepreneurship Category'.

Institute also hosted the Silver Jubilee Reunion for the 1993-1994 PGDIT Batch on 18 January 2020. The day commenced with the formal alumni interactions with

the Director (IIFT Delhi and Kolkata), followed by lunch at IIFT premise. Later, the alumni revisited their old hang-outs, hostel rooms and became students once again. The alumni also interacted with the institute's

existing Alumni Relations Committee Members. An interactive session was also conducted with the students of all current batches (Regular, Part-time, Executive and DGR), followed by high tea.



Alummus of the Year Award 2019 – Corporate Leadership



Alummus of the Year Award 2019 – Entrepreneurship

Important Meetings

During the year, one meeting of Board of Management on 17 September 2019; two meetings of Finance Committee on 24 April 2019 and 19 July 2019 and one meeting of Academic Council on 14 February 2020 were held.

IIFT KOLKATA CENTRE

Management Development Programme (MDP) Division

- The Dept. of Micro, Small & Medium Enterprises & Textiles, Govt. of West Bengal and IIFT have formally exchanged an MoU for various activities towards strengthening exports of West Bengal in the Bengal Business Conclave, 2019 held at Digha on 12 December 2019. The MoU was exchanged between Centre Head, Kolkata Campus and the Secretary, MSME&T, Govt. of West Bengal in the presence of the Chief Minister, West Bengal and the other dignitaries. In this context, IIFT, Kolkata has completed several advanced level handholding programmes for the entrepreneurs of West Bengal. Also submitted proposals for organizing an export promotion cell and Certification Matrix for promotion of West Bengal exports. Also submitted proposals for the study of Value Chain Analysis of four different clusters of West Bengal for its promotion of exports.
- IIFT, Kolkata signed a MoU with NiMSME, Hyderabad for conducting executive development programme on export on 19 December 2019. The MoU was exchanged between Head, Kolkata Campus and Director General, Ni-MSME, Hyderabad. It has started with organizing simultaneously three 14-days “Entrepreneurship Development Programme (EDP) on Start-Up and Scale-Up for International Trade” for National SC-ST Hub, with the support of NI-MSME.
- Indo American Chamber of Commerce held discussions in the campus for signing a MoU for conducting MDPs on Export Promotion for the stakeholders of Indo American Chamber of Commerce.
- The complete list of MDPs conducted in given in Annexure I.

Research Division

- The Research Division has initiated lot of activities to strengthen both policy and other academic research from the campus. The Division has been certified for ISO/IES 27001:2013 and ISO 9001:2015 for its quality process.
- The division has undertaken Consultancy services for Tea Board to develop a perspective plan for sustainable development of activities in sync with Board’s objectives and KRA.

- Research Division (Management), IIFT Kolkata has conducted its first Management Doctoral Colloquium (MDC) on 6 December 2019. The programme was sponsored by EXIM Bank of India.
- The first Faculty Interaction Programme by Research Division (Management) of Indian Institute of Foreign Trade, Kolkata Campus was held on 2 January 2020. A team of Faculty Delegation from the USA hosted by Florida International University - Centre for International Business & Research, visited IIFT Kolkata Campus to interact with our esteemed group of faculty.

Faculty Out-Reach Activities

The presence of IIFT in Eastern Region is made effective through various outreach activities by the faculty. The faculties have participated in the following outreach activities in the given period.

- Dr. Gautam Dutta and Dr. Deepankar Sinha conducted a Training Programme on “Export of OFB Products” scheduled on 20 May 2019 to be held at the Ordnance Factories Institute of Learning, Ishapore.
- Dr. R.P. Sharma was invited by FIEO for lectures in Comprehensive Certificate Course in International Trade during 7-9 May 2019.
- Dr. K. Rangarajan attended the first meeting of International Trade Taskforce on 11 June 2019 at CII.
- Dr. Gautam Dutta was invited as a resource person in the Training on Development of Export on 27-28 June 2019 at the Directorate of Industries & Commerce, Nagaland, Kohima.
- Dr. Saikat Bannerjee was invited as a ‘Resource Person’ in 4th CII Tripura Pineapple Festival 2019 on 28 June 2019 at Pragna Bhawan, Agartala, Tripura.
- Dr. K. Rangarajan attended the MSME Convention organized by Indian Chamber of Commerce on 12th of July 2019 to address a session on “Access of MSMEs to the International Markets”.
- Dr. K. Rangarajan and Dr. Bharat Chillakuri conducted sessions on Leadership and Decision Making for the High performing young officers of IOCL on 3 September 2019.
- Dr. Ranajoy Bhattacharyya was invited as a speaker to the ISCS and ICCR collaborative Round Table Meet on “New Paradigms of India-Bangladesh Economic Cooperation” on 21 October 2019.

- Dr. R.P. Sharma was invited by the Federation of Indian Export Organization for organizing a Certificate Course in International Trade Management Programme from 4-6 November 2019.
- Dr. K. Rangarajan was invited by the Federation of Indian Export Organization for delivering a lecture on Real Time Decision Making on International Trade on 6 January 2020.

Students Activities

Co-Curricular Workshops on special areas not part of regular curriculum were conducted like Credit Analysis and Rating, Design Thinking and Six Sigma. Leadership Conclave, Budget Plus and Unleash – The E-Cell speaker series were also conducted.

IIFT, Kolkata Campus conducted its first flagship event, TEDx in June 2019, a conference where technology, entertainment and design converged, to share ideas from a broad spectrum — from science to business to global issues which helped in sharing ideas in communities around the world. Mr. S.Y. Quraishi, who served as the 17th Chief Election Commissioner (CEC) of India delivered lecture inspiring talks during the event.

The Public Policy Club of Kolkata Campus hosted the Model United Nation during 17-18 August 2019 which attracted more than 180 delegates from different parts of the country. There were delegates even from foreign countries like Bangladesh, Bhutan and Nepal.

Overall, 6 United Nations committees namely UN General Assembly, UN Security Council, UN Framework Convention on Climate Change, UN Commission on Status of Women and International Press were held.

The Campus also organized its 5th edition of Vivaan, the flagship Annual Business Summit of IIFT Kolkata. It included panel discussions in the field of Leadership, Finance, Marketing, International Trade, Strategy, Operations, Public Policy and IT/Analytics from 9-11 August 2019.

The Executive Council meeting and Kolkata Alumni Meet were organized on 6 July 2019 which was a grand success. After years of persistence, this was the first time Kolkata Campus had the opportunity to host the EC meeting at Kolkata Campus itself.

Other Initiatives

1. To formulate an Export Cell for the exporters of Assam in collaborations with Dept. of Industries & Commerce, Govt. of Assam.
2. To conduct One-day workshop on Export Awareness for Exporters in 20 districts of Assam with the support of Department of Industries & Commerce, Govt. of Assam.
3. Submitted Proposals for preparation of Certification Matrix for potential exporters and Entrepreneurs of West Bengal and Export Clinic for exporters of West Bengal to Dept. of MSME&T, Govt of West Bengal.
4. Submitted Proposal to formulate the State Export Promotion Policy for Meghalaya.

Annexure 1: LIST OF MDPs OF IIFT KOLKATA

April 2019- March 2020

Sl. No.	MDP Name	Venue	Sponsored Departments	Date	No. of Days	No. of Participants
1.	One Day Workshop on Export Awareness & Training	IIFT Kolkata	AIRIA	19 March 2019	1	33
2.	Comprehensive Training Programme on International Trade	DGCI&S, Kolkata	DGCI&S, Kolkata	18-28 March 2019	10 Half-days	30
3.	Managing Imports	RIL, Mumbai	RIL	19-20 June 2019	2 Days	30
4.	Sectoral Study & Strategic Port Management	IPA, Delhi	Indian Port Association	11-14 June 2019	4	22

5.	Tips for Personal and Professional Effectiveness Batch I	IIFT Kolkata	Labour Dept., Government of West Bengal	10-14 June 2019	5 (Residential)	20
6.	Tips for Personal and Professional Effectiveness Batch III	IIFT Kolkata	Labour Dept., Government of West Bengal	17-21 June 2019	5 (Residential)	23
7.	Tips for Personal and Professional Effectiveness Batch III	IIFT Kolkata	Labour Dept., Government of West Bengal	24-28 June 2019	5 (Residential)	20
8.	Tips for Personal and Professional Effectiveness Batch IV	IIFT Kolkata	Labour Dept., Government of West Bengal	1-5 July 2019	5 (Residential)	23
9.	Tips for Personal and Professional Effectiveness Batch V	IIFT Kolkata	Labour Dept., Government of West Bengal	8-12 July 2019	5 (Residential)	23
10.	Workshop on Export Awareness	Coimbatore	Coconut Board	24 July 2019	1	30
11.	Workshop on Export Awareness	Kochi	Coconut Board	26 July 2019	1	30
12.	MDP for Group "A" CBIC Officers	IIFT Kolkata	NACEN, Kolkata	29-30 Aug. 2019	2 (Residential)	25
13.	Export Management	HPCL, Mumbai	HPCL	12 Sept. 2019	1	19
14.	Workshop on Export Awareness	IIFT Kolkata	FICCI	19 Sept. 2019	1	33
15.	Service-Oriented Leadership and Personality Development- Batch I	IIFT Kolkata	Labour Dept., Government of West Bengal	16-20 Sept. 2019	5 (Residential)	27
16.	Strategic Management of Ports	IPA, Delhi	Indian Port Association	18-20 Sept. 2019	2	23
17.	Service-Oriented Leadership and Personality Development- Batch II	IIFT Kolkata	Labour Dept., Government of West Bengal	23-27 Sept. 2019	5 (Residential)	30
18.	Enhancing Export of Indian Tea: Markets and Barriers	IIFT Kolkata	Tea Board India	28-29 Sept. 2019	2 (Non-Residential)	26
19.	Managing Imports	RIL, Jamnagar	RIL	22-23 Oct. 2019	2 Days	30
20.	Data Science and its Application in Governance	IIFT Kolkata	Labour Dept., Government of West Bengal	4-8 Nov. 2019	5 (Residential)	25
21.	Advanced Level Handholding Programme on Exports for Entrepreneurs	IIFT Kolkata	Dept. of MSME&T, Government of West Bengal	26-29 Nov. 2019	4 (Residential)	25
22.	Global Trade Scenario	IPA, Delhi	Indian Port Association	16-17 Dec. 2019	2	12

23.	Workshop-cum-Training Programme on Export Procedures & Documentation in Arunachal Pradesh		Dept. of Industries & Commerce, Govt of Arunachal Pradesh	15 Jan. - 13 March 2020		
24.	Export Awareness Programme for Entrepreneurs of Hill Districts of WB	DIC, Kalimpong	Dept. of MSME&T, Govt of West Bengal	5-6 Feb. 2020	2	30
25.	Training Programme for officers of DIC	IIFT, Kolkata	West Bengal by MSME&T Dept.	4-6 March 2020	3	30
26.	Conducted the first "Entrepreneurship Development Programme on Start-Up and Scale-up for International Trade"	IIFT, Kolkata	Ni-MSME, Hyderabad	17 Feb. - 1 March 2020	7	30
27.	Conducted a Workshop on Export Documentation and Procedures for Apples and Kiwis at Arunachal Pradesh	Dept. of Trade and Commerce, Govt. of Arunachal Pradesh	Dept. of Trade and Commerce, Govt. of Arunachal Pradesh	13 March 2020	1	50

Centre for North Eastern Studies (CeNEST)

Under the MDP Division, the Centre for North Eastern Studies, CeNEST, has conducted four residential programmes for the North Eastern States as sponsored by North Eastern Council. The Centre will be conducting more programmes for the North Eastern States including Ladakh and Jammu & Kashmir. The detail of Programmes conducted and upcoming programmes under CeNEST for NE states is as under:

TRAINING PROGRAMMES						
Sl. No.	MDP Name	Venue	Sponsored Departments	Date	No. of Days	No. of Participants
1.	Export Potential of North Eastern States and Procedures - Batch I	IIFT Kolkata	North Eastern Council	4-8 Feb. 2019	5 (Residential)	18
2.	Export Potential of North Eastern States and Procedures - Batch II	IIFT Kolkata	North Eastern Council	18-22 Feb. 2019	5 (Residential)	22
3.	Export Potential of North Eastern States and Procedures - Batch III	IIFT Kolkata	North Eastern Council	11-15 March 2019	5 (Residential)	15
4.	Export Potential of Nagaland and Procedures	IIFT Kolkata	North Eastern Council	8-12 May 2019	5 (Residential)	15

Visits

- Visit to Tripura State for a brief presentation of CeNEST Activities and meeting was held on 20 January 2020.
- Visit to Assam State for a brief presentation of CeNEST Activities and meeting was held on 21 January 2020.

Upcoming Activities under CeNEST

- Training Programme on Export Potential of Tripura and Procedures.
- Capacity Building Training Programme for Sikkim, Arunachal Pradesh and Mizoram for export enhancement.
- Training Programme on Preparation of DPR (2 Programmes).
- Handholding programme to export oriented entrepreneurs from North East for export enhancement to Myanmar as well as to South Asian countries through border trade (3 Programmes).
- 2 Capacity Building Programmes on Export Enhancement in Ladakh and J&K.
- 2 Capacity Building Programmes on Entrepreneurship Development in Ladakh and J&K.
- 2 Capacity Building Programmes on Sustainable Development and Promotion of SMEs in Ladakh and J&K.
- Research Study on Preparation of State Export Promotion Policy of Meghalaya.
- Research Study on Enhancement of cross border trade potential between North East India and Myanmar through the existing border trade points.

Education and Training

The following programmes are being/were conducted by Graduate Studies Management Division during 2019-20:

Two-year Full-time MBA (International Business)

The two-year full-time MBA (International Business) 2019-2021 (34th batch) commenced on 24 June 2019. One hundred and seventy-three students were admitted at Delhi Campus on the basis of an All-India selection process comprising written test, group discussions, writing skill assessment and interviews.

Two-year Six months weekend MBA (International Business)

The 20th batch of two-year six months weekend MBA (International Business) 2019 - 22 at Delhi Campus for working executives started on 4 July 2019. Forty-four students were admitted to the Programme on the basis of essay writing, group discussions and interviews.

Certificate Course in Export-Import Management (CPEIM)

Certificate Course in Export-Import Management (CPEIM) (April - July 2019) commenced on 13 April 2019. Twenty-four participants joined the Programme.

Certificate Course in Export-Import Management (CPEIM) (December 2019 - March 2020) commenced on 14 December 2019. Forty-five participants joined the Programme.

53rd Annual Convocation of the Institute

53rd Annual Convocation of the Institute was held on 8 August 2019. Shri Hardeep Singh Puri, Hon'ble Minister for State (Independent Charge), Ministry of Housing & Urban Affairs and Civil Aviation and Minister of State for Commerce & Industry, Government of India delivered the Convocation Address and awarded medals/prizes and certificates to the meritorious students securing First, Second and Third position in different programmes conducted by the Institute during last one year.

Dr. Anup Wadhawan, Chairman, IIFT and Commerce Secretary, Government of India and Dr. Manoj Pant, Director, IIFT awarded degrees, diplomas and certificates to 604 students.



**PROGRAMMES CONDUCTED BY GRADUATE STUDIES MANAGEMENT
DIVISION DURING 2019-20**

S. No.	Programme	Venue	Dates/Duration	No. of participants
1.	MBA (International Business)	IIFT Delhi	2018-20	169
			2019-21	171
		IIFT Kolkata	2018-20	152
			2019-21	162
2.	MBA (International Business) Weekend	IIFT Delhi	2017-20	59
			2018-21	47
			2019-22	44
		IIFT Kolkata	2017-20	15
			2019-22	12
3.	Certificate Programme in Export-Import Management	IIFT Delhi	April - July 2019	24
			Dec. 2019 - March 2020	45

Management Development Programmes

During the year 2019-2020, MDP Division has conducted 35 programmes for Managers/executives and officers of various levels. Out of these, 7 programmes were open for all sectors/organizations, 20 sponsored programmes for Government Officers (including ITS, IES & ISS officers) and Executives of PSUs/Private sector. Besides, 4 long duration courses delivered via hybrid mode and 4 online EDPs/MDPs were also conducted. A total of 984 participants benefited from these programmes.

Category-wise Programme details

S. No.	Programmes	No. of programmes	No. of participants
A	Open	7	103
B	Sponsored	20	462
C	Hybrid/ Online long duration	4	132
D	Online EDP	2	138
E	Online MDPs (Niryat Bandhu Scheme)	1	20
F	Online MDPs (under Niryat Bandhu MOOC)	1	129
	Total	35	984

(I). OPEN PROGRAMMES

1. Web & Social Media Analytics

Two-day MDP on Web & Social Media Analytics was held at IIFT campus, New Delhi during 2-3 May 2019.

Programme Contents: An Introduction to Digital Marketing Landscape: Social, Mobility, Analytics, and Cloud (SMAC) & Career in Analytics, Web Analytics Primer (Metrics as KPIs, Clickstream analysis, Heat mapping), SERP Ranking, Search Engine Optimization (on-page and off-page optimization techniques, White / Black / Gray SEO), Search Engine Marketing (Pay per click advertising, Search engine advertising, Display advertising), Search Engine Marketing (Google AdWords), Search Engine Marketing (Google AdWords), Measuring Campaign Effectiveness: Google Analytics, Inbound and Content Marketing, Social Media Analytics, etc.

Sixteen participants attended the programme.

2. Import Procedures & Documentation

Three-day MDP on Import Procedures & Documentation was conducted during 15-17 May 2019.

Programme Contents: Getting Started in Import, INCOTERMS 2010, Incorporating Sales Contract,

Commercial Documents in Foreign Trade - Preparation & Handling, Regulatory Documents in Foreign Trade - Preparation & Handling, Import Payment Procedures – Letter of Credit & Implications of UCP-600.

The programme contents also included Leveraging Advance Authorization/DFIA, EPCG and Deemed Export Benefits in Imports, Currency Risk Management for Import Transactions, Customs Clearance for Imports in GST Regime, etc.

Sixteen participants attended the programme.

3. Export-Import Management

Three-day MDP on Export Import Management was held during 17-19 July 2019.

Programme Contents: Starting Export Import & Availing Incentives, Management of International Payments – Letter of Credit & Implications of UCP-600, Currency Risk Management in International Trade, Commercial Documents in Foreign Trade- Preparation & Handling, Regulatory Documents in Foreign Trade- Preparation & Handling, Developing INCOTERMS in Sales Contract, Risk Management in Exports-Role of ECGC, Customs Clearance, Duty Drawback & Claim Procedure, etc.

Twenty-one participants attended the programme.

4. Export Market Opportunity and Threat Assessment

Two-day MDP on Export Market Opportunity and Threat Assessment was held during 29-30 August 2019.

Programme Contents: Trade Databases and Applications, Trade Indices, Market Opportunity Assessment, Hand-On Exercise. Export Market Barriers, Introduction to WITS-SMART, Applications in WITS-SMART, etc.

Thirteen participants attended the programme.

5. Understanding India's Foreign Trade Policy

Two-day MDP on Understanding India's Foreign Trade Policy was held during 26-27 September 2019.

Programme Contents: Evolution of Foreign Trade Policy in India, Post Export Duty Neutralization through Duty Drawback Scheme, Pre-Export Duty Neutralization through AA/DFIA, Duty Neutralization in Import of Capital Goods through EPCG, Processing of Authorizations/ Duty Credit Scrip through customs, Leveraging MEIS Scheme in Export Operations, Leveraging SEIS/ MDA/ MAI/ E-commerce Export/ Status Holders, etc.

Thirteen participants attended the programme.

6. Sale on High Sea: Policy & Procedure

One-day MDP on Sale on High Sea: Policy & Procedure was held during 18 October 2019.

Programme Contents: Unlayering the Trade Transaction-Regulatory Formalities, Understanding Sale on High Seas, Sale on High Sea: Step by Step, Framing Contract and Custom Clearance, etc.

Ten participants attended the programme.

7. Export Procedure & Documentation

Two-day MDP on Export Procedure & Documentation was held during 21-22 November 2019.

Programme Contents: Starting Export & Availing Incentives, Management of International Payments – Letter of Credit & Implications of UCP-600, Commercial Documents in Foreign Trade- Preparation & Handling, Regulatory Documents in Foreign Trade - Preparation & Handling, Developing INCOTERMS in Sales Contract, Currency Risk Management in International Trade, Customs Clearance, Duty Drawback & Claim Procedure, etc.

Fourteen participants attended the programme.

(II) SPONSORED PROGRAMMES

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

IIFT being a nodal Institute for conducting professional training programme for the Indian Trade Service Probationers, the training for 2018-19 batch of 4 ITS probationers was conducted from December 2018 to November 2019. The comprehensive training was divided into three 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 Management, Market Identification, Supply Chain Management, Management of Global Sourcing, International Trade Operations, Export-Import Finance, WTO & Key agreements under Negotiation, Foreign Trade Policy (FTP) & Foreign Trade Development & Regulation Act (FTDR Act), Custom Procedure & GST Regime for Taxation (Custom).

The 2nd phase included a 3 months attachment of these ITS probationers with DGFT offices with a view to give them practical exposure.

The 3rd 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 & Experience Sharing Session.

In addition, they were also attached to various industries, ports, Government Departments like SEZs, RBI, EPCs, Parliament including one-week international attachment with PMI, WTO, Geneva, Switzerland.

2. Certificate Programme in "Global Supply Chain Management" for the Officers of Armed Forces through DGR

At the behest of Directorate General of Resettlement, Ministry of Defence, Govt. of India, a Twenty-Four weeks Professional Training Programme on "International Business Management" for the officers of Indian Armed Forces through DGR was conducted during 11 February – 3 May 2019 at IIFT, New Delhi.

Programme Contents: Marketing Management, Business Analytics, Business Economics, Global Business Environment, Accounting for Managers, IT Applications in Management, Business Communication, Designing and Managing Organization, Macro Economics,

International Trade Operations and Documentation, International Marketing, Financial Management, Supply Chain Management, Strategic Management, International Financial Management, International Trade Logistics, Legal and Regulatory Framework of Business, Entrepreneurship Development, Management of Global Sourcing, Business Ethics and Sustainability, etc.

This course was highly appreciated and well received as this was focussed to help the armed officers in starting the 2nd innings of their career.

Forty-four Officers of Indian Armed Forces successfully completed the programme.

3. International Business Management for the Officers of TVS Motors Training

Two-day Training Programme on “International Business Management” for the executives of TVS Motors was held during 12-13 April 2019 at Bangalore.

Programme Contents: Foreign Trade Policy: Incentives, Duty Neutralization, Assistance & Support, Application of FTP to promote Exports, Methods of Payment, Opportunities and Challenges in different regions, Letter of credit-Step by Step, Problems related to LC and contemplating potential changes, Institutional Infrastructure for export promotion, etc.

Sixteen executives of TVS Motors attended the programme.

4. Defence Export from India: Opportunities & Challenges for the Officers of Indian Ordnance Factories (sponsored by NADP, Nagpur)

Four-day Training Programme on “Defence Export from India: Opportunities & Challenges” for the Nodal officers of Indian Ordnance Factories Services was conducted at National Academy of Defence Production, Nagpur during 25-28 June 2019.

Programme Contents: International Payment System with Focus on Payment under L/C, Identifying Markets for Indian Defence Export, Export Promotion Strategies for Enhancing Defence Export: Understanding Competition and Competitiveness, Effective pricing & Packaging Strategies for International Markets, Currency Risk Management Strategies – Indian Perspective, Getting Started in EXIM Operation, EXIM Finance for pre shipment & post-shipment.

The programme contents also included FEMA rules for export compliance, Commercial Documentation for defence export, Regulatory Documents & Duty

Drawback for defence export, INCOTERMS, Custom Clearance of Import Cargo, Foreign Trade Policy, Govt. of India policies such as offset & Make in India, etc.

Thirty officers attended the programme. Based on the success of this programme, IIFT was offered to conduct many such programmes for different ordnance factory boards situated across country.

5. Defence Export from India: Opportunities & Challenges” for the Officers of Ordnance Factory Board (sponsored by OFIL, Kanpur)

One Week Training Programme on “Defence Export from India: Opportunities & Challenges” for the Officers of Ordnance Factory Board, Kanpur was held on 8-12th July 2019 at IIFT, New Delhi.

Programme Contents: Getting Started in Defence Export, Understanding Defence Export Import Policy, identifying markets for Defence products, Identifying products for Defence exports, Commercial Documents in Defence Export, Regulatory Documents in Defence Export, L/C & UCP Clauses – Case Study, EXIM Finance Facilities, Payments Terms in Defence Trade, L/C – Step by Step, Cargo Insurance & Claim Procedures.

The participants were provided the specific knowledge about Defence exports – Offset clauses & opportunities, ATA carnet in Defence exports, Duty Drawback in defence exports, Understanding INCOTERMS for defence trade, Role of ECGC in Defence Export, Custom Clearance in Exports Import, Negotiating Defence Deals, Foreign Trade Policy – Incentives & benefits, etc.

Twenty-four participants attended the programme.

6. “Exploring Global Opportunities” for the Executives of Murugappa Group

Two-day Training Programme on Exploring Global Opportunities for the executives of Murugappa Group was held during 23-24 July 2019 at IIFT Campus, New Delhi.

Programme Contents: Export Potential for products of Murugappa Group: a reality check, Product Market Identification process for products in question, Enhancing Price competitiveness under custom incentive plan, Exploring opportunities in RTA regime, Market Scanning Process in identified markets, Market penetration strategy in identified markets, Developing Export Strategy: hands on lab exercise, etc.

Seventeen officers attended the programme.

7. Two-day Training Programme on “Cross Cultural Communication” for the Executives of TVS Motors

Two-day Training Programme on “Cross Cultural Communication” for the Executives of TVS Motors was conducted at TVS Training Centre, Bangalore during 22-23 August 2019.

Programme Contents: Culture, Communication, Communication Process, Listening and Writing Skills, Cultural Communication in African Context and MENA Region, Intercultural Communication for North American and European Region, Intercultural Communication for ASEAN/Asia Region, Intercultural Communication for Latin American Region, Communicating and Negotiating in Inter-cultural Environment, Business Etiquette and Cross-cultural Negotiation, etc.

Twenty-five officers attended the programme.

8. Six-month Professional Training Programme on “International Business Management” for the Officers of Armed Forces

Six-month Professional Training Programme on “International Business Management” for the Officers of Armed Forces was conducted at IIFT, New Delhi during 26 August 2019 – 7 February 2020.

Programme Modules/Contents: Marketing Management, IT Applications in Management, Market Identification, Accounting for Managers, Financial Management, Global Business Environment, Strategic Management, Macro Economics, Supply Chain Management, International Marketing, International Trade Operations and, Documentation, International Financial Management, Management of Global Sourcing, Business Analytics, Legal and Regulatory Framework of Business, International Trade Logistics, Designing and Managing Organization, Entrepreneurship Development, Business Ethics and Sustainability.

The participants were also provided opportunity to visit various industries including a special port visit to Vishakhapatnam. Fifty-Two Officers of Indian Armed Forces successfully completed the programme.

9. “Office Procedure, Establishment Rule, Vigilance Matters and Financial Management” for the Officers of the Office of the Development Commissioner (Handicrafts)

Two-week Training Programme on Office Procedure, Establishment Rule, Vigilance Matters and Financial

Management for Officers of the Office of the Development Commissioner (Handicrafts) was held during 16-27 September 2019 at IIFT, New Delhi.

Programme Contents: Existing status & future prospects of Indian Handicraft Exports, Strategies to Enhance Export Potentials of Handicrafts, Office procedure: 1. Dak Management 2. File Management, Noting & Drafting, Establishment Rules: Recruitment Rules, Probation, Seniority, DPC procedure, Reservation in services for SC, ST, OBC, EWS & PwD, Pay Rules, MACP, etc., Coping with conflicts & dispute resolution in office.

The programme contents also included IT for Office Productivity, Overview of GeM, GFR-2017 Rule-149, Terms and Conditions, Mode of Procurement through GeM, Procedure for Payment in GeM & update of payment status, Registration of Organization/Creation of User Accounts, Placement of Order for Goods & Services, CRAC, Bidding and Reverse Auction, Procurement of Transport Services through GeM, GFRs 2017 – An overall perspective, Role of GFRs in Government Procurement, GFRs 2017 on Procurement of Goods and Services, Grant in Aid and implementation of various scheme and its evaluation, Constructive Use of Personality Differences, Emotional Intelligence, Stress and Coping, RTI, Leadership in Office Management, etc.

In addition, the participants were also provided knowledge about LTC Rules, LTC Rules continues, Workplace Communications, Role of Policy research on “Strategizing International Trade: case Examples from Indian Handicraft Sector, Vigilance Matters, Leave rules, Tools for effectiveness, Public Financial Management System, etc.

Thirty-two officers attended the programme.

10. “Advance Management Programme” for ISS Officers

One-week Training Programme on “Advance Management Programme” for ISS Officers (sponsored by NSSTA) was held on 23-27 September 2019 at IIFT campus, New Delhi.

Programme Contents: Geo Political & Geo Economic context of International Business, Interpersonal Effectiveness, Global Macroeconomics Environment: Challenges & Remedies, Strategic Management, Essentials of Leadership II, Analytics & Visualization I & II, Understanding Basic Concept in Finance, Project Appraisal Management, Team Dynamics, Communicating Effectively at Work place, International Business Diplomacy, etc.

Seventeen ISS officers attended the programme.

11. Cross Cultural Communication for the Executives of Murugappa Group

Two-day Training Programme on Cross Cultural Communication for the Executives of Murugappa Group was held during 11-12 November 2019 at IIFT, New Delhi.

Programme Contents: Concept and Process of Communication, Interpersonal Communication, Dynamics of Culture, Cultural Differentiation across global scenarios, Communication and Personality Differences, Strategies to constructive use of Cross Differences, Cultural Integration across GLOBE, etc.

Fifteen officers attended the programme.

12. Defence Export from India: Opportunities and Challenges for the Officers of Ordnance Factory Board (sponsored by OFIL, Kanpur)

Five-day Training Programme on “Defence Export from India: Opportunities and Challenges” for the Officers of Ordnance Factory Board, Kanpur was held during 25-29 November 2019 at IIFT, New Delhi.

Programme Contents: Getting Started in Defence Export, Understanding Defence Export Import Policy, Commercial & Regulatory Documents in Defence export, L/C & UCP clauses – Case study, EXIM Finance Facilities, Foreign Trade Incentives for Defense Sector, Payments terms in defence trade, L/C – Step by Step, Defence exports – Offset clauses & opportunities, Cargo Insurance & Claim Procedures, Understanding INCOTRMS for defence trade, Role of ECGC in Defence Export, Custom Clearance in Exports & Imports, Negotiating Defence Deals, etc.

Twenty-eight officers attended the programme.

13. Export Management Procedure for the Officers of Ordnance Factory Board (sponsored by OFIL, Ambarnath)

Three-day Training Programmes on Export Management Procedure for the officers of Ordnance Factory Board executives of OFIL, Ambarnath was held during 2-4 December 2019 at IIFT, New Delhi.

Programme Contents: Getting Started in Defence Export, Understanding Defence Export Import Policy, Commercial & Regulatory Documents in Defence export, L/C & UCP clauses – Case study, EXIM Finance Facilities, Understanding INCOTRMS for defence trade, Role of ECGC in Defence Export, EXIM Finance Facilities, Pre & Post-shipment Finance, Foreign Trade Incentives for defence Sector, etc.

Twenty-two officers attended the programme.

14. ERP, Communication and Office Management for the Officers of SAARC Development Fund, Bhutan

Five-day Training Programmes on ERP, Communication and Office Management for the Officers of SAARC Development Fund, Bhutan was held during 27-31 December 2019 at IIFT, New Delhi.

Programme Contents: Business Case for ERP, ERP Implementation Methodology-1 & 2, ERP Programme Governance and Management, ERP Deployment Issues, Critical Success Factors and Best Practices of ERP Implementation, ERP and Business Intelligence, Data Analysis & Visualization, Effective Business Writing - Case of Powerful Emails, Communicating in Teams and Making Business Presentations, Interpersonal Relation & its effectiveness, Transactional Analysis for better performance, Introduction to Media and Public Relations, etc.

The programme content also included Office Management, Company objectives, policies, procedures and protocols, Clerical support & Facilities Management, Financial Management, Budget Formulation & Allocation, Public Procurement, Risk Management, communication content design in digital versus conventional media, etc.

Five officers of SDF attended the programme.

15. Financial and Cross Border Regional Project Management Training for the Officers of SAARC Development Fund, Bhutan

Five-day Training Programmes on Financial and Cross Border Regional Project Management Training for the Officers of SAARC Development Fund, Bhutan was held during 30 December 2019 to 3 January 2020 at IIFT, New Delhi.

Programme Contents: Understanding Financial Statements, Project Evaluation, Analysis of Financial Statements, Fundamental audit, Financing of Projects, Project Risk Analysis, Social Cost-Benefit analysis, Legal Aspects of Project Finance, Case Study, etc.

Eleven officers attended the programme.

16. WTO and Intellectual Property Rights for the Officer Trainees of Indian Economic Services (2018 batch)

Five-day Training Programmes on WTO and Intellectual Property Rights for the Trainees of Indian Economic Services (2018 batch) was held during 6-10 January 2020 at IIFT, New Delhi.

Programme Contents: Foundations of the World Trading System, Evolution & Transformations in Global Political Economy, Uruguay Round Agreement and the Structure of the World Trade Organization, The Political Economy of the Regional Trade Blocs Property Rights, The Political Economy of the Intellectual Property Rights, Introduction to Agreement on Trade-Related Intellectual Property Rights (TRIPS), TRIPS and Access to Affordable Medicines, Agreement on Agriculture (AoA): Key provisions and India's Commitments, Food Security and Challenges Faced by India under AoA, etc.

The participants were also made aware of WTO and India: Confronting New Challenges, The Evolution of the Doha Round of Negotiations, GATS: Legal Architecture and India's Commitments, TRIPS-Plus Provisions in FTAs, Trade Remedy Measures under WTO, Dispute Resolution Mechanism in WTO, Trade Diplomacy and International Negotiations, International Business Strategy and Technology Licensing, etc.

Ten officer trainees of Indian Economic Service (2018 batch) attended the programme.

17. Mid-Career Training Programme on "International Trade & Management" for the Officers of DGFT

Three-week mid-career Training Programme on "International Trade & Management" for the officers of DGFT was conducted at IIFT, New Delhi during 20 January - 6 February 2020.

Programme Contents: Trade & Investment: Compliments or Substitutes, Enhancing India's Export Competitiveness: Role of FTDO's, Recent Global Trade Pattern & India's Opportunities, Export Import Provision in India, Incentives for Export with Special reference to Foreign Trade Policy, Trade Databases: Hands on Experiences, IT tools for data insight & Decision Making, Unveiling Fundamentals of Interpersonal Relationships, Effective Communication, Contract Management, Efficient Sourcing of Goods and Services, etc.

The participants were also provided knowledge on Essential of Leadership Styles, Cross Cultural Management in International Business, Cross Cultural Communication, Clearance Procedure for Export Import, Transactional Analysis, Managing Motivation at Workplace, International Marketing 1 & 2, General System of Financial Management, GEM GFR, Filing System, Noting & Drafting, etc.

The programme contents also included the topics on Role of RTAs in India's Trade Promotion, Tariff Barriers for Exports, GST Provision applicable to import & export,

India's SEZ Policy, E-business Models, Entrepreneurial Challenges and Policy Issues I & II, Non-Tariff Barriers for Exports, Custom Issues.

The programme was attended by Twenty-six officers of DGFT including Section Heads, FTDOs, etc.

18. Five-day Training Programmes on Export Import Management for the Officers of MMTC

Five-day Training Programmes on Export Import Management for the officers of MMTC was held during 27-31 January 2020 at IIFT, New Delhi.

Programme Contents: Behavioural Flexibility, Understanding Commercial Documents on Foreign Trade, Conflict Management: Individual Conflict & Interpersonal Conflict, Group Conflict for collaboration at team & Group Level, Commodity Risk Management & Derivatives I & II, Pre & Post-shipment finance, Implication of GST, Currency Risk Management, INCOTERM 2020, etc.

Twenty-three officers attended the programme.

19. Three days Training Programme on "Export Business Leadership & Management" for the Executives of Murugappa Group

Three-day Export Business Leadership & Management" for the executives of Murugappa Group was held during 20-22 February 2020 at IIFT, New Delhi.

Programme Contents: Identification of International Buyers - Step by Step, Managing Payments in Foreign Trade- L/C Step by Step, Currency Risks Management- Instrument & Strategies, Expanding & Diversifying the Business- Commercial, Executing Foreign Trade Transactions- Regulatory Compliance & Documentation, Credit Risk Management by ECGC, Trade Fair Management, Executing Foreign Trade Transactions- Regulatory Compliance & Documentation, Duty Drawback & Claim Procedure, etc.

Seventeen executives of Murugappa Group attended the programme.

20. Three-day Training Programmes on "International Banking" for the Officers of SBI

Three-day Training Programmes on "International Banking" for the officers of SBI was held during 4-6 March 2020 at SBI, Kolkata.

Programme Contents: Global Business Environment – Domestic and Overseas and Overview of IB, Digital

Products in IB & Cyber Security, WTO: Export Subsidy – Issues and way out & Foreign Trade Policy - Compliance and Incentives, Global Supply Chain Finance: New trends and Partnering with Fintechs, FEMA Rules for Merchanting Trade, NRI Business & Remittance, External Commercial Borrowing/ Syndication – Guidelines, etc.

The programme content also included Sanctions and Global Compliance, External Funding Options, Investment opportunities: ODI/FDI, KYC, Anti Money Laundering Measures and TBML, International Factoring/ Reverse Factoring/ Forfaiting, Currency Risks Management & Role, Types and Uses of Derivatives, Sale on High Seas Business and Future Outlook of International Trade, etc.

Nineteen officers of SBI attended the programme.

(III) HYBRID/ONLINE LONG DURATION PROGRAMMES

MDP Division conducted following long duration hybrid/online programmes.

1. Four-month Certificate Programme in Export and Import Management

Four-month Certificate Programmes in Export Import Management (2 batches) were conducted through hybrid mode.

S. No.	Duration	Participants
1.	April-July 2019	22
2.	October 2019 - January 2020	33

These programmes commenced with four-day on-campus modules followed by weekend classes via online mode. The online classes were conducted by IIFT's Computer Cell, wherein the students attended classes via online mode through their desktop/laptop.

The programmes covered the courses on International Marketing Management, India's Foreign Trade and Policy, International Trade Logistics, Trade Documentation, Trade Finance, Customs regulations and EXIM procedures of India.

2. Post Graduate Certificate Programme in International Business and Finance 2018-19

One-year Post Graduate Certificate Programme in International Business and Finance 2018-19 was conducted during September 2018 - September 2019.

The Programme started 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 are held from Tech Mahindra's studio situated at IIFT wherein the students attend classes on direct to Desktop mode.

The programme includes the modules on International Economic and Business Environment, Global Financial Management, Trade Logistics & Documentation, Project Finance, Financing of International Trade (include currency and Forex management, International commodity Derivative markets, Mergers and acquisition, etc.

Fifty participants have successfully completed the programme.

3. Six-month Certificate Programme in Export and Import Management for the Executives of BEL (Oct. 2019 - March 2020)

Six-month Certificate Programme in Export and Import Management for the Executives of BEL was conducted through online mode during October 2019 - March 2020.

The programme includes the modules on Global Business Environment, Foreign Trade Policy, International Trade Operation, EXIM Finance, International Trade Logistics, International Marketing, Custom Procedures in GST Regime, etc.

Twenty-seven executives of BEL attended the programme.

(IV). ONLINE EDPs

1. Online Executive Development Programme in Strategies for International Business - Collaboration with Talentedge

Six-month Online Executive Development Programme in Strategies for International Business, batch 3 was conducted during January – June 2019.

Programme Contents: Introduction to strategic Management Process, External & Industry Environment, Internal Resources & Capabilities, Business Level Strategies, Corporate & Competitive Strategies, International Business Strategy, Country Evaluation and Selection, Strategy Execution, Change Management, Global Business Environment: An Overview, Cultural Political & Legal Environment and their implications for International Business, Global Value Chain, WTO Negotiation- Issues, International Financial Strategy,

Strategies for Foreign Exchange Risk Management, Macro-Economic Scenario with reference to Monetary & Fiscal Policy, Emerging Trade and FDI Issues impacting Global Business Environment, International Trade Development, etc.

The programme content also included the International Marketing Environment, Pricing Decisions for International Markets, Product & Branding Decisions for International Markets, International Distribution Decision, International Business Negotiation, International Commodity Derivative Markets and Price Risk Management, EXIM Policy Framework, EXIM Operation & Documentation, Custom Clearance of Export & Import Cargo, WTO v/s International commercial arbitration, FDI and Trade, etc.

Fifty-six participants attended the programme.

2. Online Executive Development Programme in Global Supply Chain Management- Collaboration with Talentedge

Six-month Online Executive Development Programme in Global Supply Chain Management, batch 3 was conducted during February - July 2019.

Programme Contents: Insight into global trade and global supply chains, global operations strategy; market entry modes and global market development, global supply chain finance; best practices in managing supply chain, Network flow models, supply chain network design and optimization, advanced modelling of supply chain network, demand forecasting tools and techniques; strategic make or buy decision in global context, global supply chain purchasing strategies, supplier selection, global sourcing and procurement optimization, supplier risk management, logistics infrastructure, global trade logistics, warehousing networks, etc.

The programme content also included global trends in packaging and material handling, containerization; intermodal transportation; supply chain security issues, international trade contracts, financing global trade and insurance issues; commercial documents, letter of credit, customs clearance and EDI, International trade practices, Supply chain analytics and its application, digital transformation of supply chain, global production networks, supply chain sustainability, performance benchmarks for competitive advantage.

Fifty-six participants attended the programme.

(V). 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 online programmes on Export-Import Business. During 2019-20, IIFT conducted 30th batch of the programme during 9 May - 4 June 2019.

Programme Contents: Converting dreams into Reality: Introducing the Programme and Business Plan, Starting Export, Import and availing incentives (Part-1), How to Identify Products for Exports, Market Identification for Exports/Imports, Understanding Trade Databases & Trade Opportunities, Commercial Regulatory documents in Foreign Trade, Custom Clearance for Export and Import, Preparation of an effective sales contract, Duty drawback & claim procedure, Developing INCOTERMS in sales contract, International Product Development & Adaptation, Business opportunities in RTA markets, etc.

The programme contents also included Management of International Trade Payments – To ensure full and final Payments, How to Organize Trade Logistics?, Checking creditability of buyers and handing payments defaults: ECGC cover, Understanding mechanism and role of Letter of Credit - Implication of UCP-600, Goods and Service Tax & Neutralization in Export, Understanding Export Trade Supply Chain Finance - To do more business with less own money, Promoting Exports through WTO complaint Foreign Trade Policy, Implications of Non-Tariff barriers for exports, Starting Export, Import and availing incentives (Part-2), Framework of Export Trade Finance Schemes - Cost reduction approach, etc.

In addition, the programme also covered the topics on Understanding RBI regulations under FEMA & FEDAI, Rules for successful export transaction, Introduction to currency risk management – To protect Profit margin of Export business, etc. At the end of each programme, there was a specific session called panel discussion in which the participants' queries related to their day to day business issues were resolved/sorted out.

Twenty participants attended the programme.

(VI). ONLINE MDPs (UNDER NIRYAT BANDHU MOOC)

Online "Anytime – Anywhere" export awareness programme through Massive Open Online Course (MOOC) on "Basics of Export-Import" is being conducted by IIFT in collaboration of DGFT, Govt. of India to train the new exporters and entrepreneurs across country. This programme can be attended by anyone at no cost.

In 2019-20, a total 129 participants were trained in Export-Import Business through this programmes.



Management Development Programme on "Import Policy, Procedure & Documentations"
(15-17 May 2019)



Management Development Programme on "Export Business Leadership Management" for the Officers of
MMTC, 27-31 January 2020



Management Development Programme "Export Business Leadership Management for the Executives of
Murugappa group 20-22 February 2020.

LIST OF PROGRAMMES CONDUCTED BY MDP DIVISION (2019-20)

A. OPEN PROGRAMMES

S. No	Title of the Programme	Location	Dates	Programme Director	Participants
1.	Web & Social Media Analytics	IIFT New Delhi	2-3 May 2019	Dr. Ankit Kesharwani	16
2.	Import Policy Procedure & Documentation	IIFT New Delhi	15-17 May 2019	Dr. Areej Aftab Siddiqui	16
3.	Export Import Management	IIFT New Delhi	17-19 July 2019	Dr. Areej Aftab Siddiqui	21
4.	Export Market Opportunity & Threat Assessment"		29-30 Aug. 2019	Dr. Debashis Chakraborty	13
5.	Understanding Foreign Trade Policy	IIFT	26-27 Sept. 2019	Dr. Ram Singh	13
6.	Sale on High Sea	IIFT	18 Oct. 2019	Dr. Ram Singh	10
7.	Export Procedure & Documentation	IIFT	21-22 Nov. 2019	Dr. Areej Aftab Siddiqui	14
			Total		103

B. SPONSORED PROGRAMMES

Sl. No.	Title of the Programme	Location	Sponsoring organization	Dates	Programme Director	Participants
1.	Professional Training Programme on "International Trade and Business" for ITS Probationers	IIFT New Delhi	DGFT, Govt. of India	Dec. 2018- Nov. 2019	Dr. Ram Singh	4
2.	Global Supply Chain Management for the Officers of Armed Forces through DGR	IIFT New Delhi	DGR (3 months)	11 Feb. – 3 May 2019	Dr. Areej A. Siddiqui	44
3.	Two-day MDP on "International Business Management" for the Executives of TVS Motors	TVS Motors, Bangalore	TVS Motors	12-13 April 2019	Dr. Ram Singh	16
4.	Four-day MDP on "Strategies for Exports" for OFB Officials	IIFT New Delhi	NADP, Nagpur	25-28 June 2019	Dr. Ashish Gupta	30
5.	Ordnance Factory Board - Defence Export from India - Opportunities and Challenges	IIFT New Delhi	OFIL, Kanpur	8-12 July 2019	Dr. Ram Singh	24

6.	Two-day MDP on “Exploring Global Opportunities” for the Executives of Murugappa Group	IIFT New Delhi	Murugappa Group	23-24 July 2019	Dr. Tamanna Chaturvedi	17
7.	Cross Cultural Communication in International Business for the Executives of TVS Motors	TVS Motors, Bangalore	TVS Motors	22-23 Aug. 2019	Dr. Ginni Chawla	25
8.	Six-month Professional Training Programme on International Business Management for the Officers of Armed Forces	IIFT New Delhi	DGR, Ministry of Defence, Govt. of India	Aug. 2019 - Feb. 2020	Dr. M Venkatesan	52
9.	Two-week Training Programme on Office Procedure and Establishment Rule, Vigilance Matters, Grant-in-aid and GFR	IIFT New Delhi	Ministry of textile (Office of DC, Handicraft)	16-27 Sept. 2019	Dr. O.P. Wali	32
10.	Mid-Career Training Programme on Advanced Management Programme for in service ISS Officers	IIFT New Delhi	NSSTA, Ministry of Statistics & Programme Implementation, Govt. of India	23-27 Sept. 2019	Dr. Sweta S. Malla	17
11.	Cross Cultural Communication for the Executives of Murugappa Group	IIFT New Delhi	Murugappa Group	11-12 Nov. 2019	Dr. Tuheena Mukherjee	15
12.	Defence Export from India: Opportunities and Challenges for the Officers of Ordnance Factory Board	IIFT New Delhi	OFIL, Kanpur	25-29 Nov. 2019	Dr. Ram Singh	28
13.	Export Management Procedure for the Officers of Ordnance Factory Board	IIFT New Delhi	OFIL Ambarnath (Maharashtra)	2-4 Dec. 2019	Dr. Ram Singh	22
14.	ERP, Communication and Office Management for the Officers of SAARC Development Fund	IIFT New Delhi	SAARC Development Fund, Bhutan	27-31 Dec. 2019	Dr. O.P. Wali	5
15.	Financial and Cross Border Regional Project Management Training for the Officers of SAARC Development Fund	IIFT New Delhi	SAARC Development Fund, Bhutan	30 Dec. 2019 - 3 Jan. 2020	Dr. V. Raveendra Saradhi	11
16.	WTO and Intellectual Property Rights for the Officer Trainees of Indian Economic Services (2018 Batch)	IIFT New Delhi	Dept. of Economic Affairs, Ministry of Finance, Govt. of India	6-10 Jan. 2020	Dr. Rohit Mehtani	10
17.	Mid Career Training Programme for the Officers of DGFT	IIFT New Delhi	DGFT	20 Jan. - 6 Feb. 2020	Dr. Ankit Kesharwani	26

18.	Export Import Management for the Officers of MMTC	IIFT New Delhi	MMTC	27-31 Jan. 2020	Dr. Priyanka Jaiswal	23
19.	Export Business Leadership & Management for the Executives of Murugappa Group	IIFT New Delhi	Murugappa Group	20-22 February 2020	Dr. Ram Singh	17
20.	International Banking for the Officers of SBI	SBIL Kolkata	SBI	4-6 March 2020	Dr. Ram Singh	19
					Total	426

C. HYBRID/ONLINE LONG DURATION

Sl. No.	Name of the Programmes	Date	Programme Director	No. of Participants
1.	Certificate Programme in Export-Import Management (Hybrid)	April-July 2019	Dr. Tamanna Chaturvedi	22
2.	Certificate Programme in Export-Import Management (Hybrid)	Oct. 2019 – Jan. 2020	Dr. Tamanna Chaturvedi	33
3.	Post Graduate Certification Programme in International Business & Finance	Sept. 2018 – Sept. 2019	Dr. Sheeba Kapil	50
4.	Certificate Programme on Export Import Management for BEL	Oct. 2019 - March 2020	Dr. Arunima Rana	27
			Total	132

D. ONLINE EDP

Sl. No.	Name of the Programmes	Date	Programme Director	No. of Participants
1.	Executive Development Programme in Strategies for International Business (Batch 3)	March-July 2019	Dr. Prateek Maheshwari	56
2.	Executive Development Programme in Global Supply Chain Management – Batch 3	May-Oct. 2019	Ms. Sonu Verma	82
			Total	138

E. ONLINE MDPs (NIRYAT BANDHU)

Sl. No.	Name of the Programmes	Date	Programme Director	No. of Participants
1.	Export-Import Management	9 May-4 June 2019	Dr. Ram Singh	20

F. ONLINE MDPs (UNDER NIRYAT BANDHU MOOC)

Sl. No.	Name of the Programmes	Date	Programme Director	No. of Participants
1.	Export-Import Management	Anytime – Anywhere	Dr. Ram Singh	129

Research at IIFT

The activities of the Research division aim at increasing the visibility for IIFT and to emerge as a think tank for trade policy analysis with strong research output. Research and other activities of the division also aim at supporting the long term and short term educational programmes in the area of International business. As such, efforts are being made to broad base the research activities into different functional areas of management, as well. The research activity holds great significance in the growth of the Institute as it provides a strong pervasive interface between research and training. Apart from studies sponsored by the Government and other national and international organizations, the Institute has also been successfully bidding for projects, nationally and internationally.

I. Research Studies Completed

- **Rationalization of Export Promotion Councils (EPCs)**

Sponsored: Ministry of Commerce and Industry

Cost of the Study: ₹ 24.98 Lakh

The study does the assessment of the role, objectives and services of 27 EPCs in India. The existence of numerous export promotion councils is assessed and their contribution to export performance is evaluated. It also studies the utilization of MAI/MDA grant received by the EPC from DoC; the mechanism being used by EPCs for creating export awareness; the activities of EPCs at national and international platforms; and the uniformity in fee structure with respect to Membership, Issuance of RCMC and Certificate of Origin.

- **Analysis of Domestic Supply vs. Imported Raw Bamboo Sticks for Aggarbatti**

Sponsored: Ministry of Agriculture

Cost of the Study: ₹ 10.00 Lakh

India, with its vast resources of bamboo, has the potential to become a significant player in international bamboo export. But even though India is the world's second-largest bamboo grower, its bamboo products capture just 4.5 per cent of the global market. Moreover, India despite being the second largest producer of bamboo; surprisingly stands as second largest importer of this product, primarily bamboo sticks and raw aggarbatti. The extent of these Bamboo resources shows clearly

that resources are available for a vibrant domestic industry in the same, and raises questions as to why firms nonetheless must import Bamboo for their products? In light of the above, the study aims to explore the possibility of export promotion as well as import substitution feasibility.

- **Roadmap and Strategies to Promote Export of Dairy Products for the Organized Dairy Sector**

Sponsored: National Dairy Development Board (NDDB)

Cost of Study: ₹68.49 Lakh

The objective of the study aims to examine several challenges faced by dairy industry especially the organized dairy sector both from domestic as well as from international perspective. The study also aims at suggesting export promotion strategies for dairy products and thereby proposing a roadmap for Dairy industry in terms of infrastructure requirement, pricing strategies and improving the availability of marketable surplus and quality of the products, etc.

- **Study for Evaluation of CSR Projects for the year 2018-19**

Sponsored: Security Printing and Minting Corporation of India Ltd. (SPMCIL)

Cost of Study: ₹ 4.72 Lakh

The objectives of the study to evaluate the CSR initiatives (as mentioned in Technical Specifications, Section VII of Tender Document) in their existing status and verify that the objectives of are in line with the policy framed by DPE and to assess the effectiveness of the project in terms of its outcomes and impact on various stakeholders.

- **Study on Formulation of New Financial Assistance Scheme for the Period 2020-2025**

Sponsored: APEDA

Cost of Study: ₹20.0 Lakh

The primary objective of this study is to prepare a comprehensive framework of export promotion schemes for APEDA. It would also include a complete framework for phasing out existing

incentives and introducing contemporary, new incentives for export promotion in line with WTO requirements.

II. Research Studies under Progress

- **Study on Implications of Bhagwat Geeta in Contemporary Management: An Empirical Study**

Sponsored: ICSSR

Cost of Study: ₹ 15.0 Lakh

The research project contemplates to carry out a comprehensive study based on extensive field research to identify best practices with respect to contemporary management styles that are supported by concepts of ancient Indian scripture, Bhagwat Geeta. The research work would involve use of qualitative data thematic analysis and other statistical tools to evolve a conceptual framework to relate the ancient text with contemporary management practices.

- **Third Party Evaluation of Market Access Initiative (MAI) Scheme**

Sponsored: Ministry of Commerce

Cost of Study: ₹ 10.0 Lakh

The study aims to carry out an overall review of the MAI scheme, to assess the impact of MAI scheme on export promotion, suggest parameters for measuring outcome/output of the Scheme and mapping of exports with product and country with assistance received under MAI.

- **Export Promotion Policy & Strategic Action Plan for Delhi**

Sponsored: Govt. of NCT of Delhi

Cost of the Study: ₹ 12.0 Lakh

The primary objective of this study is to develop an Export Promotion Policy and Strategic Action Plan

envisaged to act as a catalyst to promote exports on a sustainable basis for Delhi. The study aims at identifying product/service group for exports and evolving a holistic strategy for enhancement of export of such products and services. It also aims at identifying new markets as well as increasing its share in existing markets.

- **Study on Impact of Special Package on Exports of Apparel and Made-up**

Sponsored: Ministry of Textiles

Cost of the Study: ₹ 15.63 Lakh

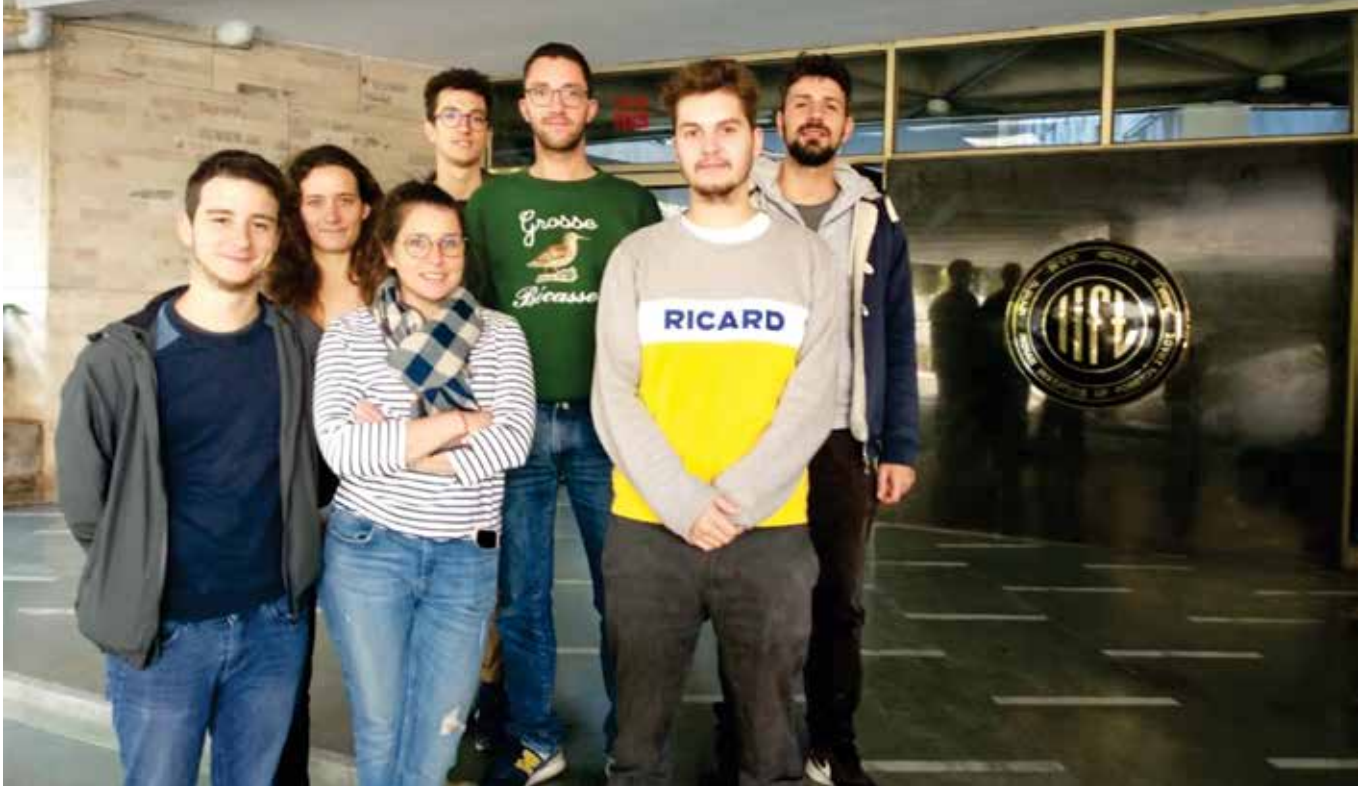
The objective of the study is to evaluate the impact of Special Package on exports, employment and investment in the apparel/made-ups sector, to assess the outcomes of the schemes; RoSL, PMPRPY and subsidy under ATUFS, to find out the reasons why targets of Special Package couldn't be achieved, if it is so, to find out the challenges faced by exporters in taking benefits under Special Package, to identify the domestic and external challenges affecting the export performance of apparel and made-ups, and to make suggestions for improving the monitoring and implementation of the Special Package.

III. Ph.D. Programme

The Ph.D. Programme (Management) 2019 has been commenced from 2 August 2019. Thirty-nine Students (11 Full-Time and 28 Part-Time) have joined the programme. Teaching of Semester-II Course is going on. Till date the Institute has awarded 44 Ph.D. Degree.

International Cooperation

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



International Student Exchange Programme MBA (IB) January-March 2020.

Student Exchange Programme

Inbound Students

Ten students came to IIFT from different Universities and Institutions under Students Exchange Programme during October 2019 - March 2020.

S. No.	Countries	Universities	No. of Students
1	Italy	Bocconi University	1
2		University of Insubria	2
3	France	Grenoble School of Management	4
4		Rennes School of Business	2
5	South Korea	Hankuk University	1
Total Students			10

Outbound Students

Under the Students Exchange Programme, a total of 21 students (9 students from Delhi Campus and 12 students from Kolkata Campus) visited the various International Universities from January – March 2020.

S. No.	Countries	Universities	No. of Students
1	France	EM Strasbourg University	6
		Grenoble School of Management	2
		IESEG School of Management Lille Catholic University	5
		Rennes School of Business	1
2	Finland	Hanken-Swedish School of Economics	4
3	Germany	Saarland University	2
4	Spain	UAB-Universitat Autònoma de Barcelona	1
		Total Students	21

Faculty Development Programme

The approved IIFT Faculty participation for National/International Conferences/Training Programmes under Faculty Development Programme during the period April 2019 - March 2020 is given below:

Conferences		Training Programmes
National	5	3
International	10	4

Foreign Delegate Visit to IIFT

ICCD regularly receives delegations throughout the year from various Universities/Institutions/ Corporates, etc. These visits enable IIFT to network for entering into new collaborations.



Delegation Visits at ICCD

Date of Visit	Organization	Persons Visited	Purpose of Visit	IIFT Faculty
15 April 2019	Tulane University, USA	Prof. Robin Forman, Sr. Vice President Academic Affairs & Provost Prof. of Mathematics Prof. Satyajit Dattagupta, Vice President, Enroll Management Dean of Admission	About Students Exchange and Short term visit of Executive and under Graduate Students Follow-up meeting at Edinburgh (UK)	Prof. Manoj Pant, Director Dr. Ravi Shanker, Chairperson (ICCD)
25 July 2019	IPAG, Dhaka, Bangladesh	Dr. Syed Munir Khusru	To Establish Mutual Cooperation on Foreign Trade & Investment	Prf. Manoj Pant, Director Dr. Vijaya Katti, Dean Dr. J. Symss, Associate Professor
1 Aug. 2019	AACSB, President & CEO	Dr. Tom Robinson	To deliver a lecture to IIFT Faculty on “Trends in Business Education Globally and Benefits of AACSB Accreditation	IIFT Faculty
7 Feb. 2020	Maastricht School of Management, Netherlands.	Mr. David Cass, Director of Education, Maastricht School of Management	To discuss about possible collaboration between the Institutions and to learn about issues related to Indian Management Education System.	Dr. Vijaya Katti, Dean Dr. J. Symss, Associate Professor



Dr. Tom Robinson, AACSB, President & CEO delivering lecture to IIFT Faculty.

Memorandum of Understanding

IIFT has established academic ties with International Universities/Institutes to enable activities such as joint training and research programmes along with student/faculty exchanges. IIFT has collaborations with 29 Universities/Institutes across the world. Of these Universities/Institutes, 12 are in Europe, 5 in Asia and 12 in other parts of the world.

New MOUs Signed in 2019-2020

The Institute has signed an MoU with International Universities/Institutions:

- The Institute has signed an MoU with Kent State University, Ohio, USA on 9 April 2019 for Student/Faculty Exchange and other academic activities for a period of five years.
- The Institute has signed an MoU with Deakin University, Australia on 6 June 2019 for academic staff collaboration in research, teaching and learning in areas of common interest for a period of five years.
- The Institute has signed an MoU with SolBridge International School of Business, Woosong University, South Korea on 26 August 2019 for Student/Faculty Exchange and other academic activities for a period of five years.

New Collaborations under Discussion

- Collaboration with Tulane University USA is under discussion.
- Collaboration with Bangladesh Foreign Trade Institute, Dhaka is at its final stage. The Institute has signed an MoU but it is yet to be signed by BFTI.

- Collaboration with Institute for Policy, Advocacy and Governance (IPAG), Dhaka, Bangladesh is under discussion.

Executive Students Study Tours

The International Business School, Americas with whom IIFT has an academic collaboration, conducting a “Short Term Executive Programme in Europe 2019”. IIFT’s seven students of EPGDIB 2018-20, MBA (IB) 2019-21 and Ph.D. (Management) 2019 programmes have applied for participation to attend the “Short Term Executive Programme in Europe 2019” during summer or winter break.

Progress on AACSB Accreditation

IIFT is in the advance stage of AACSB accreditation. In June 2019, the Institute submitted Third Initial Self Evaluation Report (iSER), which was accepted in August 2019. Subsequently, the Initial Accreditation Application was submitted on 15 October 2019 and Peer Review Team has been appointed.

A two-day virtual meeting took place with the Chairman of AACSB's Peer Review Team Dr. Zoltan (Germany) during 19-20 March 2020. The review meeting was structured around 7 sessions each of 90 minutes. Prof. Manoj Pant, Director, IIFT, Chaired the interactions and the others who represented IIFT were Prof. Ravi Shanker, Chairperson (ICCD), Dr. P.K. Gupta (Registrar), Dr. J. Symss (Associate Professor), Dr. Ashish Gupta (Assistant Professor), Dr. Tuhina Mukherjee (Assistant Professor) and Dr. Khush Hal S. Lagdhyan (Manager AACSB). During the meetings IIFT presented its report on all the 15 standards and Dr. Zoltan gave his observations.



Dr. Ravi Shanker attended AACSB meeting on Engagement, Innovation and Impact in Amsterdam on 4 October 2019.

International Membership

The Institute is a member of the following International Institutions:

- The European Foundation for Management Development (EFMD).
- Association of MBAs (AMBA).
- Academy of International Business (AIB).
- The Association of Advance Collegiate Schools of Business (AACSB).

National Membership

The Institute holds membership of the following National Institutions:

- Association of Indian Universities (AIU).
- All India Management Association (AIMA).
- Association of Indian Management Schools (AIMS).
- The Global Compact Network, India.

International Projects

The Executive Management Programme (EMP) Division of IIFT had the following main activities during the period 2019-20:

Executive Post Graduate Diploma in International Business (On-campus)

This programme is designed especially for working executives and is based on a comprehensive structure intended to deliver education in international business and its related aspects. The courses and curriculum are regularly updated to integrate current business developments and practices. The 15-month programme draws on the cutting-edge insights from business practices, international business strategy research, case studies of experiences of exporters, investors, collaborators in joint ventures and business partners pursuing opportunities in cross-border value chains, value grids and constellations. The EPGDIB 2019-20 batch commenced on 7 August 2019 with 95 participants across India. The International Study tour of one-week duration was conducted at Antwerp, Belgium in February 2020.

Executive Post Graduate Diploma in International Business (Hybrid)

The Hybrid batch of EPGDIB is also a 15-month programme offered to working executives in and

outside India. The EPGDIB (Hybrid) 2019-2020 batch commenced on 7 August 2019 with 35 participants across India using Direct to Desktop technology. The International Study tour of one-week duration was conducted at Hamburg, Germany in February 2020.

MBA (International Business) at Tanzania

The Institute had launched MBA (International Business) Degree Programme in Tanzania in the year 2000 in collaboration with the Institute of Finance Management (IFM) at Dar-es-Salaam. Over the years, the programme has become highly attractive for trade and commerce in Tanzania as well as the whole of Africa. The Thirteenth batch of the programme is slated to start from October 2020.

Capacity Development Programmes on International Business for African Countries

As part of decisions taken at India-Africa Forum Summit (IAFS-I) in 2008, the Institute had been selected by Government of India to conduct Capacity Development Programmes on International Business for African Countries. During 2009-2015 IIFT conducted 40 Executive Development Programmes (EDPs) in 36 African Countries. Under IAFS-III, IIFT has organized EDPs in Madagascar, Tunisia, Angola & Egypt in 2018.

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 policy-makers.

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

Detailed research by the Centre in strengthened 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 negotiations and committee meetings at 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 2019-20, governments of Sri Lanka and Zimbabwe approached the Centre for organizing training programmes on different aspects of the WTO.

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

The Centre for WTO Studies partnered with various inter-governmental organizations, including 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.

The Centre was designated as the secretariat for the High-Level Advisory Group constituted by the Department of Commerce to make recommendations on pursuing opportunities, addressing challenges and finding a way forward amidst emergent issues in the contemporary global trade scenario. The High-Level Advisory Group submitted its recommendations on 30 October 2019.

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 region-oriented and theme-specific includes:

- 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 viz. Tariff analysis, potential of Trade in Goods, Rules of Origin, Non-Tariff Measures, 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's primary focus has been to provide valuable inputs to the Government of India and thereby better enable its officials in taking well informed decisions. In pursuance of its mission and mandate, CTIL has provided rigorous technical inputs on complex legal issues arising from India's ongoing trade negotiations, planning and implementation of India's foreign trade policy (including various trade promotion and support schemes) and other matters pertaining to issues of international economic law. Overall, the Centre has been consistently providing technical inputs to the

Government of India and other government agencies on issues of international trade and investment law. In fact, more than 180 advisory opinions have been provided by the Centre to the Department of Commerce on vital trade issues including inter alia the planning and implementation of trade promotion schemes under India's Foreign Trade Policy, interpretation and analysis of multilateral and bilateral trade agreements including analysis of the negotiating texts in India's ongoing trade negotiations, E-Commerce Policy, the Personal Data Protection Bill, Matters of International and Domestic Taxation, Imposition of Royalty, the Proposed Chemical Regulations in Consultation with the Ministry of Chemicals and Petrochemicals, etc. These opinions have sought to explain the nuanced legal conundrums relating to Trade in Goods, Services, E-Commerce, Export Subsidies and Double Taxation Avoidance.

RESEARCH UNDERTAKEN BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING APRIL 2019-MARCH 2020

S. No.	Title
1.	WTO-consistency of the revised MNRE Office Memorandum No. 283/54/2018-GRID SOLAR dated 2 January 2019 and titled "Approved Models and Manufacturers of Solar Photovoltaic Modules (Requirements for Compulsory Registration) Order, 2019".
2.	Drafted responses to questions posed to India as a co-proponent of the proposals to amend the WTO DSU on Developing Country Interests and Effective Compliance.
3.	Comments on the Draft Statement by India at the Committee on Agriculture.
4.	Legal Validity/Significance of information provided to the WTO Secretariat.
5.	Interpretation of the term "traditional staple food crops" in Bali Ministerial Decision on Public Stockholding for Food Security.
6.	Analysis of DS 495 - Korea — Radionuclides (Japan).
7.	Template (I) For Setting Procurement Targets.
8.	WTO-consistency of the Purchase Preference Policy (PPP) for 102 drugs procured from five Pharma Central Public Sector Enterprises (CPSEs) and their subsidiaries by way of Government Procurement.
9.	Trade Notice dated 29 January 2019 Streamlining procedure for New Shipper Review Investigations violative of India's obligation under the Anti-Dumping Agreement of the WTO.
10.	Opinion on the proposal to amend Articles 16 and 22 of the Rotterdam Convention's Text at the ninth Conference of Parties (COP-9).
11.	Final review of the Customs Tariff (Identification and Assessment of Safeguard Duty) Rules, 1997.
12.	Revised Opinion- Interpretation of the term "generally available" in Article 6.2 of the AoA.
13.	Opinion on whether there is a reasonable legal basis to challenge US action in the WTO regarding certain Indian H1B visa holders.
14.	Analyzing the WTO consistency of the 'Policy for providing preference to Domestically Manufactured Iron & Steel Product'.
15.	Study on the WTO compatibility of the United States' support to the farm sector.

**RESEARCH UNDERTAKEN BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING
APRIL 2019-MARCH 2020**

S. No.	Title
16.	Draft responses to questions posed to all members as a part of the process of reform of the Appellate Body and the WTO DSU.
17.	Analysis of the suggestions put forth by Brazil and Australia and Japan on the impasse related to appointments to the Appellate Body.
18.	Preparation of background note on issues relating to dispute settlement and talking points for the New Delhi Mini Ministerial 2019.
19.	Analyzing the WTO-consistency of Clause 10(d) of the Public Procurement (Preference to Make in India), Order 2017.
20.	Proposed Structure of APTA Agreement on Trade in Services.
21.	Questions on WTO Secretariat's report on Canada's Trade Policy Review of 2019.
22.	Inputs for the Working Group Meeting on Public Stockholding for Food Security Purposes to be held on 23 May 2019.
23.	Analysis of the suggestions put forth by Taiwan to resolve the impasse related to appointments to the Appellate Body.
24.	Comments on the proposed modifications in United States' rules on 'Benefit' and 'Specificity' in countervailing duty proceedings.
25.	Opinion on fuel tax remission and Annex I of the SCM Agreement.
26.	Comments on U.S. Commerce's Proposal to Modify Regulations in Countervailing Duty Proceedings.
27.	CTIL's Comments on the Proposed Elements of the Indian Version of 'Section 301'.
28.	Comments on the proposed modification of regulations regarding Benefit and Specificity in Countervailing Duty proceedings.
29.	Query regarding the definition of transitional safeguard measure in the currently negotiated RCEP Agreement.
30.	Extract of Transitional Safeguard Measures in Indian RTAs And Other RTAs.
31.	WTO analysis of proposed policies relating to export of sugar – Re Article 9(d) & (e) of AoA.
32.	Opinion on (i) admissibility of electricity surcharge as an indirect tax and; (ii) interpretation of the term "production" in item (g) of the Illustrative List under the SCM Agreement.
33.	An analysis examining the key elements of the EU GDPR and the draft PDP Bill and a comparative analysis of the same.
34.	Introductory Note to a draft legislation creating an authority to recommend unilateral trade restrictions against appropriate foreign countries.
35.	Query pertaining to comments on proposed amendments in Anti-dumping and Anti-subsidy rules.
36.	Analysis of FTAs/RTAs by India and other global FTAs regarding taxation measures.
37.	Compliance with the WTO Agreement of the ban on import of raw furskins of mink, fox and chinchilla.
38.	Follow up query on implication of Article 7 of the General Provisions Chapter relating to taxation in RCEP on India.
39.	Comments on WTO compatibility of the guidelines for Import/ Export (Cross Border) of Electricity 2018.
40.	Opinion on Peru's counter-proposal on the text of Monopolies and Service Suppliers and Payments and Transfers in the Chapter on Trade in Services.
41.	Opinion on the query arising from the definition of Mode 4 and Annex on Movement of Natural Persons for Supplying Services.

RESEARCH UNDERTAKEN BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING
APRIL 2019-MARCH 2020

S. No.	Title
42.	Reply to the questions of Australia and Canada on procurement, disposal and export/import of pulses.
43.	Review of status of the Trade Agreements signed by Govt. of India with Argentina and Brazil in 1966 and 1968, respectively.
44.	Template for setting procurement target for cotton.
45.	Examination of Article 118 of Veterinary Medicinal Products Regulation (2019/6) introduced by European Union.
46.	Opinion on legal issues regarding the proposed text of certain provisions in Trade in Services Chapter and Movement of Natural Persons Chapter in the Regional Comprehensive Economic Partnership Agreement.
47.	Query arising out of the text proposed for Institutional Structure of the Committee on Trade in Goods under the RCEP Agreement.
48.	Opinion on issues arising from various new proposals in the Article on Transition in the Chapter on Trade in Services.
49.	Opinion on Philippines' proposed footnote to circumscribe the scope of obligations on ancillary services related to air transport (specialty air services, ground handling services and air operation services).
50.	Opinion on the legal issues pertaining to the proposed Article XIII ("Modification of Schedules") in Trade in Services Chapter.
51.	Opinion on Peru's counter-proposal on the text of Monopolies and Service Suppliers and Payments and Transfers in the Chapter on Trade in Services.
52.	Importance of Domestic Regulations for Commitments Relating to Movement of Natural Persons.
53.	Reformulation of certain provisions in the Chapter on Movement of Natural Persons in the Regional Comprehensive Economic Partnership Agreement.
54.	Opinion on Export Subsidy Policy on Sugar.
55.	Revised Opinion on WTO compatibility of the proposed incentives to the ACC and battery manufacturing industry.
56.	Opinion on Peru's counter-proposal on the text of Monopolies and Service Suppliers and Payments and Transfers in the Chapter on Trade in Services.
57.	Opinion on Blue Box Domestic Support Measures.
58.	WTO analysis of proposed policies relating to export of sugar.
59.	Legal opinion on constitution of a single panel or separate panels for India's dispute at the WTO on measures concerning sugar and sugarcane with Brazil (DS579), Australia (DS580) and Guatemala (DS581).
60.	Legal Strategy Document and Roadmap for India And Chile Trade Negotiations.
61.	Analysis of India's draft proposals on fisheries subsidies negotiations at WTO from a legal perspective.
62.	To Address Certain Fisheries Subsidies That Contribute to Overfishing and Overcapacity.
63.	General Provisions and Exceptions.
64.	Talking points for the Capital's team on Taxation Provision.
65.	Opinion on legal issues regarding the proposed text of certain provisions in Trade in Services Chapter and Movement of Natural Persons Chapter in the Regional Comprehensive Economic Partnership Agreement.

**RESEARCH UNDERTAKEN BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING
APRIL 2019-MARCH 2020**

S. No.	Title
66.	Opinion on issues arising from various new proposals in the Article on Transition in the Chapter on Trade in Services.
67.	Opinion on the legal issues pertaining to the proposed Article XIII (“Modification of Schedules”) in Trade in Services Chapter.
68.	Examination of Article 118 of Veterinary Medicinal Products Regulation (2019/6) introduced by European Union.
69.	An analysis of the text proposed for Institutional Structure of the Committee on Trade in Goods under the RCEP Agreement.
70.	Opinion on Philippines’ proposed footnote to circumscribe the scope of obligations on ancillary services related to air transport (specialty air services, ground handling services and air operation services).
71.	Opinion on exclusion of Solar Cells to the extent of generation of electricity from India’s ITA Commitments.
72.	Comments on the ‘Note on the Implications of US Presidential Executive Order - Huawei’.
73.	Analysis of letter by Bar Council of India on exclusion of legal education institutions from draft HECI Bill.
74.	India’s Export Subsidy notifications to the WTO under Article 9.1(d) and (e) of the AoA.
75.	Opinion on the clause providing for linkage in the E-Commerce Chapter of the Regional Comprehensive Economic Partnership (RCEP) with other WTO Agreements.
76.	Opinion on the process of incorporation and text of the Draft Reference Paper on Domestic Regulations as an Additional Commitment in GATS.
77.	Analysis of Australia’s Offers in RCEP.
78.	Regional Comprehensive Economic Partnership Trade in Services Summary of Analysis of Japan’s Offers.
79.	Regional Comprehensive Economic Partnership Trade in Services Analysis of RCEP Offers of Thailand.
80.	Comparative Analysis of Malaysia’s Offers in RCEP with Malaysia’s commitments under the Malaysia India CECA.
81.	Analysis of India’s proposed insertion under Paragraph 2 of Article on Tariff Differentials.
82.	Opinion on exclusion of Solar Cells to the extent of generation of electricity from India’s ITA Commitments.
83.	TRQs and Import Licensing on Agriculture.
84.	Renewal of the Agreement between the Department of Commerce, Government of India and NSDL Database Management Limited.
85.	Invitation of Stakeholder views on Reform of Non-Litigious Services.
86.	Opinion on interpretation of border taxes that may be imposed under Article II:2(a) of the GATT.
87.	Opinion on WTO consistency of the proposal to exempt Bangladesh from the Onion Export Restrictions.
88.	Follow-up Query on imposition of border taxes under Article II:2(a) of the GATT.
89.	CTIL’s comments on the Interim Report in India- Export Related Measures (DS541).
90.	Draft legislation for the screening of investments from a national security perspective.
91.	Note on Taxation Measures in the RCEP.
92.	Note on issues faced by Indian exporters in the US, including NTBs and policy issues.

RESEARCH UNDERTAKEN BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING
APRIL 2019-MARCH 2020

S. No.	Title
93.	Draft Chemicals (Safety) Rules, 20xx PART 1: Preamble to notification of Rules for regulation on safety of chemicals in India.
94.	Note on Article XXI of the GATT on 'Security Exceptions'.
95.	Australia, New Zealand, Japan and Korea have proposed a language setting out the relationship between certain obligations arising out of the E-Commerce chapter and the chapter on Services.
96.	Relation between Article III:4, Article XI of GATT & TRIMS Agreement.
97.	Analysis of certain Articles of the Dispute Settlement Chapter of the Proposed India-Peru Free Trade Agreement.
98.	Republic of Mauritius and the Republic of India have negotiated a Comprehensive Economic Cooperation and Partnership Agreement ("CECPA") with an objective to strengthen and enhance.
99.	Comments regarding the Draft Report on the Inventory of Mercury Emissions and Releases in India – Level 1 Assessment.
100.	Comprehensive Economic Cooperation and Partnership Agreement (CECPA) Between the Republic of Mauritius and The Republic of India.
101.	Linkage issues under the chapter on Movement of Natural Persons.
102.	Note on Taxation Measures under RCEP – Article 7 Post-Vietnam Round.
103.	Auto Trigger Safeguard – Unilateral Mechanism for RCEP For India against Chinese imported goods.
104.	Analysis of the Standstill Clause in the CECPA.
105.	Proposals for the Department of Commerce on The Jammu and Kashmir Reorganization Act, 2019.
106.	Analysis of letter by Bar Council of India on exclusion of legal education institutions from draft HECI Bill.
107.	Renewal of the Agreement between the Department of Commerce, Government of India and NSDL Database Management Limited.
108.	India – Export Related Measures (DS-541): advised on submissions to the Panel on the Interim report, drafted submissions on the appeal to the Appellate Body from the Panel Report and provided extensive comments on the submissions drafted by the empanelled law firm.
109.	India – Additional duties on Certain Products from the United States (DS-585): Advised on two slates of the prospective candidates for panellists and chair for the dispute.
110.	India – Measures Concerning Sugar and Sugarcane: Advised on prospective panellists / chair for the dispute.
111.	Memo on whether India should accept the EU's proposal on arbitration under Article 25, DSU.
112.	Advise on appropriate mechanisms to provide legal certainty to fisheries disciplines in response to "Towards exploring possible options for the incorporation of the disciplines into the WTO legal system: Discussion Paper, Negotiating Group on Rules, RD/TN/RL/92, 28 June 2019.
113.	Extensive legal advice on the issue of inconsistency between the RCEP Agreement and other international agreements arising out of the Final Provisions Chapter.
114.	Legal advice on definitions of the RCEP Chapter and the exception relating to the taxation provision contained in the General Provision and Exceptions Chapter.
115.	Advise on whether India should accept the Australia proposal on the applicability of the E-Commerce chapter to other chapters and conflict between the E-commerce chapter and other chapters of the RCEP.
116.	Drafted the concept paper on auto-trigger on safeguards.

**RESEARCH UNDERTAKEN BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING
APRIL 2019-MARCH 2020**

S. No.	Title
117.	Analysed the Rules of Procedure and Code of Conduct for Panellists annexed to the Dispute Resolution chapter of the RCEP.
118.	Opinion on the incorporation of JMS Disciplines on Domestic Regulations as an Additional Commitment under Article XVIII of GATS.
119.	Opinion on Article V of GATS and the draft response to questions raised on India's notification on APTA.
120.	Preliminary Analysis of issues pertaining to the USCIS Proposal of visa fee hike.
121.	Comments on scheduling certain education services in RCEP.
122.	Query pertaining to the text of Article 1.3 of the Chapter on Movement of Natural Persons under the Regional Comprehensive Economic Partnership.
123.	Note on taxation related Articles under the RCEP – Post Vietnam Draft.
124.	Analysis of India's proposed insertion under Paragraph 2 of Article on Tariff Differentials.
125.	Comparison of the key provisions of the proposed Personal Data Protection Bill, 2019 with the European General Data Protection Regulation.
126.	Opinion on the proposed text of the provision on "Denial of Benefits" under the Regional Comprehensive Economic Partnership.
127.	Joint Initiative on Services Domestic Regulation Implications for the Multilateral Mandate and GATS Provisions.
128.	E - Commerce Chapter Australia, New Zealand, Japan and Korea have proposed a language setting out the relationship between certain obligations arising out of the E-Commerce chapter.
129.	Analysis of the negotiating modalities of the Reference Paper on Telecommunications and comparison with the Joint Initiative on Services Domestic Regulation.
130.	Closing Statement WPDR, 3 December 2019.
131.	Linkage issues under the chapter on Movement of Natural Persons.
132.	Comparative study of key features of Chemical Regulations in the USA, Canada, Australia, South Korea & China.
133.	Comparative Analysis of E-Commerce Law and Cybersecurity Law of People's Republic of China and the Personal Data Protection Bill, 2019 of India.
134.	CTIL comments on discussions regarding Quantitative Restrictions on pulses at the Committee on Market Access.
135.	Opinion on the compatibility of the amended SEBI norms on brand usage and royalty payments with the trade in services chapter under the India-Japan CEPA.
136.	Opinion on the eligibility of SEIS scheme under the Foreign Trade Policy 2015-20 to medicines and consumables.
137.	Initiation of dispute on the exclusion of India from the exemption to safeguard measures through the Presidential Proclamation 9902 dated 31 May 2019.
138.	Queries related to explicit exclusion of agricultural sector from the scope of the IWG Arrangement on Export Credits.
139.	Differences explicit exclusion of agricultural 2020 version of the EU Interim Arbitration Proposal.
140.	Terms of Reference to the Advisory Centre on WTO Law.
141.	Working Procedures for Appellate Review WTO.
142.	Opinion on the India's GATS commitments with respect to Electronic Payments Services.

RESEARCH UNDERTAKEN BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING
APRIL 2019-MARCH 2020

S. No.	Title
143.	Trade and Sustainability a Study in the context of India- EU Trade and Investment Negotiations.
144.	The Draft Report provides a detailed examination of the positions of India and the European Union's (EU) on trade sustainability issues with specific reference to the India-EU Bilateral Trade and Investment Negotiations.
145.	Opinion on the compatibility of restricting Visa from participating in NCMC ecosystem with India's GATS commitments.
146.	India's sponsorship of the statement on Multi-Party Interim Appeal Arbitration Arrangement.
147.	Note on certain queries pertaining to provisions under the TSD Chapter of EU FTAs.
148.	Revised opinion on WTO compatibility of a scheme proposed by MNRE for establishment of manufacturing units of solar cells and modules in India.
149.	Export Credit, which is negotiating for a successor undertaking to OECD's existing Arrangement on Officially Supported Export Credit.
150.	Meeting Report – Visit of Indian Delegation to Helsinki for discussions on REACH.
151.	Inputs on India's Government Report for the 7th Trade Policy Review to be held at the WTO on 15th and 17th September 2020.
152.	Opinion on the GATS compatibility of GST incentives to the UPI QR-Code users.
153.	Modified Opinion on exiting from the Information Technology-1 Agreement at the WTO.
154.	Opinion on Peru's proposed insertion regarding Financial Services in the Article on Scope in the Chapter on Trade in Services.
155.	Analysis of WTO compatibility of proposed MeitY schemes.
156.	Incorporation of the Aquatic Animal Disease and Health Management Bill, 2019 as a separate Bill or as amendment to existing legislations.
157.	Queries on operationalization of the amendments to the Customs Tariff Act, 1975 relating to TRQs/ QRs as safeguard measures.
158.	Opinion on classification of smartphones pursuant to the amendments under Harmonised System Nomenclature (HS2022).
159.	WTO Consistency of the NIRVIK Scheme.
160.	Legal Opinion analyzing WTO consistency of the scheme providing input steel products at export parity prices to MSMEs.
161.	Legal Opinion on a WTO compatible export subsidy scheme.
162.	Clarifications and Concerns pertaining to Australia's new visa category entitled Temporary Skill Shortage Visa (subclass 482).
163.	Memo on FDI in Freight Forwarding Sector in Bangladesh and India.
164.	Note on Food Safety and Hygiene during Covid-19 pandemic.
165.	Action Points for Reform in Audio-Visual Sector.
166.	Action Points for Reform in Telecommunications Sector.
167.	Clarification on freight forwarding services in the FDI regime of India and Bangladesh.
168.	Work programme on establishing India – Canada services trade promotion working group.
169.	WTO Structured Discussions on Investment Facilitation for Development streamlined text.

RESEARCH UNDERTAKEN BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING APRIL 2019-MARCH 2020

S. No.	Title
170.	Comments on the Model Text for India's FTAs – Chapters on Technical Barriers to Trade and Sanitary and Phyto-Sanitary Measures.
171.	Consistency of the Transport and Marketing Assistance support measure with paragraphs 9 to 11 of the Nairobi Ministerial Decision on Export Competition.
172.	Analysis of WTO compatibility of proposed additional preference under ISEM Scheme.
173.	Inputs for the report on Economic fallout of Covid 19-Lessons for India.
174.	Business reform action plans for Architecture Services, Accountancy Services, Audio-visual Services, Telecommunication services and legal services.
175.	Drafts of 2 notifications by India under Article III of the GATS. [Telecommunication services and waiver of visa fees for LDCs]
176.	Draft of DR text to be proposed by India, based on India's red lines.
177.	Opinion on landing zones in the trade in services chapter of the ongoing India-Peru trade negotiations.
178.	Draft of the Work Programme on Establishing India-Canada Services Trade Promotion Working Group.
179.	A mapping of Peru's Commitments in Peru's FTAs.
180.	Note on certification of India's food, Agri and marine exports in light of the Covid-19 pandemic.
181.	Reference paper on Services Domestic Regulation Section I.
182.	Comments on India's First Written Submission for DS585.
183.	Opinion on certain landing zones proposed by Peru in the Trade in Services Chapter.
184.	Follow-up legal opinion on India-Indonesia negotiation [sent to Ms. Indu Nair (Director, FT (ASEAN)) {This opinion was sent on a follow-up query on a previous legal opinion sent in February to Mr. Sudhandhu Pandey (AS)}.
185.	Sector-wise analysis of Peru's commitments in its trade agreements.
186.	Comments on India's Second Written Submission for DS547.

EVENT HOSTED/ SPONSERED BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING 2019-2020

S. No.	Date	Name of the Programme	Partner Organization
1.	10 April 2019	Roundtable discussion on "Regulation /restrictions that impede services trade in any form" in five sectors; legal services, air transport and courier services	IIFT
2.	11-13 June 2019	Training and capacity building programme on "International Trade Law, International Investment Law and Treaty Negotiations"	World Trade Institute (WTI), Bern
3.	14 June 2019	Workshop on "International Treaty Negotiation"	Department of Commerce
4.	21 Aug. 2019	Roundtable discussion on Regulatory Barriers and Trade in Services - A Global Perspective in Legal, Accounting/Auditing, and Architectural services	IIFT

EVENT HOSTED/ SPONSERED BY THE CENTRE FOR TRADE AND INVESTMENT
LAW DURING 2019-2020

S. No.	Date	Name of the Programme	Partner Organization
5.	31 Aug. 2019	RGNUL-CTIL Multidisciplinary Congress on FDI in South Asia, Patiala	RGNUL
6.	6 Sept. 2019	Discussion session on "Paradise Lost or Found? – The Post WTO International Legal Order (Utopian and Dystopian Possibilities)"	South Asia International Economic Law Network (SAIELN)
7.	16 Oct. 2019	Roundtable discussion on Regulatory Barriers and Trade in Services - A Global Perspective in Health and Education services	IIFT
8.	8 Nov. 2019	Roundtable discussion on Regulatory Barriers and Trade in Services - A Global Perspective in Computer, Telecommunication, and Engineering services	IIFT
9.	15 Nov. 2019	Launch of India Special Issue of Global Trade and Customs Journal & Panel Discussion on "India in the International Economic Order: Issues and Perspective"	-
10.	25 Nov. 2019	Launch of the Special Issue of the Manchester Journal of the International Economic Law	University of Portsmouth & SAIELN
11.	26 Nov. 2019	CTIL sponsored 8th Annual International Conference of INBA	Indian National Bar Association
12.	7 Dec. 2019	CTIL organised two panel discussions on International Trade and Investment Law	Indian Society of International Law
13.	9 Jan. 2020	Panel Discussion on 5 Years of Make in India: Financial Implications and the Road Ahead	NUJS Kolkata
14.	13 Jan. 2020	Discussion session on The Future of Trade Dispute Settlement: WTO Panels and The New Plurilateralism	University of Wollongong, Australia & SAIELN
15.	15-16 Jan. 2020	6th National Standards Conclave	CII
16.	17 Jan. 2020	CTIL organized a Masterclass on International Investment Arbitration	Mumbai Centre for International Arbitration
17.	18 Jan. 2020	CTIL hosted an international conference on 'International Investment Arbitration: Setting the Stage'	Mumbai Centre for International Arbitration
18.	5 Feb. 2020	Conference on International Trade Law	Dr. Ram Manohar Lohiya National Law University
19.	12-16 Feb. 2020	CTIL partnered with GNLU organised the 12th GNLU International Moot Court Competition 2020 in Gandhinagar, Gujarat	GNLU
20.	24 Feb. 2020	Training Workshop on "Capacity Building in Export Promotion"	Uttar Pradesh Exports Promotion Council, Govt. of Uttar Pradesh and The Policy Times

MAJOR STUDIES UNDERTAKEN BY THE CENTRE FOR TRADE AND INVESTMENT LAW DURING 2019-2020

S. No	Title	Description
1.	Chemical Regulations	CTIL, in consultation with the Ministry of Chemicals and Petrochemicals, undertook the exercise of drafting Chemical Safety and Management Rules for India.
2.	Blue Box Study	CTIL was part of the Working Group on Adopting a Blue Box Programme in the Sugar Sector and Exploring Other Options, constituted by the Department of Food and Public Distribution, Ministry of Consumer Affairs. CTIL assisted the Working Group in preparation of its report by contributing to the legal interpretation of Blue Box policy measures.
3.	Domestic Regulations (Services)	CTIL was entrusted with the task of examining compliance of India's domestic regime with the proposed disciplines.
4.	E-Commerce	CTIL actively worked with the Department for Promotion of Industry and Internal Trade (DPIIT) for drafting the Draft National E-Commerce Policy, released by DPIIT on 23 February 2019.

WORKSHOP/TRAINING & CAPACITY BUILDING PROGRAMME CONDUCTED BY CTIL DURING 2019-2020

S. No	Description	Date
1.	Training and capacity building programme on "International Trade Law, International Investment Law and Treaty Negotiations".	11-13 June 2019
2.	Workshop on "International Treaty Negotiation".	14 June 2019
3.	Training workshop on "Capacity Building in Export Promotion".	24 Feb. 2020

STAKEHOLDER CONSULTATIONS UNDERTAKEN DURING 2019-20

S. No	Event	Date	Location
1.	WTO Mini-Ministerial Meeting.	14 May 2019	Oberoi Hotel, New Delhi
2.	Southern Regional Council Meeting of CII.	20 Dec. 2019	Kovalam, Thiruvananthapuram

MEETING ORGANIZED BY INSTITUTIONS OUTSIDE IIFT AND DOC, WHERE CTIL MEMBERS WERE INVITED TO SPEAK

(a) Dr. James J. Nedumpara, Professor & Head of CTIL

S. No	Topic and Organizing Institution	Date
1.	Paper presentation in the Law and Society Association conference in Washington DC.	29 May – 1 June 2019
2.	Paper Presentation at G-2 Conference in Geneva organized by the Georgetown University Law Centre and Graduate Institute of Geneva.	6-8 June 2019
3.	SAIELN's Second Biennial Conference on Law of the Blue Economy, in Thiruvananthapuram, Kerala.	28 July 2019

4.	International Conference on “Rethinking Global Governance in Trade and Investment: A Global Perspective” organized by Global Governance Studies in Brussels, Belgium.	30 Aug. 2019
5.	Conference on “The World Without the WTO” at the Kings College, London.	18-19 Oct. 2019
6.	Participation in 5th Global Exhibition on Services in Bangalore, Karnataka.	26-28 Nov. 2019
7.	8th Annual International Conference titled “70th Constitution Day” at The Shangri-La, Eros Hotel, New Delhi.	26 Nov. 2019

(b) Ms. Shiny Pradeep, Assistant Professor

S. No	Topic and Organizing Institution	Date
1.	SAIELN’s Second Biennial Conference on Law of the Blue Economy, in Thiruvananthapuram, Kerala.	28 July 2019

(c) Mr. Satwik Shekhar, Assistant Professor/Consultant (Legal)

S. No	Topic and Organizing Institution	Date
1.	Conference on Legal Challenges to new business frontier on E-Commerce and Trade at NLSIU, Bangalore	7 May 2019
2.	Lecture on E-Commerce during Summer Course on International Law at ISIL	21 June 2019
3.	SAIELN’s Second Biennial Conference on Law of the Blue Economy, in Thiruvananthapuram, Kerala	28 July 2019
4.	Lecture at International Workshop on International Commercial Law organised by Panjab University Regional Centre, Ludhiana	30 Aug. 2019

(d) Research Team

S. No	Topic and Organizing Institution	Participant(s)	Date
1.	Paper Presentation on Adjudicating Cryptocurrencies at the WTO: Potential Threshold, Substantive and Compliance Issues’ at the Workshop on ‘International Economic Law in the Era of Distributed Ledger Technology in Turin, Italy	Mr. Prakhar Bhardwaj, Senior Research Fellow & Mr. Sandeep Thomas Chandy (Former Research Fellow)	9-10 April 2019
2.	SAIELN’s Second Biennial Conference on Law of the Blue Economy, in Thiruvananthapuram, Kerala	Ms. Aparna Bhattacharya, Senior Research Fellow & Mr. Anupal Dasgupta (Former Research Fellow)	28 July 2019
3.	Conference on Public Health and Global Governance of Alcohol in Melbourne, Australia	Ms. Sparsha Janardhan, Senior Research Fellow	30 Sept. – 3 Oct. 2019

Corporate Relations and Placement Division

Final Placements

IIFT witnessed the Final Placements of its largest ever batch with a record of over 125 companies hosted on campus. With a staggering highest offer of ₹ 75 Lakhs per year, the average package rose to ₹ 20.48 LPA annually and the median increased to 18.2 LPA. This year the average package saw a marginal increase despite a 14% increase in the batch size. A whopping 28% of candidates from the batch got prestigious Pre-Placement Offers from both new and old decorated recruiters after the Summer Internships.

The 41 new companies which have associated with IIFT this year included some of the biggest organizations such as McKinsey & Company, Reckitt Benckiser, Star Global, Western Digital, Media.net, Axis Bank, Boston Scientific, Tata International, BEML, Virtusa, Polestar Solutions, HMS Bergbau AG, RBL Bank, Tech Mahindra, BOD Consulting, Ninjakart, Newgen Software, IGT Solutions, Gemini Solutions, Cremica, and Merilytics.

In the BFSI sector, HDFC Bank and Federal Bank were among the first-time recruiters. Marquee recruiters such as Goldman Sachs, JP Morgan & Chase, D.E. Shaw, Yes Bank, Citibank, HSBC Global Banking and Markets, EpikIndifi, L&T, Indus Valley Partners and Samunnati Finance continued to show their faith in the talent pool of IIFT.

In the Sales and Marketing domain, our legacy recruiters included Dabur, ITC, L'Oréal, Bajaj Auto, Shell, Pidilite, Flipkart, Amazon, Western Digital, Tata Global Beverages Limited, Philips, Signify, Tata Steel, Aditya Birla Fashion Retail Limited, Maruti Suzuki, Cremica, Dell, EpikIndifi, Games 24x7, Google, Hero Electronix, Hero MotoCorp, HT Media, L&T, Raymond, Tata Sky, Tata Consultancy Service, TVS, and Raam Group.

Top recruiters in Strategy and Consulting included McKinsey & Company, Roland Berger, Bain & Company, Cognizant Business Consulting, Michael Page and Infosys Management Consulting.

IIFT once again proved its mettle in Trade with prestigious recruiters like Apical Group, ETG, Olam, Tolaram, Trafigura, Enhance Group, Archer Daniels Midland, TATA International and Louis Dreyfus Company revisiting the campus and offering coveted roles in overseas locations.

Shell, Ninjakart, Maersk Line, Tata Steel, Genpact and Vikram Solar were among the top recruiters or their core supply chain and operations roles. Airtel, Axis Bank, ICICI Bank, Mahindra, Flipkart and Reliance Industries continued to show their faith in IIFT for their prestigious Management Trainee Roles in the General Management Domain. The Logistics domain saw first-time associations with Delhivery and QuickRide.

For the IT, Product Management and Business Development, IIFT continued its association with industry giants such as Microsoft, Go MMT, EpikIndifi, Media.net, Cognizant Business Consulting, Genpact, Ofbusiness, Polestar, Atria, Hexaware, HCL, Tech Mahindra, IBM, Zestmoney, Wipro and Capgemini.

Dr. Rohit Mehtani, Head, Corporate Relations and Placement Division, said in a statement "The largest ever batch of 2018-20 has been placed in various reputed organizations. The successful placement is a testament to the rigorous academic involvement and professional exposure IIFT provides to its students".

Prof. Manoj Pant, Director, IIFT, expressed his gratitude to the old and new recruiters for their continued support and faith in IIFT and its students. He affirmed IIFT's pride in its student quality which is holistically nurtured through a rigorous course curriculum, world-class faculty and continuous industry exposure.

IIFT takes this opportunity to express gratitude to its Alumni for their unrelenting support throughout the placement cycle and looks forward to for the same to continue in the upcoming drives

Summer Placement

Indian Institute of Foreign Trade (IIFT) has successfully completed its summer placements for the batch of 2019-21. The largest ever batch at IIFT was placed across 96 companies. This year, the average stipend increased by 13.5%. While the highest stipend offered was ₹ 3,20,000, the average stipend rose to ₹ 1,68,000 for the entire duration of 2 months. The average stipend for the top 50% of the batch was ₹ 2,42,000 for 2 months.

This year the number of companies with an average stipend of over ₹ 2,00,000 has increased by 46%.

The other highlights of this placement are to include 42 new brands visiting IIFT for the first time. In a

major achievement, 27% of the batch got placed in the Banking, Financial Services and Insurance sector. Number of brand leaders visited our campus for Summer Internship Placement Process has increased significantly.

Prof. Manoj Pant, Director, IIFT, said, “We are grateful to our old and new recruiters for their continued support and faith in IIFT and its students. IIFT continues to pride itself on its student quality which is holistically nurtured through a rigorous course curriculum, world-class faculty and continuous industry exposure.”

Coveted leadership programmes and new roles on campus such as Aditya Birla Group’s Leadership Associate Programme (LEAP), Hindustan Coca-Cola Beverages’ Golden Threshold Programme, HUL’s Unilever Leadership Internship Programme (ULIP) and DE Shaw’s Financial Operations Programme were opened for the first time.

In the Sales and Marketing domain, FMCGs led the recruitment with the likes of Dabur, GILAC, Google, Haldirams, Hindustan Coca Cola Beverages, HUL, ITC, L’Oreal, Tata Global Beverages Limited making several offers to the batch.

Aditya Birla Fashion Retail Limited, AkzoNobel, Amway, BAJAJ Auto, BMW, Brillio, Capegemini, CUMI, DCM Shriram, Decathlon, EpikIndiFI, Haldirams, Hero Electronix, Hero Motorcorp, HT Media, L&T, OfBusiness, Raymonds, RPG, Schindler, Shell, Signify, Tata Metaliks, Tata Sky, Tata Consultancy Service, Titan, United Phosphorus Limited, ValueLabs, VIP Industries, Welspun and Wipro also offered a variety of roles in the Sales and Marketing domain, the statement said.

In the BFSI sector, roles in investment banking, retail banking, trade finance, fintech, financial consulting and corporate finance opened for IIFT students. Recruiters included Adqvest Capital, Apollo Tyres, Bira91, BMW, Citi Bank, CRISIL, DCM Shriram, D.E. Shaw, Discover Financial Services, Duff & Phelps, General Electric, Goldman Sachs, HSBC, ICICI Bank, JP Morgan Chase, Loan Adda, SilverDale, SREI, Synergy Consulting, Toffee Insurance, Tresvista and Swiggy.

Aditya Birla Group, Airtel, Axis Bank, Mahindra, Reliance Industries, RPG, etc., recruited students for their coveted General Management programmes.

In IT, IIFT continued its association with industry leaders like Brillio, Droom, Fourbrick Technology, Genpact, Google, Hexaware, Lazerken, Microsoft, Wipro and Capgemini.

IIFT also witnessed participation from many companies in the Pharmaceutical and Healthcare sector with companies like Amway, Cipla, Eli Lilly, GSK Consumer Healthcare, Medtronic, OmniActives, Philips Healthcare and Sanofi making offers in multiple domains.

Participation from Trade and Operations based companies also stayed strong with companies like Becton Dickinson, Cogoport, Droom, Field Fresh, GeminiCorp, Louis Dreyfus Company, Maersk Line, Ninjacart, Of Business, VIP Industries, Tata International and United Phosphorus Limited visiting the campus for placements.

Social Awareness Programme

Social Awareness Programme, instituted in the year 2005, is the flagship programme for initiating the students of the MBA (IB) full-time programme of the Institute into socially relevant issues and sensitizing them to the challenges, faced by the underprivileged sections of the society. Since the corporate sector has obligations under the regulatory provisions of Corporate Social Responsibility (CSR), they value the exposure given to our students under this programme. We have about 47 NGOs/Corporate houses on our roll under this programme.

In order to emphasize the importance of this programme in the curriculum, a weightage of 3-credits has been assigned. Students under this programme are required to work on a real-life project assigned to them by the NGOs/Corporate houses for which they are subsequently evaluated.

More than 3100 students have benefited from the programme since its inception. The students get an opportunity to work on a live project work assigned by the respective NGO/organization. Some of the key social sectors where our students have engaged are environment & community development, water management, waste management & recycling, literacy, sanitation, HIV/AIDS awareness, education for children, welfare of disadvantaged elderly people, health, shelter for homeless, community development, disability, women empowerment, preventing female foeticide, child adoption, etc.

This year the students were deputed to approximately 36 NGOs and 9 corporate houses at Delhi and Kolkata. IIFT remains committed to the Social Awareness Programme as an integral part of its curriculum.

Student Activities 2019-20

Activities at IIFT Delhi 2019-20

Trade Winds 2019

Theme: Age of Personalization: Rise of Customer-centric Businesses

About Trade Winds

Trade Winds is IIFT's Annual Business Conclave which provides a platform for IIFT's students to interact with eminent professionals from the industry as well as various esteemed international organizations. Through the medium of Trade Winds, students and industry experts engage in panel discussions ranging from market trends to managing complex Industry problems. These sessions provide our students with a chance to broaden their vista and be exposed to multi-faceted domains of international businesses and also, act as a doorway for Top leaders to engage with the upcoming youth and millennials of the country.

Inaugural Session

Mr. V.S. Krishnan, National Leader, Tax and Economic Policy Group, EY graced the Inaugural Session as the Chief Guest.



Beginning his inaugural speech, Mr. V.S. Krishnan reminisced about India's initial stringent tax regime and elucidated on the rise of consumerism. He shed light on how the new progressive tax regime will usher in renewed growth in due time in the consumer sector and how the age of mere consumerism is rapidly moving towards the age of personalization. He also added that the effects of more co-ordination within the tax department and the use of Aadhar would produce interesting effects in many sectors of the Indian economy.

National Digital Summit



Theme: Personalization in the Age of Machine Learning and AI.

1. Mr. Dale Vaz, Head of Engineering and AI, Swiggy.
2. Mr. Madhur Arora, Business Unit Lead, Google.
3. Mr. Abhishek Gupta, Assistant VP - AI and ML, Axis Bank.
4. Mr. Himanshu Dutt, VP & Head of Customer Success - Digital Lending, DMI Consumer Credit Pvt. Ltd.
5. Ms. Alka Dagar, Lead Data Scientist, S&P Global.

Techtonix, the annual magazine by Systemix: The Systems Consulting, E-commerce and SMAC club at IIFT, was unveiled during the National Digital Summit at Trade Winds 2019. Through this magazine, the members of this club and students of IIFT express their opinions on the latest disruptions in the field of technology.

- Mr. Abhishek Gupta, Assistant VP - Trade Finance, Axis Bank as a part of Digital Summit at Trade Winds 2019. Mr. Gupta began his address by highlighting the importance of personalization in the Banking sector.
- Mr. Gupta related how technology has replaced the physical branches & how AI will be the determining factor to ensure customer satisfaction going into the future. Mr. Gupta gave examples of the innovation leaders Google & Amazon using AI to meet consumer demands & how that has been changing consumer buying patterns. Mr. Gupta also touched upon the future of Personalization with "Personalization 2.0" and Hyper-Personalization, with intentions on buying patterns being fulfilled by organizations.

National Operations Summit



Theme: Rethinking Supply Chain in the Personalized Age

1. Mr. Dhruv Agarwal, Co-Founder, Shipy.
2. Mr. Abhay Chidri, Director, Discover India Packaging.
3. Mr. Shiva Shailendran, Head - Operations, Uber.

Mr. Dhruv Agrawal, Co-Founder, Shipy talked about how Shipy is preparing Supply Chain for personalization and how organizations are reinventing their supply chain according to the key deliverables. “A lot of changes are occurring in Supply Chain because it has become more demand-driven & customer-centric and there are no boundaries for innovation. Technology can assist the modern supply chain to be more data-driven with AI to help make quicker and better decisions in the real-world scenario”, he said during the National Operations Summit held as part of Trade Winds at the Indian Institute of Foreign Trade (IIFT), New Delhi & Kolkata.

Mr. Abhay Chidri, Director, Discover India Packaging at the National Operations Summit on the Day 1 of Trade Winds 2019. Mr. Chidri began by reminiscing how far we have come from the times when procuring a vehicle required long waiting periods and personalization was non-existent. However, today, supply chains and production systems have become exponentially more efficient. He illustrated this with many practical examples of how IoT has added value in these existing systems for higher personalization.

National Finance Summit



Theme: Innovation stimulating Personalization in Financial Services

1. Mr. Sanjay Khanna, Senior Leader, Fortune 100 Company.
2. Mr. Rajeev P. Pawar, Group Head - Balance Sheet Management and Investments, Edelweiss Financial Services.
3. Ms. Ruchita Taneja Aggarwal, Head - Business Development and Strategy, Clix Capital.
4. Mr. Gopal Menon, COO & CFO, Axis Asset Management Company Limited.
5. Mr. Amitesh Sinha, Head of Finance, LinkedIn.
6. Mr. Sameer Seksaria, VP and Head of India Operations, Franklin Templeton Investments.

Moderator: Dr. Sheeba Kapil, IIFT Faculty.

- Mr. Gopal Menon, COO & CFO, Axis Asset Management Company Limited, talked about product innovation and personalization in all categories of financial services.
- He talked on a range of topics including but not limited to robotic advisory platforms, personalized triggers (such as communication with the customers on their birthdays), systematic withdrawals, chatbots, and robotic process automation. He also elucidated that India is the first to do centralized e-KYC and how it has increased the ease of onboarding new customers in financial services. “Ultimately it is about making simple products that are understandable to people based on the needs of the people.”

National Trade Summit



Theme: Customization in International Trade: Perils & Opportunities

1. Mr. Anuj Agrawal, Coffee - Head, India, Louis Dreyfus Company.
2. Mr. Mahim Sharma, Shipping and Logistics Head, Glencore Agriculture.
3. Mr. Hitesh Jain, Director, First Metal Corp.
4. Mr. Jagjyot Singh, CEO, Great Wall Group.

Moderator: Dr. Ram Singh, IIFT Faculty.

- Mr. Anuj Agrawal, Coffee - Head, India, Louis Dreyfus. Mr. Anuj began by talking about how customization has always been an important factor in international trade and how it has impacted trade flows.
- He delved into mass customization and gave interesting examples of coffee and sugar trade with respect to customized trade. "Coffee is something between raw material and a finished good and there are a lot of opportunities and challenges associated with the coffee trade like new trade flows and volatilities in the market," he reflected.
- He also spoke about the focus of companies on the downstream opportunities, innovation in the industry, sustainability and consumer awareness. He touched upon the role of technology in customization & consumer insights and the importance of blockchain going forward despite it being fairly nascent.

National Marketing Summit



Theme: Building Brand Loyalty in the age of Hyperpersonalization – Shift from E-Commerce to Me commerce.

1. Ms. Shreya Dasgupta, Manager, Consumer and Marketing Insights, Unilever.
2. Mr. Sameer Yadav, Marketing Manager, Chocolates Division, Mondelez.
3. Mr. Rajat Mathur, Head of Group Loyalty Marketing and Customer Analytics, Future Group.
4. Mr. Bikramjit Singh, Lead, Digital Marketing and E-commerce, Goodricke Group.

Moderator: Mr. Aditya Goel, Co-Founder, Love in Store (IIFT Alumnus).

- Mr. Sameer Yadav, Marketing Manager, Chocolates Division, Mondelez Beginning his address, Mr. Yadav elucidated on how personalization is not exactly a new concept but it has been around for quite some time.
- "Personalization is not just needed from the point of view of the consumers but it is needed for traders and retailers as well. The understanding of personalization, with respect to what to do & what not to do, is developing and evolving. One size never fits all so we need to specifically tailored messaging to specific cohorts to have better ROI and conversion, especially in the digital platforms," he said.
- He concluded by talking about the need for personalization at scale and the importance of measuring and optimizing it.

National Leadership Summit



Theme: Aligning mass customization with Corporate Strategy

1. Mr. Karan Bahl, Senior Advisor, EY.

2. Mr. Krishna Kaushal, Senior Manager, Collabera.
3. Mr. Sayantan Chatterjee, Director, PWC.
4. Mr. Arindam Mukhopadya, VP, Gartner.
5. Ms. Ira Gilani, Director, Goldratt.
6. Mr. Deepak Bhardwaj, VP, Samsung.

- Mr. Arindam Mukhopadhyay, VP, Gartner., Mr. Mukhopadhyay began his address by defining that product personalization is the unique requirement of the individual customers. This ensures that the company has a competitive advantage in the market as well as lets the company connect personally with its clients.
- “Product has to be customised while keeping in mind how to make it modular. We also have to create pathways for customers to select out the particular requirements they have and showcasing the kind of products that meet their requirements”, he said. He further elucidated on how product personalization has been implemented in various verticals and how the personalization concept need not always be applied on the product, but on the digital aspect as well. He also highlighted the impact that product personalization has on the supply chain.

TEDx IIFT Delhi 2019

The Media Committee at IIFT Delhi presented its marquee event i.e. TEDxIIFTDelhi 2019. The theme of the fifth edition of TEDxIIFTDelhi was - “Dream, Desire, Discover” and was held on 19 October 2019.

The eminent speakers included:

1. General Bikram Singh – Former Chief of Army Staff.
2. Rohan Rathore – Founder of an Equity Research Startup.
3. Pankaj Bhadouria – Winner of MasterChef India.
4. Dipanshu Parashar – Youngest Indian Cyber Security Author.
5. Vani Tripathi – Board Member, CBFC and Former Secretary, BJP.
6. Ashwin Sanghi – Bestselling author.
7. Omair Tarique – co-founder of The Scribbled Stories.
8. Himanshu Bakshi – Corporate Leader and motivational Speaker.
9. Radhika Bose – fitness and lifestyle influencer.

10. Divyansh Mundra – author and popular Quora writer.

CHAUSAR - National Consulting Conclave 2019



For the first time IIFT hosted a novel conclave centered around the field of consulting. Chausar started with a national case study competition in which students from 25 different institutes of the country participated, followed by four workshops conducted by industry stalwarts in following domains:

- Strategy Consulting
- Operations Consulting
- Financial Advisory Consulting
- IT Consulting

Chausar was conducted on 12-13 October 2019 and saw enthusiastic participation from the students. It helped IIFT to establish itself as a center for consulting where organizations can look up to, to find the best minds in the country to resolve the business problems.

Skill Development Initiatives

Business Analytics Training Programme

Certified Business Analytics Practitioner (CBAP) course that equips participants to explore + analyze + solve business problems using popular analytics tools such as R and advanced excel.

Organizer: Henry Harvin Institute, 16-21 October 2019.

Bourse Game – A Foreign Exchange Simulator

Bourse Game, a trading simulator which provides the simulation of the foreign exchange market for practical hands-on training, features all the major currencies of the world.

Organizer: Neural Technologies & Software, 19-20 October 2019.

Demand Planning Using Machine Learning

DEM-SENSE is a cloud hosted ML Platform for demand planning & sales forecasting. It performs probabilistic forecasting for various “what if” scenarios & constrained based hierarchical forecasting.

Organizer: SCOPT Analytics, 21-24 October 2019.

Data Analytics in Financial Markets

Mr. Rahul Ingle & Mr. Janak Shah, Founders of The Money Roller, explained how trading environment has changed with algorithmic trading & importance of acquiring skills like Python & R to keep up pace with changing dynamics.

Organizer: The Money Roller, 11 November 2019.

Aspirant City meets – Dream IIFT (DRIIFT)

To enhance awareness about IIFT’s culture and resolve any queries 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 Mumbai, Delhi, Kolkata, Bangalore, Chennai, Pune and Visakhapatnam in the month of May 2019 and all the queries of aspirants were addressed.

These meetings serve as the first contact that students have with the actual life at IIFT.

International Business Conclave 2019

International Business Conclave 2019 was organized by IIFT, at Singapore Management University, Singapore in association with IIFT Alumni Association, Singapore (IIFTAAS). The IBC is a platform for the alumni, students and faculty to hear from leading minds on a theme which is decided every year as well as increase awareness of the institute with the international businesses who attend the conclaves. It is also a meeting ground for potential recruiters for IIFT.



The event began with an introductory address by Prof. Manoj Pant, Director, IIFT. After the introduction of the topic, the panel began.



Chief Guest: Mr. Gopinath Pillai, Ambassador-at-large, Ministry of Foreign Affairs, Govt. of Singapore



MC: Mr. KV Rao, Founder President, IIFT Alumni Association Singapore



Prof. Manoj Pant Director, IIFT



Mr. Steven Okun, Senior Advisor McLarthy Associates



Mr. Manu Bhaskaran, Chief Executive Centennial Asia Advisors



Mr. Frederik Groth, MD APAC COFCO International

6th Annual IIFT Marathon

Marathon is the first Pre-Quo Vadis conducted in October 2019. The marathon route started and ended at IIFT. It will witness participation from seasoned professional runners, college students and children from NGO. The event was sponsored by the likes of Lion’s Club Chaibasa, Revv, etc.



Blood Donation Camp

Blood Donation camp was conducted on 21 November 2019 and witnessed over 100 students of IIFT donating blood for the noble cause. The event was sponsored by HDFC bank.



Quo Vadis 2020

Quo Vadis 2020 was being conducted from 24-26 January 2020. A large number of management and cultural events will be conducted across three days like Ramp burn, Comedy Café, etc. Further following 10 management events from different domains were conducted:

1. Samahva
2. Markician
3. Vridhan
4. Eternity’s Call
5. INFRASTRUCK!
6. Cognoscentia
7. EntreNiti
8. Arbitrage
9. Kratos
10. inPHInity

The event in 2019 saw a foot fall of more than 7000 people and participation from students of B-schools from across India.



Sports Activities

Big Fight

Melange & Sports Committee at IIFT conducted Big Fight from 10-14 October 2019, an inter-section sports cum cultural event where different sections competed for the title.

A 5-day long event when sports & cultural activities takes centre stage at IIFT.

Ultimate Warriors League

Ultimate Warriors League (UWL), the name in itself explains the twist of IPL given to this sport cum marketing intra-IIFT extravaganza. It was a 6-day long event conducted from 2-7 November 2019, with potential owners bidding for 4 teams and then the actual team owners getting to bid for players, with the auctioneer at the helm of it.

Apart from the sporting angle, UWL also encompasses roles for students in various functions such as Marketing and Finance, with teams pulling in sponsors and planning unique marketing activities. It was a mega lesson in management and a perfect mix of sports, learning and fun.



Adrenaline – Sports Fest of IIFT 2020

Adrenaline – IIFT's Sports Fest was organized from 31 January to 2 February 2020 wherein teams from various colleges participated. Marking the end of the academic calendar across colleges, the event witnessed participation from 15+ top B-Schools across India with over 500 participants competing for the ultimate glory in 10 sports. We also saw participation from our esteemed alumni who participate in various sports reminiscing their days at IIFT.

The outdoor events are being held at Jawahar Lal Nehru Stadium, the same place which hosted the Commonwealth Games in 2010, adding some grandeur to the event and same will be continued in future.

Student Activities at IIFT Kolkata 2019-20

Inauguration of the MBA (IB) batch of 2019-21

The Alumni Relations Committee was proud to host Mr. Vivek Saraf, Director & Team Head - East India, Commercial Banking, Standard Chartered Bank, for delivering the Inauguration Address to the MBA (IB) batch of 2019-21 on the 24 June 2019.

Mr. Saraf spoke about his own journey from IIFT to the corporate world, the challenges he faced and his key learnings. He advised the students on how to make the best use of their 2 years at IIFT by discovering their goals, and continuously learning & improving themselves to achieve them. Lastly, he stressed upon the importance of building long lasting bonds with fellow mates as they



Alumni Executive Council Meeting and Kolkata Alumni Chapter Meet

IIFT Kolkata was highly privileged to host the Alumni Executive Council Meeting for the first time. The meeting was followed by the highly anticipated Kolkata Alumni Chapter Meet.

The cultural performance by the current batch of students was appreciated by all and later, even alumni joined in for the celebrations. The event witnessed a tremendous turnout from across batches and courses offered at IIFT. The alums relished this forum to revive memories of their days at IIFT. The current batch of student representatives used this opportunity to interact with the alums and gain insights on various aspects of building a successful professional career.

Campus Day Celebrations of IIFT Kolkata (16 July 2019)

Prof. Manoj Pant, Director, IIFT, conveyed his heartfelt congratulations on this occasion over a Video call, and also wished the institute good luck in the years to come.

After the lighting of the lamp, Dr. K. Rangarajan, Centre Head, IIFT Kolkata, conveyed his gratitude on this milestone and reminded the audience present, comprising of 1st and 2nd-year students along with distinguished faculty, about the humble beginnings during its inception while expressing pride in the journey travelled till now by the Institute as a whole. Then, a shortcake cutting ceremony was held, followed by a set of cultural performances by the 1st year students.



Visit of Commerce Secretary to IIFT Kolkata (14 August 2019)

On 14 August 2019, Dr. Anup Wadhawan, Secretary, Ministry of Commerce & Industry, Government of India and Shri Bhupinder Singh Bhalla, Additional Secretary, Ministry of Commerce & Industry, Government of India visited IIFT's Kolkata Campus and interacted with the students and the faculty.

To mark the presence of the Commerce Secretary with the purpose of saving the ecosystem, a Tree plantation was organized.

TedX IIFT Kolkata 2019

The first ever TedX event was organized on 27 July 2019 by IIFT Kolkata and saw a distinguished speakers list.

Talk 1

Dr. Shahabuddin Yaqoob Quraishi, the 17th Chief Election Commissioner of India, delivered an illuminating session on some of the innovations that changed India's elections forever.

Talk 2

Mr. Sathyarth Priyedarshi, Head of Digital, Tata AIA Life Insurance, lamented the fall of ethical standards due to individuals and corporations misusing the provisions of the freedom of speech.

Talk 3

Ms. Urmi Basu, Founder, New Light, struck a chord in the audience's conscience about the dire straits faced by the sex workers of Kolkata.

Talk 4

Mr. Pratik Gauri, India CEO - 5th Element Group, espoused the dire need for a 5th industrial revolution, which would focus on the central tenets of humanity, purpose, and inclusivity.

Talk 5

Mr. Sameer Hazari, Founder, Sameer Hazari Studios Pvt. Ltd., explained how he acculturated art into his life with gripping examples.

Talk 6

Mr. Mudit Yadav, Founder, MY Success Coach, drew a vital critique of the practices that we have accepted and follow in our society.

Talk 7

Mr. Ratul Ghosh, Head, East India, Uber, pondered on the theme of the event to start off his discussion: how does a ripple become a wave? That is to say, how does an idea spread?

Talk 8

Mr. Vivek Krishnani, MD, Sony Pictures Entertainment India, extolled the virtues of the technology of today, highlighting its power to enable any person to share their stories to the world.



Vivaan 5.0- IIFT Kolkata's International Business Summit

IIFT Kolkata successfully organized Vivaan – the Annual Business Summit from 9-11 August 2019

Keynote Address

IIFT was honoured by the presence of Mr. Indriyajit Sethi, Vice President and Head, Group Strategic Sourcing at TATA Group, as the Keynote Speaker at Vivaan 5.0,

Mr. Sethi spoke about the global value chain and the importance of creating value through the supply chain. He also emphasized the importance of digitalization and the need to be data-driven to achieve organizational goals. He enlightened the audience on the importance of collaboration and how working together with people can pave the way to organizational success.

Marketing Summit

The theme, 'Marketing Nexus' was discussed with respect to brand relevance, cultural innovation, and customer relationship. It was also discussed that marketing leaders are moving beyond the idea of brand building to gain customer acquisition, boost engagements, reduce churn and increase the lifetime value. The summit ended with the release of the Vivaan edition of Markmantra - the marketing magazine of IIFT Kolkata.

The five panellists for the Summit were:

1. Mr. Ankit Grover - VP, ARC Worldwide, Leo Burnett, Publicis Groupe.
2. Ms. Lalita Nayak - Head of Marketing of the western region, Network18.
3. Mr. Hitesh Malhotra - CMO, Nykaa.
4. Mr. Rajiv Ghosh - CEO, Selvel One Group.
5. Mr. Sushant Dayal Category Head of Nutrition, Amway.

Trade & Operations Summit

The theme was 'Leveraging the Opportunities in Trade and Supply Chain driven by Global Macroeconomic Shifts'. They discussed the impact of GST and technology in the supply chain management domain. Also, the need to add value to the supply chain over possessing natural resources was emphasized upon.

The six panelists were:

1. Mr. Amardeep Chougale - Co-founder and Strategy Innovator at Yoryo.
2. Mr. Sushil Agarawal - GM, GEODIS.
3. Mr. Shahzad Athar - GM, Adani Ports and SEZ.
4. Mr. Arindam Gupta - VP, Century Plywood Ltd.

5. Mr. Sabyasachi Hajara - Ex-chairman and Managing Director of Shipping Corporation of India.
6. Mr. S. Rammohan Rao - Director of Business Development, Barnet India.

Finance Summit

The panelists for the Summit were:

1. Ms. Kanchan Mishra - Founder and Director of SustainoMetric.
2. Mr. Kenneth Serrao - Founder and CIO of Alpha Capital Advisors Limited.
3. Mr. Siddhartha Rastogi - Managing Director of Ambit Asset Management.
4. Mr. Ajay Bohora - Co-founder and Managing Director of HDFC Credila.
5. Mr. Shiv Ram Krishna Pande - Assistant Vice President of Darashaw.

The theme of the summit was *'Disruptions and Transformations in Finance-Embracing the Changing Landscapes'*. The panelists highlighted various emerging topics of significance in the field of finance, including sustainable investments, corporate governance, hyper-personalization, capital enhancement, transparency in the market and importance of financial instruments in the corporate world.

The summit ended with the release of the Vivaan edition of InFINeeti - the finance magazine of IIFT Kolkata.

Strategy & Analytics Summit

The panelists for the summit were:

1. Mrs. Smita Negi - Global Senior Director SGTC IS Head, Stryker.

2. Mr. Ashutosh Tripathy - Head of Business Line - Customer Due Diligence and Data, RBS.
3. Ms. Arpita patnaik - Data Science Leader - Digital R&D, Unilever.
4. Mr. Jayanth Kolla - Founder & Partner, Convergence Catalyst.
5. Mr. Naveen Athresh - Senior Product Leader, Rakuten.

The Summit's Theme was "Future Outlook and Challenges on Digital Economy" where topics such as capturing the value and generating business insights with the data policy framework and accessibility to the internet were discussed.

The impact of data protection regulation and digital commoditization was also talked about.

Evening Talk

Mr. Naveen Athresh, Senior Product Leader of Rakuten Group and an IIFT alumnus gave a glimpse of the importance of innovation of products for customer delight.

Silk Route- the Inter-college Business Quiz

Conducted by Quizardry, the quizzing club of IIFT Kolkata, on the 2nd day of Vivaan. The Quiz Master for the quiz was Mr. Viraj Bake, an alumnus of IIFT Kolkata, from the batch of '14-'16. There were two rounds in the quiz - a written prelims round of 20 questions followed by an oral round.

The quiz was won by the team from IIT Kharagpur.

Second and third places were taken by teams from IIFT Kolkata.





IIFT Model United Nations (17-18 August)

Day 1 of IIFT IDC MUN 2019

IIFT and International Diplomatic Conclave successfully kicked off Model United Nations 2019 on a high and vibrant note. Ms. Trina Chakrabarti, Director of Eastern Region at CRY was the Chief Guest of the day and she gave an inspiring address to the audience talking about the importance of MUN in the present age. Delegates from different parts of the country were able to display their diplomacy and negotiation skills within committees of the United Nations like the UNHCR, UNSC, UNFCC, DISEC, UNCSW and IPC.

Day 1 saw extensive and well researched talks on issues of global importance like the unconventional warfare, maritime issues in India, disarmament, international law.

Day 2 of IIFT IDC MUN 2019

The second day of the MUN saw the discussions on the issues converge towards committee consensus. A few committees also successfully came up with paper work in the form of President's Statement, working papers or resolutions. During the closing ceremony, the winners who had outperformed their fellow delegates in terms of research and conduct were felicitated.

IIFT was also adjudged with the Best Delegation Award. This led to the culmination of a successful Model United Nations 2019.

Battle by the Lakes

An annual section wise sports event where 3 senior sections and 3 junior sections involve in sporting events throughout a week. Sports like basketball, chess, volleyball, TT, badminton, etc. are part of the event

Blood Donation Camp

A blood donation camp was set up by Koshish – The Social Awareness Cell at Kolkata Campus of the Institute on 25 January 2020. It was held in collaboration with Alliance Club Radhakrishna with all blood donors receiving a keychain, a badge, and a certificate.

The students of IIFT Kolkata showed tremendous enthusiasm to donate, with 52 students donating blood, including a remarkable 13 doing so for the first time. The drive helped create awareness among the students regarding blood donation and showcased their commitment to make a positive difference in society.



Spic Macay 2.0

IIFT Kolkata hosted its second-ever Spic Macay, playing host to the musical talents of Kumar Mardur on vocals, accompanied by Jayanta Sarkar on tabla, Mrunal Ranjan on harmonium, and Shubhojit Majhi on tanpura. The soulful rendition mesmerized the awestruck students, with many witnessing a traditional performance for the first time.



Titanomachy

The annual sports fest of IIFT Kolkata, where 4 teams compete against each other in multiple sporting events like badminton, chess, football, cricket, volleyball and many more.

Garage Sale

Indian Institute of Foreign Trade's marketing club, Brandwagon organized a garage sale on 10 February. The sale was a huge hit with more than a dozen stalls with many creative offerings, ranging from hot onion-rings to the world-famous juicy Rassgulla's, from a live chat counter to live caricature, everyone went all out, with their stalls complemented by their slick selling skills.

IIFTians showcased their oozing creativity by custom making their own products, from hand-painted light bulbs made out of reused bottles and jars, to personalized bookmarks and posters, homemade candy and punch. It was an evening full of fun, laughter, games and great food. We can't wait to host another such sale soon!

To encourage the participants, there were awards were also presented.

Arthashastra

With a recently released budget and the entire country scrambling to understand its implications, IIFT Kolkata held Arthashastra, the budget discussion and economic analysis event, on 15 February 2020 with an esteemed panel containing:

- (1) Mr. Bikash Kumar Jain, Director, PWC India.
- (2) Mr. Bhaskar Thakkar, Founder BT Associates and GSTIdea.com.
- (3) Dr. Vivekananda Mukherjee, Professor, Jadavpur University, and
- (4) Mr. Sandeep Ghosh, Head - Corporate Strategy & Planning at Srei Equipment Finance Limited.

The discussion was moderated by Dr. Bibek Ray Chaudhuri, Associate Professor, IIFT Kolkata.

The panelists were from a varied background and brought forth their own unique viewpoint relating to the budget and its various implications on the nation and its citizens. Mr. Jain spoke about the various tax provisions within the budget, talking about the changes in the personal income tax, as well as the decision to abolish the Dividend Distribution Tax and the Vivad

se Vishwas scheme to improve tax collection in the country. Mr. Ghosh talked about NBFCs and their role in lending, especially for the recently announced National Infrastructure Pipeline, and emphasized the importance of looking beyond the numbers and the optics to understand the underlying vision.

Alum Talk

IIFT was honoured to host Mr. Krishan Mishra, an alumnus of batch 2011-13, Head of North and East India for the Association of Chartered Certificate Accountants (ACCA). Mr. Mishra started the talk by explaining the current status of the Indian economy and how important it will be in the future.

He elaborated on the various opportunities like the rising youth, digitization, higher consumer expenditure and challenges like reskilling, pollution and inclusive growth. Mr. Mishra explained the key drivers of change; increased regulations, strong governance and globalization.

Mr. Mishra further shed light on the numerous career opportunities in the corporate sector, financial services, risk management and shared services. He also talked about the current unemployability situation in the country. He ended the talk on an optimistic note of how every country goes through ups and downs but if the efforts are in the right direction, growth is inevitable.

Coca Cola Plant visit

As part of its consistent effort to take the students closer to the real business world, SCOPE - The Supply Chain,

Operations & Energy Club of IIFT organized a plant visit to the Coca-Cola Diamond Beverages Private Limited, Kolkata. Students visited the plant and witnessed the best operational practices being followed in its bottling process. The plant has 7 functional lines of production with a diverse product portfolio including Coke, Thums-Up, Sprite, Fanta, Limca, Coke Zero, Diet Coke, Maaza mango, Minute Maid and Kinley. The session was led by Ms. Saranjita Chaubey and Mr. Indranil Dutta from the HR Department, and Mr. Nandan Kr Pradhan from the Quality Control Department. The students gained a lot of practical understanding from the visit and we would like to thank DBPL for providing us with this opportunity.

Advait 2020

IIFT Kolkata held its annual cultural fest, Advait on 23 February 2020. Competitions, games and several events were organized throughout the day. It was an early start to the day with several teams putting on their thinking caps and running shoes to participate in the Treasure Hunt event on campus. This was followed by Paintball and Zorb Fight events.

The evening witnessed stellar performances by the many talented students with performances diverging into various fields like dance, music, stand up, etc. The festivities ended with a bittersweet farewell to the senior batch (2018-20), in an entertaining manner.

AWARDS WON BY IIFT STUDENTS RECENTLY IN NATIONAL/INTERNATIONAL COMPETITIONS

S. No.	Award/Competition	Company/B-School	Position
1.	RB Global Challenge	Reckitt Benckiser	National Finalist
2.	Mahindra Rise	Mahindra & Mahindra	Campus Winner
3.	Bud Challenge	AB InBev	National Semifinalist
4.	Transcend	Colgate Palmolive	Regional Finalist
5.	IB League	HSBC STG	Campus Winner
6.	LIME	HUL	National Semifinalist
7.	CarpeDiem	HUL	National 2nd Runners Up
8.	LOUD	Godrej	Special Invitee
9.	Happiness Contest	RPG	Campus Winner
10.	Stratos	ABG	National Finalist
11.	WooMe	ABG	National Winners
12.	4P Challenge	Nestle	National Finalist
13.	CFA Research Challenge	CFA	National Finalist*
14.	ReLead	ReNew Power	National Finalist
15.	Think up Challenge	Philips Healthcare	Campus Winner
16.	The Catalyst Challenge	OYO	National Finalist
17.	Ideation Challenge	KPMG	National Semi Finalist*
18.	Beat the Curve	ICICI Bank	National 2nd Runners Up
19.	War Room	Mahindra & Mahindra	National Winners
20.	Wired	Flipkart	Campus Winner
21.	Comstrat	FCB Ulca	National Finalist
22.	Out Think	L&T	National
23.	Comquest	MCX	Campus Winner
24.	Interrobang	ITC	Campus Winner
25.	Off Roads	BAJAJ	Campus Winner
26.	Steel-a-thon	Tata Steel	National Finalist
27.	Blizzard	RPG	National Finalist
28.	Avant Grade 5.0	ABG	National Finalist
29.	TUP	Reliance	National Finalist*

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.	Aarif Aziz	CHRO	Diageo
2.	Ajay Ranjan	Group President & Global Head of Transaction Banking Group	Yes Bank
3.	Amit Pandey	COO	Exicom
4.	Ankur Warikoo	Founder	Nearbuy
5.	Anshuman Mishra	Founder	LoanADDa
6.	Arun Pandit	Head of Sales - B2B	Loadshare Networks
7.	Ashish Mishra	CHRO	Nippon Paints
8.	Balaji Nuthlapadi	Managing Director & Head	Citibank
9.	Calvin Lyngdoh	Vice President	Bajaj Auto
10.	Calvin Lyngdoh	VP HR	Bajaj Auto
11.	Chaitanya Goyal	Director of Product	Sprinkler
12.	Dhruv Talwar	Head of Brand Strategy, Godrej Properties	Godrej Properties
13.	Gaurav Goyal	MD, Digital Analytics	Accenture
14.	Gunjan Kaul Singh, Gayatri Das, Arharvadeep Agrawal	Ethics & Compliance Officer, Senior Manager HR, Brand Lead	Eli Lily
15.	Kartikeya Raman	Associate Director	Deloitte India
16.	Koichi Ikegami	Senior Communications Officer	Nomura Holdings
17.	Kushal Sanghvi	Business Head	Reliance Digital and Entertainment
18.	Lopamudra Banerjee	CHRO	Carrier-Midea
19.	Mayank Kacchwaha	Founder	IndiaLends
20.	Nishnat Gupta	Head Marketplace Business, Seller Marketing and Support	Flipkart
21.	Paavan Nanda	CEO & Co-Founder	WinZo Games
22.	Pallav Chatterjee	Director, Performance Improvement, Automotive Sector	EY
23.	Peeyush Chitlangia	Founder	Finshiksha
24.	Prerna Arun	Head Communications - India & Nepal	AkzoNobel India
25.	Rahul Sharma	National Sales manager	ABBOTT
26.	Rajeev Ranjan	Director Sales, DFM Foods	DFM Foods
27.	Randhir Singh Kalsi	Senior Executive Director	Maruti Suzuki India Limited
28.	Raveesh Bhatnagar	Implementation Leader	McKinsey & Company

S. No.	Speaker	Designation	Company
29.	Ritesh Gauba	Director, Sales	Mars
30.	Ritwik Khare	Chief Business Officer, Make My Trip	Make My Trip
31.	Sandeep Nagpal	Vice President Global Marketing (APAC and MEA)	CVENT
32.	Sandeep Nagpal	CMO	Cvent
33.	Sandeep Singhi	Cluster Head HDFC AMC Retail, Corporate Treasury & Retirement Solutions	HDFC Asset Management
34.	Sanjay Joneja	Senior Trader	Golden Agri Resources
35.	Sanjay Mariwal	CEO	Omni Actives
36.	Sanjeev Duggal	COO	BruceClay India
37.	Santosh Saran	Founder & CEO	GenNxt
38.	Savi Ahuja	Associate, HSBC STG	HSBC STG
39.	Shruti Srivastva	Head Total Rewards & HR Service Excellence	Kotak Life
40.	Shubhomay Banerjee, Rajendra Awasthi and Mrinank Sharma	Co-Founder & Business Development EpikInDiFi	EpikInDiFi
41.	Subhra Rath	Associate Vice President- Distribution Planning & Insights	Sony Entertainment
42.	Sudhanshu Jain	Director - Enterprise Digital & Analytics	American Express
43.	Sukanto Aich	CMO and whole time Director	Signify Innovations
44.	Sumit Jasoria	Managing Director	Meero
45.	Suyash Mehrotra	Exports Business Development Manager	Nestlé
46.	Vinayak Talwar	Campus Lead	RPG

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 endeavor to add to its collection specialized publications, reports, Databases, e-Journals, Print Journals, Articles, etc. and get itself updated regularly. Presently Library has an impressive collection of 1,04,929 resources that comprises 77,764 book/CDs-volumes, 17781 bound periodicals, and 235 periodicals on the subjects Statistical Theory, Banking, Industries, Management, Marketing, Consumerism, Geopolitical Economic System, Services, Computers, IT, Trade, Science and Technology, Transport and Business Communications, etc. The Library is also having 40500 articles on above

areas. In addition to these, its collection includes Research Reports, Company Reports, Statistical Annual publications, Case Studies CD-ROMs, Video-Cassettes. The Library has a special collection on e-resources for it's both the Centers i.e. Delhi and Kolkatta and it is also having a specialized Centre the *WTO Resources Centre* which provides rich information exclusively on WTO and related issues. 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, Ministeries and Departments of Government of India, Export Promotion Councils, Commodity Boards and other Trade Promotion Organizations.

Section-wise distribution of the Library acquisitions during 2019-2020 is given below:

POSITION OF LIBRARY ACQUISITIONS DURING 2019-2020

Section	Acquisition in 2019-2020	Total as on 31.3.2020
Books, Reports, Video Cassettes & CD-ROMs	305	77,764
Documents	NIL	9,122
Bound Volumes of Periodicals (incl. journals received free)	50	17,781
Subscribed/Complementary Journals	NIL	235
Databases/Online Sites Including Complementary e-Journals	-	27
Total	355	104,929

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 Bloomberg, 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), EBSCO and Emerald Management extra 175 Journals and several individual journals. These databases provide

valuable information on Countries Studies; Statistical Data on Agriculture, Economy, Demography, Labour, Media, Education Market Forecast, Market Reports; Annual Data of Companies; Stock Market Tariff and Non-tariff Barriers; WTO related disputes; Cases and day to day development in WTO; indicators of different Countries; data for Indian States; Foreign Trade, Regional Integration of India with different countries and many other areas related to foreign trade.

In-House Publications

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

WTO Resource Centre

WTO Resource Centre set up in the Library is a well recognized Centre specializing in the field of exclusive on 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 comprises articles 4301 books.

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

IIFT, KOLKATA LIBRARY

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, 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 to its users.

e-brary

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

These resources are available through the licensed databases like *EBSCO, Proquest, Emerald, Blackwell, CMIE, JSTOR, ISI Emerging Markets, 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.

IIFT KOLKATA LIBRARY AR 2019-2020

Resources	Acquisition in 2019-2020	Total as on 31.3.2020
Books (Complimentary & Purchased)	300	4950
Journals Printed (Complimentary & Purchased)	-	89
Bound Volumes	-	1679
Databases/Online resources	Combined subscription from Delhi campus	Same as Delhi campus

Computer Centres at IIFT

DELHI CAMPUS

Recognizing the importance of technology in education, IIFT's Computer Centre has implemented latest state of the art IT infrastructure to provide a competitive advantage in its core areas of education and research. The Computer Centre aims at providing 99 per cent uptime including ensuring server uptime, data recovery and backup, facilitating storage management, hardware, network operations, streamlining operations and simplifying enduser support.

IIFT has its Data Centre equipped with Unified Storage, Virtualized Server Environment, and Web Servers, Email Servers, etc. For its internet requirements, the IIFT avails 150 mbps leased line from two different ISPs on load balancing. IIFT's data centre, which is 180 square feet, has 3 CISCO Unified Communication Server connected to FC based EMC Unified Storage of almost 15TB. These servers offer a cloud solution using VMware.

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 color monitors has 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.

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 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.

KOLKATA CAMPUS

Kolkata Campus is having 100 mbps for its Internet requirements besides 20 mbps NLD between Delhi & Kolkata campuses. WiFi services are also made available to the students in the campus. Libsys, Prowess, India Trades services have been facilitated locally from IIFT Kolkata.

Digital lab at IIFT Kolkata is well equipped with 30 latest model computers for student access. Kolkata campus also has an online classroom studio to conduct online certificate and executive programmes.

In addition to the above, 70 desktop computers (i3 and i5) with Windows OS and color monitors have been installed.

IT Initiatives in 2019

(1) Massive Open Online Courses (MOOC): In collaboration with DGFT, Institute has started to take initiatives for conducting MOOC programme for Export & Import Management. Hon'ble Minister for Commerce & Industry and Civil Aviation on 15 February 2019, launched a new online "Anytime-Anywhere" export awareness course to train, mentor and hand-hold potential exporters so as to help them to tap international trade opportunities. More than 15,000 candidates have already registered for this programme and about 200 candidates have already obtained certifications by passing the final online examination.

(2) Data Analytics & Simulation Lab (DASL): Comprehending the recent advances in functional data analysis and high-dimensional statistics, designed a Data Analytics & Simulation Lab with 40 computers with softwares such as SPSS, Hadoop, SAS, etc for Data Analytics and Simulation Courses.

(3) Web portal for Centre for North Eastern Studies (CENEST): Designed, developed and hosted a web portal for Centre for North Eastern Studies (CENEST). CeNEST would allow IIFT to provide handholding support to the entrepreneurs of the North Eastern states, undertake research and analysis on developmental issues related to International trade and business of various North

Eastern states and conduction of training programmes for the North Eastern states.

(4) Online Executive & Capacity Building Programmes:

In 2019, Institute has launched a number of online programmes with the Blended and Flipped Classroom approaches and as follows:

- I. Online Certificate Programme: 2 (Total Participants: 70)
- II. Online Executive Programme: 1 (Total Participants: 35)
- III. Online Management Development Programme: 3 (Total Participants: 77)
- IV. Online Sponsorship Programme: 2 (For TVS & BEL, Total Participants: 51)

(5) Web portal for Assessment & Development Centre:

Developed and hosted a website for Assessment & Development Centre with Psychometric Profiling Portal and through this portal, the Assessment & Development Centre of the Institute had conducted online personality profiling for more than 700 candidates and about 3000 online profile tests in 2019.

(6) Web Portal for Publication Division and FOCUSWTO.IB:

Designed, developed and hosted an exclusive Web Portal for Publication Division and *FOCUSWTO.IB*: Successfully developed an exclusive web portal for Publication Division and *FOCUSWTO.IB*.

(7) StuMent, an exclusive web portal for Student Mentorship Programme:

Along with Division of Alumni Affairs, designed and hosted an exclusive web portal for the new initiative designed to provide you along academic, some personal support by our faculty colleagues. It will help to build smooth, healthy relationship during college life, and afterwards also.

(8) Green Campus Initiative:

With climate change threatening to warm our planet up to unsafe levels, it's important to do our bit to help the environment in whatever way one can. By conducting online quizzes and examination through Campus360 (<http://campus360.iift.ac.in>), in the year 2019 alone, Institute has saved paper voluminous to ten trees.

Publication Division

The Publication Division was created by competent authority in 2018 and was subsequently entrusted with the vision of augmenting/enhancing the academic research environment at IIFT. The Institute has brought out the FTR: *Foreign Trade Review*; *FOCUSWTO.IB*, *IIFT Newsletter*, periodicals/publications and conducted Seminars and published working paper series.

1. Seminar Series

Under the mentorship of Prof. Manoj Pant, Director, IIFT, the Publication Division has taken an initiative

to start a monthly seminar series. In this seminar, we invite external experts to present an academic research paper/topic and to interact with faculty members/research scholars at IIFT. One of the primary purposes for such events is to foster a research culture among faculty members and students. Since August 2018, we have conducted several lectures under monthly seminar series. Following three International Seminar Series and two Domestic Seminar Series were conducted during the financial year 2019-20:

INTERNATIONAL SEMINAR SERIES

Guest/Invitee	Topic	Date
Prof. Atul Parvatiyar (Centre for sales & customer relationship excellence, Rawls college of Business, Texas)	“Assessing and Prioritizing International Market Opportunities- An Applied Framework”	14 Jan. 2019
Prof. Martin Rama, Dr. Gladys Lopez and Dr. Daniel Samaan (Economists from World Bank and ILO)	“Exports to Trade: Realizing the Gains from Trade”	27 Feb. 2019
Prof. Atul Mishra (University of Plymouth, UK)	“Preparing for BREXIT- Business and Economics Implication for India”	23 Dec. 2019

INTERNATIONAL SEMINAR SERIES

Dr. P. Vigneswara Llavaranan (IIT, Delhi)	“Tiny Impact of ICT’s and Paucity of Rigorous Cases: A Systematic Review of Urban MSME’s in Developing World”	26 April 2019
Dr. Ankit Kesharwani (IIFT, New Delhi)	“Do (How) Digital Natives Adopt a New Technology Differently than Digital Immigrants- Longitudinal Study”	30 Aug. 2019

2. Publishing *FOCUSWTO.IB* Journal and IIFT Newsletter

FOCUSWTO.IB is an in-house quarterly publication of IIFT which publishes full-research papers, case-studies, monographs, book reviews, and synopsis of doctoral dissertation in international business and management research. Objective of this interdisciplinary peer reviewed *FOCUSWTO.IB* is to encourage applications of conceptual ideas, research methods in international business and management. Publication Division has published 4 Issues during the year 2019-20. Volume 21 had three (3) issues along with Volume 21 Issue 4 as special issue of CTFL’s “Logistics Conclave and Conference” abstract proceedings and one issue of

Volume 22, issue 1 has been published in March 2020.

Publication Division has published three issues of IIFT Quarterly Newsletter (April-June 2019, July-Sept. 2019 and Oct.-Dec. 2019).

Publication Division achieved a milestone with its first International Subscription from Germany (Massmann Internationale Buchhandlung GmbH) for *FOCUSWTO.IB*.

3. Publishing *FOREIGN TRADE REVIEW*

The *Foreign Trade Review (FTR)*, a peer reviewed quarterly journal, has more than four and half decades of existence in the academic research fraternity. Throughout this period, the journal has aimed to cater

to the different trade, FDI related research domain covering international trade, WTO issues, regional trade blocs, sectoral analysis, etc. The journal publishes articles having academic rigour, extensive trade data analysis and serious policy implications suitable for

higher academic research and policy analysis. This journal is a member of the Committee on Publication Ethics (COPE). FTR successfully published its 4 issues with Volume 54.

4. Uploading of Working Paper Series

During the year following working papers have been uploaded with Repec:

WP No	Topic	Authors
FI-19-37	“Corporate Governance and Firm Performance in Indian Context: A Structural Equation Modelling Approach”	Dr. Sheeba Kapil, Dr. Rakesh K. Mishra
EC-19-38	“Imports from China: Threat or Opportunity Analysis of Indian Manufacturing Sector”	Dr. Sunitha Raju, Dr. V. Raveendra Saradhi
EC-19-39	“Pharmaceutical Exports and Patents in India-An Empirical Investigation”	Dr. Bibek Chaudhauri, Dr. S. Bhattacharyya, Dr. Susmita Chatterjee
EC-19-40	“Quantification of Services Trade Restrictions- A New Approach”	Prof. Manoj Pant, Ms. Sugandha Huria

PUBLICATION BY IIFT FACULTY

Prof. Manoj Pant, Director & Professor of Economics

- Marjit, S., Pant, M. and Huria, S. (2019), “Unskilled Immigration, Technical Progress, and Wages - Role of the Household Sector”, *Review of International Economics*.
- Pant, M. and Mondal, S. (2020), “FDI Spillovers on Technical Efficiency of Indian Manufacturing Firms”, 55(7), pp. 42-49.

Dr. Sugata Marjit, Distinguished Professor

- Chakravarty, Surajeet & Fonseca, Miguel & Ghosh, Sudeep & Kumar, Pradeep & Marjit, Sugata. (2019), Religious Fragmentation, Social Identity and Other-Regarding Preferences: Evidence from an Artefactual Field Experiment in India. *Journal of Behavioral and Experimental Economics*, 82. 101451. 10.1016/j.socec.2019.101451.
- Marjit, S., Mishra, S., Sarkar, S. and Yang, L., (2019), Trade, Inequality and Distribution-neutral Fiscal Policy, *Foreign Trade Review*, 54(2), pp. 61-74.
- Kar, S., Mandal, B., Marjit, S. and Mukherjee, V. (2019), Seeking Rent in the Informal Sector, *Annals of Public and Cooperative Economics*.
- Marjit, S., Pant, M., Huria, S. (2020), Unskilled Immigration, Technical Progress, and wages—Role

of the household sector. *Rev Int Econ.*; 28: pp. 235-251. <https://doi.org/10.1111/roie.12448>.

- Virtual Trade and Comparative Advantage - The Fourth Dimension- Springer (Forthcoming) with B. Mandal and N. Nakamishi.

Dr. Satinder Bhatia, Professor & Chairperson, HOD (Finance)

- Bhatia, S. (2019), “Public Sector Finances as Determinants of Private Investment in PPP Projects - Experiences from Select Countries”, *Journal of Economics, Management and Trade*, 23(6), pp. 1-17.
- Bhatia, S. (2019), “Emergence of Innovation-as-a-Service in Modern Value Chains”, *Competition Forum*.

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

- Lahiry, S., Rangarajan, K. (2019), “Strategic Use of Patents by an Entrepreneurial Multinational Organization in Indian Context”, *Journal of Global Business Advancement*, 12(3), pp. 356-381.
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राजभाषा हिंदी की गतिविधियां

संस्थान संघ की राजभाषा नीति के कार्यान्वयन के अंतर्गत निर्धारित लक्ष्यों को शत-प्रतिशत पूरा करने के लिए पूर्ण रूप से जागरूक व वचनबद्ध है। संस्थान में राजभाषा हिंदी का प्रचार-प्रसार दिन-प्रतिदिन उन्नयनता की ओर अग्रसर है। राजभाषा हिंदी के श्रेष्ठ कार्यान्वयन के लिए संस्थान को समय-समय पर माननीय राष्ट्रपति महोदय द्वारा "राजभाषा कीर्ति पुरस्कार" तथा वाणिज्य मंत्रालय के राजभाषा विभाग द्वारा "शील्ड/ट्राफी" प्रदान की गई हैं, जो इसकी प्रमाणिकता को दर्शाता है। संस्थान में कार्यालयीन कामकाज के साथ-साथ शिक्षण एवं प्रशिक्षण में भी हिंदी की उपयोगिता को बढ़ावा दिया गया है। वर्ष 2019-20 के दौरान हिंदी के प्रगामी प्रयोग से संबंधित किए गए कार्यों का विवरण निम्न प्रकार है:

- 1. राजभाषा अधिनियम 1963 की धारा 3(3) का अनुपालन** – राजभाषा अधिनियम 1963 की धारा 3(3) के अंतर्गत दर्शाए गए सभी कागजात अर्थात् 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 गईं।
- 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 को समय-समय पर संशोधित करते हुए द्विभाषी रूप से संस्थान की वेबसाइट पर अपलोड किया गया।
 - (क) सभी साइनेज, रबड़ की मोहरें, नामपट्ट, लोगो, सीलें, पत्र शीर्ष, विजिटिंग कार्ड आदि द्विभाषी रूप में उपयोग किए 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 शिक्षण व प्रशिक्षण कार्यक्रमों के प्रवेश-पत्रों तथा बैनर आदि को द्विभाषी रूप में तैयार किया गया।
- 3. राजभाषा नियम, 1976 के नियम-5 का अनुपालन** – संस्थान के सभी अनुभागों/विभागों में प्राप्त हिंदी पत्रों का उत्तर पूर्ण रूप से हिंदी में ही दिया गया।

- 4. पत्राचार की स्थिति** – संस्थान 'क' क्षेत्र में स्थित है, अतः "क" और "ख" क्षेत्र में अधिक से अधिक पत्राचार हिंदी/द्विभाषी रूप में किया गया। वर्ष के दौरान हिंदी पत्राचार की स्थिति लगभग वार्षिक कार्यक्रम 2019-20 के अनुरूप रही।
- 5. 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।
- 6. शिक्षण कार्यक्रम** – संस्थान में शिक्षण-प्रशिक्षण के अंतर्गत प्रबंधन विकास कार्यक्रमों में विभिन्न सरकारी, सार्वजनिक, निजी संस्थाओं से आए अधिकारियों को हिंदी व अंग्रेजी की मिली-जुली भाषा के माध्यम से प्रबंधन व अंतरराष्ट्रीय व्यवसाय पर सघन शिक्षण/प्रशिक्षण दिया गया।
- 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 लागू की गई है। इस योजना के अंतर्गत हिंदी में अधिकाधिक कार्य करने वाले कर्मचारियों को नकद पुरस्कार के रूप में प्रति कर्मचारी राशि ₹1000/- प्रदान की जाती है।
- 8. नराकास** – संस्थान 'क' क्षेत्र में स्थित होने के कारण माननीय संसदीय राजभाषा समिति द्वारा गठित नगर राजभाषा कार्यान्वयन समिति (नराकास दक्षिण दिल्ली-3) का सदस्य कार्यालय है। संस्थान ने वर्ष के दौरान नराकास द्वारा समय-समय पर आयोजित सभी बैठकों में अपनी भागीदारी दर्ज की।



संस्थान की ओर से नराकास की छमाही बैठक में भाग लेते श्री गौरव गुलाटी, उप-कुलसचिव व श्री राजेन्द्र प्रसाद, हिंदी अधिकारी (22.05.2019)

9. **तिमाही बैठक** – वर्ष 2019–20 के दौरान राजभाषा नियमों के अनुपालनार्थ प्रत्येक तिमाही में निदेशक महोदय की अध्यक्षता में विभागीय राजभाषा कार्यान्वयन समिति की बैठकों का आयोजन किया गया। इन बैठकों के दौरान संस्थान में राजभाषा कार्यों की समीक्षा व प्रगामी प्रयोग संबंधी निर्णय लिए गए। बैठकों की तिथियां निम्न प्रकार हैं :

तिमाही	आयोजन की तिथि
अक्टूबर–दिसम्बर 2019	00 जनवरी 2019
जुलाई–सितम्बर 2019	31 अक्टूबर 2019
अप्रैल–जून 2018	10 जुलाई 2019



तिमाही हिंदी कार्यशाला (12 मार्च 2020)



तिमाही विभागीय राजभाषा कार्यान्वयन समिति की बैठक
(31 अक्टूबर 2019)

10. **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 गईं। वर्ष 2019–20 में आयोजित हिंदी कार्यशालाओं की तिथियां इस प्रकार हैं:

तिमाही	आयोजन की तिथि
जनवरी–मार्च 2020	12 मार्च 2020
अक्टूबर–दिसम्बर 2019	14 नवम्बर 2019
अप्रैल–जून 2019	27 जून 2019

11. **हिंदी में प्रकाशन** – संस्थान की वार्षिक रिपोर्ट वर्ष 2018–19 का हिंदी में प्रकाशन किया गया। हर वर्ष की भांति, हिंदी कक्ष द्वारा गृह-पत्रिका 'यज्ञ' 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।

12. संस्थान में हिंदी सप्ताह

राजभाषा विभाग के निर्देशानुसार सरकारी कामकाज में राजभाषा हिंदी के प्रति जागरूकता तथा उसके उत्तरोत्तर प्रयोग में गति लाने के उद्देश्य से संस्थान में 13 से 20 सितम्बर 2019 के दौरान "हिंदी सप्ताह" का आयोजन किया गया। हिंदी सप्ताह के दौरान हिंदी के प्रयोग को बढ़ाने तथा प्रभावी बनाने के लिए विभिन्न प्रकार की प्रतियोगिताओं का आयोजन किया गया। प्रतियोगिताओं का निर्धारण संस्थान के अंतिम सदस्य की सहभागिता को ध्यान में रखते हुए किया गया। इस दौरान "हिंदी निबंध लेखन", "हिंदी श्रुतलेखन", "वाद-विवाद" तथा "कथा-कहानी: कहो अपनी जुबानी" प्रतियोगिताएं आयोजित की गईं। संस्थान के अधिकांश अधिकारियों व कर्मचारियों ने इन प्रतियोगिताओं में अपनी सहभागिता दर्ज की।

"हिंदी सप्ताह" के दौरान आयोजित प्रतियोगिताओं के पुरस्कार विजेता सदस्य निम्न प्रकार हैं:

क) हिंदी श्रुतलेखन प्रतियोगिता के प्रथम चार पुरस्कार विजेता

सीमा शर्मा	–	प्रथम पुरस्कार
दीपा पी.जी.	–	प्रथम पुरस्कार (हिंदीतर भाषी)
ऋचा दुआ	–	द्वितीय पुरस्कार
नीलम दहिया	–	द्वितीय पुरस्कार

ख) हिंदी निबंध प्रतियोगिता के प्रथम चार पुरस्कार विजेता

कमल सिंह	—	प्रथम पुरस्कार
विशाल तेवतिया	—	प्रथम पुरस्कार
संजीव कुमार	—	द्वितीय पुरस्कार
जितेंद्र सक्सेना	—	द्वितीय पुरस्कार

ग) कथा—कहानी: कहो अपनी जुबानी प्रतियोगिता के प्रथम चार विजेता

अंकिता कालिया	—	प्रथम पुरस्कार
एस. बालासुब्रामणियन	—	प्रथम पुरस्कार (हिंदीतर भाषी)
आशिष त्रिपाठी	—	द्वितीय पुरस्कार
तनुश्री अरोड़ा	—	तृतीय पुरस्कार

घ) वाद—विवाद प्रतियोगिता के पुरस्कार विजेता

तनुश्री अरोड़ा	—	प्रथम पुरस्कार
पीताम्बर बहेरा	—	प्रथम पुरस्कार (हिंदीतर भाषी)
रंजन कुमार	—	प्रथम पुरस्कार
एस. बालासुब्रामणियन	—	द्वितीय पुरस्कार (हिंदीतर भाषी)
अंजली	—	द्वितीय पुरस्कार



डॉ. प्रमोद कुमार गुप्ता, कुलसचिव, आईआईएफटी के साथ हिंदी सप्ताह के दौरान आयोजित प्रतियोगिताओं के पुरस्कार विजेताओं का समूह फोटो (25.09.2019)

हिंदी सप्ताह का समापन समारोह – 25 सितम्बर 2019 को हिंदी सप्ताह के समापन समारोह का आयोजन किया गया। इस अवसर पर संस्थान के प्रमुख प्रोफेसर मनोज पंत, निदेशक ने हिंदी भाषा के प्रचार—प्रसार में भाषा के सरलीकरण पर बल देते हुए सभी स्तर के कर्मचारियों एवं अधिकारियों से हिंदी के काम—काज को बढ़ावा देने के लिए आह्वान किया। कार्यक्रम के अंत में निदेशक महोदय ने प्रतियोगिताओं के पुरस्कार विजेता सदस्यों को प्रमाण—पत्र, शील्ड व पुरस्कार राशि प्रदान करते हुए सम्मानित किया।

कोलकाता केंद्र पर हिंदी सप्ताह

दिल्ली परिसर की तर्ज पर कोलकाता केंद्र पर भी 13 से 20 सितम्बर 2019 के दौरान बड़े हर्षोल्लास के साथ “हिंदी सप्ताह” मनाया गया। कोलकाता केंद्र “ग” क्षेत्र में स्थित होने के कारण, वहां पर अधिकांश कर्मचारी एवं अधिकारी हिंदीतर भाषी हैं, परंतु

संविधान के नियम व विनियमों के अनुपालन के अंतर्गत संघ की राजभाषा हिंदी के प्रचार—प्रसार के लिए वचनबद्ध हैं। हर वर्ष की भांति हिंदी सप्ताह के दौरान केंद्र के सभी सदस्यों की अभिरूचि को ध्यान में रखते हुए अनेक हिंदी प्रतियोगिताओं का आयोजन किया गया। प्रतियोगिताओं के विषय के रूप में “हिंदी निबंध लेखन”, “हिंदी कविता पाठ”, “प्रश्नोत्तरी” और “हिंदी तात्क्षणिक भाषण” का चयन किया गया। इन सभी प्रतियोगिताओं में संकाय सदस्यों सहित कर्मचारियों एवं अधिकारियों ने बढ़—चढ़ कर भाग लिया और हिंदी सप्ताह के कार्यक्रमों के माध्यम से पूरे वातावरण को हिंदीमय बनाने का प्रयास किया गया।

कोलकाता केंद्र पर हिंदी सप्ताह के दौरान आयोजित प्रतियोगिताएं व पुरस्कार विजेता निम्न प्रकार हैं:

1) हिंदी निबंध लेखन प्रतियोगिता के पुरस्कार विजेता

अतुल कुमार	—	प्रथम पुरस्कार
उमामा नसरीन हक	—	द्वितीय पुरस्कार
श्रावनी मंडल	—	तृतीय पुरस्कार

2) कविता पाठ प्रतियोगिता के पुरस्कार विजेता

रामकृष्ण दास	—	प्रथम पुरस्कार
उपासना आचार्य	—	द्वितीय पुरस्कार
जैनब ईमाम	—	तृतीय पुरस्कार

3) प्रश्नोत्तरी प्रतियोगिता के पुरस्कार विजेता

अतुल कुमार	—	प्रथम पुरस्कार
तन्मय रॉय	—	प्रथम पुरस्कार
जैनब ईमाम	—	तृतीय पुरस्कार

4) हिंदी तात्क्षणिक भाषण प्रतियोगिता के पुरस्कार विजेता

अतुल कुमार	—	प्रथम पुरस्कार
जैनब ईमाम	—	द्वितीय पुरस्कार
ओमश्री मजूमदार	—	तृतीय पुरस्कार



कोलकाता केंद्र पर हिंदी सप्ताह के दौरान आयोजित निबंध प्रतियोगिता के सहभागी (13.09.2019)

समापन समारोह – 20 सितम्बर 2019 को कोलकाता परिसर के प्रमुख डॉ. के. रंगराजन, प्रोफेसर की उपस्थिति में विधिवत “हिंदी सप्ताह” के समापन समारोह का आयोजन किया गया। इस अवसर पर प्रोफेसर डॉ. रंगराजन जी ने कोलकाता केंद्र की गतिविधियों का उल्लेख किया। राजभाषा हिंदी के प्रति सभी सदस्यों की निष्ठा की सराहना की तथा प्रशासनिक कार्यों में हिंदी की अधिकाधिक उपयोगिता पर बल दिया। कार्यक्रम के अंत में, हिंदी प्रतियोगिताओं के पुरस्कार विजेताओं को प्रमाण-पत्र व पुरस्कार राशि प्रदान करते हुए प्रोत्साहित किया गया।



नराकास (दक्षिण दिल्ली-2) के सदस्य कार्यालयों के बीच आयोजित ‘वस्तुनिष्ठ प्रश्नोत्तरी प्रतियोगिता’ में संस्थान के पुरस्कार विजेता श्री संजीव कुमार, वरिष्ठ लिपिक। (22.05.2019)

13. ‘वस्तुनिष्ठ प्रश्नोत्तरी प्रतियोगिता’ पुरस्कार – वर्ष के दौरान राजभाषा हिंदी के प्रचार-प्रसार के अंतर्गत नराकास (दक्षिण दिल्ली-2) के सदस्य कार्यालय के.वी. रंगपुरी द्वारा दिनांक 31 जनवरी 2019 को नराकास के 71 सदस्य कार्यालयों के बीच हिंदी में ‘वस्तुनिष्ठ प्रश्नोत्तरी प्रतियोगिता’ आयोजित की गई। इस प्रतियोगिता में संस्थान की ओर से श्री संजीव कुमार, वरिष्ठ लिपिक ने भाग लिया तथा पुरस्कार विजेता रहे। दिनांक 22 मई 2019 को आयोजित नराकास की बैठक में अध्यक्ष, नराकास द्वारा श्री संजीव कुमार को प्रशस्ति-पत्र व नकद पुरस्कार देकर सम्मानित किया गया।

14. हिंदी गृह-पत्रिका “यज्ञ” अंक-12 का पुनः विमोचन – दिनांक 22.05.2019 को आयोजित नराकास की छमाही बैठक के दौरान संस्थान की ओर से उप-कुलसचिव, श्री गौरव गुलाटी की उपस्थिति में नराकास अध्यक्ष ने संस्थान की हिंदी गृह-पत्रिका “यज्ञ” अंक-12, 2019 का पुनः विमोचन किया जिसमें सभी सदस्य कार्यालयों द्वारा करतल ध्वनि के साथ पत्रिका की साज-सज्जा व सामग्री की भूरी-भूरी प्रशंसा की गई।



नराकास (दक्षिण दिल्ली-2) की छमाही बैठक के दौरान संस्थान की हिंदी गृह-पत्रिका “यज्ञ” अंक-12, वर्ष 2019 का पुनः विमोचन करते नराकास, अध्यक्ष व संस्थान के उप-कुलसचिव, श्री गौरव गुलाटी। (22.05.2019)

ANNUAL ACCOUNTS
2019-20



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 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, 2020, 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, 2020;
- (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 VIII 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 **RSM & Associates.**
Chartered Accountants
Firm Registration No. 02813S

CA Pooja Goyal
Partner
Membership No. 521230

Place: New Delhi

Date: 16 October 2020

INDIAN INSTITUTE OF FOREIGN TRADE

BALANCE SHEET AS AT MARCH 31, 2020

Particulars	Schedule	Amount (₹)	
		31-03-2020	31-03-2019
CORPUS / CAPITAL FUND AND LIABILITIES			
Corpus, Capital & Other Funds	1	548,59,09,300	424,24,27,446
Earmarked / Endowment Funds	2	3,77,12,036	4,01,47,851
Current Liabilities & Provisions	3	40,07,61,732	37,92,66,232
TOTAL		592,43,83,068	466,18,41,529
ASSETS			
Fixed Assets	4	190,48,80,413	112,05,64,588
Investments in Earmarked Funds	5	3,77,12,037	4,01,47,851
Investments in Others	6	324,30,88,754	262,53,72,582
Interest Accrued on Investments	7A	31,82,16,163	32,67,81,870
Current Assets, Loans, Advances etc.	7	42,04,85,701	54,89,74,638
TOTAL		592,43,83,068	466,18,41,529
Significant Accounting Policies	16		
Contingent Liabilities and Notes on Accounts	17		

As per our report of even date attached

For and on behalf of Indian Institute of Foreign Trade

For **RSM & Associates.**
Chartered Accountants
Firm Registration No. : 02813S

Prof. Manoj Pant
Director

Dr. P.K. Gupta
Registrar

CA Pooja Goyal
Partner
Membership No. 521230

Place: New Delhi
Date: 16 October 2020

INDIAN INSTITUTE OF FOREIGN TRADE

INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED
ON MARCH 31, 2020

Amount (₹)

Particulars	Schedule	31-03-2020	31-03-2019
A. INCOME			
Income from Services	8	84,54,36,133	83,77,22,598
Grant-Received for CRIT	9A	27,63,00,000	9,79,14,934
Income of CRIT	9B	92,20,392	2,02,92,023
Fees / Subscriptions	10	-	18,925.00
Income from Royalty, Publications etc.	11	5,78,766	3,17,549
Interest Earned	12	24,42,05,841	21,13,03,187
Other Income	13	62,63,888	1,10,59,114
Prior Period Income	13A	4,26,352	39,45,628
TOTAL (A)		138,24,31,372	118,25,73,958
B. EXPENDITURE			
Establishment Expenses	14	33,95,59,331	38,14,03,648
Other Administrative Expenses etc.	15	26,83,22,217	28,65,41,119
Depreciation - (Corresponding to Sch.4)	4	1,27,12,040	1,00,22,014
Prior-Period Items (Net)	15A	1,31,14,207	84,67,257
Expenses for CRIT	15B	22,40,42,441	19,62,34,078
		-	-
TOTAL (B)		85,77,50,236	88,26,68,116
Balance being excess of Income over Expenditure (A - B)		52,46,81,136	29,99,05,842

As per our report of even date attached

For and on behalf of Indian Institute of Foreign Trade

For **RSM & Associates.**
Chartered Accountants
Firm Registration No. : 028135

Prof. Manoj Pant
Director

Dr. P.K. Gupta
Registrar

CA Pooja Goyal
Partner
Membership No. 521230

Place: New Delhi
Date: 16 October 2020

INDIAN INSTITUTE OF FOREIGN TRADE

RECEIPTS AND PAYMENTS FOR THE YEAR ENDED
ON 31ST MARCH 2020

Receipts	Amount (₹)	
	31.03.2020	31.03.2019
I. Opening Balances		
(a) Cash & Stamps in Hand	12,726.00	2,537.00
(b) Bank Deposits		
(i) Current Accounts	4,191,988.24	122,406,618.53
(ii) Deposits Account (STD)	231,068,863.27	510,562,465.00
(iii) Saving Bank	112,565,888.18	20,151,176.18
II. Grants Received		
(a) From Govt. of India	276,300,000.00	96,205,000.00
III. Income on Investments from		
(a) Earmarked / Endowment Funds	4,229,022.00	-
IV. Interest Received		
(a) On Bank Deposits	577,705,756.69	144,975,041.00
(b) Loans, Advances etc.		-
V. Other Income		
(a) Market Survey / Seminar Fees, Training Fee/Property Income	1,224,339,496.00	1,015,525,481.00
VI. Other Receipts		
(a) Maturity of FD	528,560,863.00	337,535,684.00
(b). Miscellaneous	51,354,590.00	34,076,334.00
Sale of Fixed Assets		
Total	3,010,329,193.38	2,281,440,336.71

As per our report of even date attached

For and on behalf of Indian Institute of Foreign Trade

For **RSM & Associates.**
Chartered Accountants
Firm Registration No. : 028135

Prof. Manoj Pant
Director

Dr. P.K. Gupta
Registrar

CA Pooja Goyal
Partner
Membership No. 521230

Place: New Delhi
Date: 16 October 2020

INDIAN INSTITUTE OF FOREIGN TRADE

RECEIPTS AND PAYMENTS FOR THE YEAR ENDED
ON 31ST MARCH 2020

Payments	Amount (₹)	
	31.03.2020	31.03.2019
I. Expenses		
(a) Establishment Expenses	364,598,616.00	182,825,059.00
(b) Administrative Expenses	192,087,657.00	105,963,086.08
II. Investments and Deposits made		
Out of own funds (Investments-Others)	1,492,129,156.00	787,775,000.00
III. Expenditure on Fixed Assets & Capital work in progress		
Purchase of Fixed Assets	28,556,472.00	146,543,281.00
IV. Other Payments	698,620,138.38	710,494,445.00
V. Closing Balances		
(a) Cash & Stamps in Hand	22,784.00	12,726.00
(b) Bank Balances		
(i) Current Accounts	2,612,135.00	4,191,988.24
(ii) Deposits Accounts (STD)	170,317,458.00	231,068,863.27
(iii) Saving Bank	61,384,777.00	112,565,888.12
Total	3,010,329,193.38	2,281,440,336.71

As per our report of even date attached

For and on behalf of Indian Institute of Foreign Trade

For **RSM & Associates.**
Chartered Accountants
Firm Registration No. : 028135

Prof. Manoj Pant
Director

Dr. P.K. Gupta
Registrar

CA Pooja Goyal
Partner
Membership No. 521230

Place: New Delhi
Date: 16 October 2020

INDIAN INSTITUTE OF FOREIGN TRADE

SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT MARCH 31, 2020

SCHEDULE: -1 CAPITAL, CORPUS FUND & OTHER FUNDS

Amount (₹)

Particulars	31.03.2020		31.03.2019	
A. CAPITAL FUND				
Balances as at the beginning of the year				
Capital Grant for Land & Building		16,81,99,000		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		1.00
Capital Grant for Construction of Kolkata Campus	133,57,00,000		60,86,93,065	
Add: Additions during the year	-		-	
Add: Adjustments	-	133,57,00,000	-	60,86,93,065
Capital Grant for setting up MSME Shimla	1,88,00,000		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 the beginning of the year	15,34,15,110		19,13,59,678	
Less: Transferred to Gratuity Reserve Fund/ Leave Encashment Reserve Fund/	12,853.00		3,79,44,568	
Balance of other grants as at the end of the year	-	15,34,02,257	-	15,34,15,110
Donated Asset Fund				
Donated Assets Opening Balance	10,998.00		10,998.00	
Add: Transferred to Donated Asset Fund	-		-	
Less: Depreciation	-	10,998.00	-	10,998.00
Permanent Membership				
Permanent Membership Opening Balance	1,22,70,394		1,22,70,394	
Add: Interest (less adjustments)	-	1,22,70,394	-	1,22,70,394
B. GENERAL FUND				
Balance as at the beginning of the year	285,15,74,274		256,16,68,432	
Add: Balance of net income transferred from Income & Expenditure Account	52,46,81,136		29,99,05,842	
Less : Trfd. To Grant In Aid Nafed	-114,700,000.00		-	
Less/Add: Transferred to Pension Corpus	-10,000,000.00	325,15,55,410	-10,000,000.04	285,15,74,274
C. Gratuity Reserve Fund		7,72,30,025		7,74,99,600
D. Leave Encashment Reserve Fund		5,37,25,051		5,34,42,623
E. Pension Corpus		1,20,77,096		1,02,83,313
TOTAL		548,59,09,300		424,24,27,446

SCHEDULE: -1A Interunit Balance

Amount (₹)

Particulars	31.03.2020	31.03.2019
Interunit Payable	16,60,86,359	13,64,45,680
Interunit Receivable	-166,086,359	-136,445,680
TOTAL	-	-

INDIAN INSTITUTE OF FOREIGN TRADE

SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2020

SCHEDULE - 2 EARMARKED / ENDOWMENT FUNDS

Funds	(a) Opening balance of the funds (As at 01.04.2019)	(b) Additions to the funds during 2019-20		TOTAL (a+b)	(c) Utilisation / Expenditure towards objectives of funds	Net Balance at the end of the year (a+b-c)	Previous Year	
		(i) Income from investments made on account of funds	(ii) Other additions					TOTAL (c)
Endowment for Awards								
AK Sengupta Award	10,554.76	581.00	-	11,135.76	-	11,135.76	10,554.76	
BM Ghai Award	37,841.16	2,081.00	-	39,922.16	-	39,922.16	37,841.16	
Dun & Brad Street Award	3,493.36	192.00	-	3,685.36	-	3,685.36	3,493.36	
Rangaswamy Award	12,507.37	688.00	-	13,195.37	-	13,195.37	12,507.37	
Srinivas Iyenger Award	16,121.30	887.00	-	17,008.30	-	17,008.30	16,121.30	
Endowment for Chairs								
APEDA Chair	58,94,709	3,24,208	-	62,18,917	-	62,18,917	58,94,709	
EDI Chair VSNL	1,00,01,703	5,50,094	-	1,05,51,797	-	1,05,51,797	1,00,01,703	
EDI Chair Balmer-Lawrie	22,11,092	1,21,611	-	23,32,703	-	23,32,703	22,11,092	
STC Chair	66,73,935	3,67,066	-	70,41,001	-	70,41,001	66,73,935	
Scholarship Funds								
Scholarship Receipt A/c	11,21,184	61,666.00	-	11,82,850	-	11,82,850	11,21,184	
Sumitra Chisti Award	64,118.16	3,526.00	-	67,644.16	-	67,644.16	64,118.16	
Ornate Solar	5,17,622	28,470.00	-	5,46,092	17,622.00	5,28,470	5,17,622	
Other Funds								
MMTC Corpus	59,62,073	2,78,908	-	62,40,981	8,91,018	53,49,962	59,62,073	
ECGC Chair	64,69,000	0.00	-	64,69,000	31,36,302	33,32,698	64,69,000	
PEC Corpus	11,51,898	53,230.00	-	12,05,128	1,84,080	10,21,048	11,51,898	
Total FY 2019-20	4,01,47,851	1,793,208	-	4,19,41,059	42,29,022	3,77,12,036	4,01,47,851	

INDIAN INSTITUTE OF FOREIGN TRADE

SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2020

SCHEDULE: -3 CURRENT LIABILITIES AND PROVISIONS

Amount (₹)

Particulars	31.03.2020		31.03.2019	
A. CURRENT LIABILITIES				
1. Sundry Creditors (Including Contingent Liability 9.28 cr)		10,14,40,369		10,33,43,011
2. Payable to Employees		2,36,30,931		2,71,55,747
3. Advances Received		59,20,308		3,31,742
3A. Advances Received from Students		15,74,500		15,74,500
4. Security Deposit/Retention Money		1,96,64,744		2,54,46,939
5. Stale Cheques				
a) Outstanding for a period above 12 months	2,71,377		2,71,377	
b) Outstanding for a period below 12 months	5,79,756	8,51,133	34,40,328	37,11,705
6. Funds				
a) IIFT Alumni Fund	43,02,988		-3,203,657.00	
b) IMF Fund (Receivable)	-8,216,725.00	-3,913,737.00	-3,322,628.00	-6,526,285.00
7. Other Current liabilities				
a) Other Current Liabilities	6,61,09,664		3,92,32,821	
b) Grant brought forward	33,18,565		33,18,565	
c) Scholarships	18,33,830		36,33,830	
d) Statutory Dues	74,22,785	7,86,84,844	52,24,334	5,14,09,550
Total (A)		22,78,53,092		20,64,46,909
B. PROVISIONS				
1. Gratuity		7,72,30,025		7,74,99,600
2. Accumulated Leave Encashment		5,37,25,051		5,34,42,623
3. Bonus		6,00,421		6,57,987
4. Other provisions		4,13,53,143		4,12,19,113
Total (B)		17,29,08,640		17,28,19,323
Total (A+B)		40,07,61,732		37,92,66,232

INDIAN INSTITUTE OF FOREIGN TRADE
SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2020
SCHEDULE: -4 FIXED ASSETS

Amount (₹)

Particulars	Rate of Dep.	GROSS BLOCK			
		As on 01.04.2019	Additions	Adjustments	As on 31.03.2020
1 Land					
(a) Leasehold - Delhi Campus		2,77,38,561			2,77,38,561
(b) Leasehold - MaidanGarhi Delhi		28,33,33,725			28,33,33,725
(c) Leasehold - Kolkata Campus		1.00			1.00
2 Building		-			-
(a) Leasehold	1.58%	15,53,31,161		-2,200,432.66	15,31,30,729
(b) Capital Work In progress		50,37,89,578	76,99,06,538	-1,316,446,965.02	-42,750,849.21
(c) Leasehold (NAFED)		8,18,91,006		-7,571,527.00	7,43,19,479
(d) Kolkata Building		-	131,93,94,602	-	131,93,94,602
(d) Directors's Resident		-	52,31,158	-	52,31,158
3 Furniture & Fixtures, Electrical Equipments, Tape recorders and accessories, Audio Visual Equipments	9.50%	11,16,19,216	1,08,59,224		12,24,78,440
4 Vehicles	9.50%	13,47,718	9,13,969		22,61,687
5 Office Equipments, Typewriters, Duplicators, Airconditioners, Transformers & Water Coolers	9.50%	3,52,61,810	20,96,707		3,73,58,517
6 Computer Hardware	25%	12,91,52,043	1,36,54,897	-64,358.00	14,27,42,582
7 Books	33.33%	3,41,38,440	17,49,697	-2,652.00	3,58,85,486
8 Solar Penal	1.58%	1,77,42,128			1,77,42,128
9 Kitchen Equipments (Kolkata)		-		-492,993.76	-492,993.76
10 Wings of Wisdom		-			0.00
11 Gym Equipments	9.50%	7,38,360	-	-	7,38,360
Total (A)		138,20,83,748	212,38,06,792	-1,326,778,928.44	217,91,11,612
Other Fixed Assets		-			-
(a) Assets SIDA		-			-
Photo Copiers, Books/Trade Directory, Printing Machine/Lettering Machine & Typewriters	9.50%	5,68,982	-	-	5,68,982
Audio-Visual Equipment and Micro Fiche Reader	9.50%	8,97,520	-	-	8,97,520
(b) Donated Assets Fund		-			-
(i) Computers	25%	21,36,508	-	-	21,36,508
(ii) Fountain & Saraswati Idol	9.50%	77,000.00	-	-	77,000.00
TOTAL (B)		36,80,010	-	-	36,80,010
GRAND TOTAL (A+B)		138,57,63,758	212,38,06,792	-1,326,778,928.44	218,27,91,622

Amount (₹)

DEPRECIATION				NET BLOCK		
Upto 31.03.2019	Deductions	For the year	Adjustments	Upto 31.03.2020	As on 31.03.2020	As on 31.03.2019
-				0.00	2,77,38,561	2,77,38,561
-				0.00	28,33,33,725	28,33,33,725
-				0.00	1.00	1.00
-				0.00	-	-
9,41,70,500		57,674.40		9,42,28,174	5,89,02,554	6,11,60,661
-82,886,152.19			-	-82,886,152.19	4,01,35,303	58,66,75,730
-				0.00	7,43,19,479	8,18,91,006
-				0.00	131,93,94,602	0.00
-				0.00	52,31,158	0.00
7,58,95,047		37,50,409		7,96,45,455	4,28,32,984	3,57,24,168
7,57,706		1,68,579		9,26,285	13,35,402	5,90,012
2,22,23,344		18,65,035		2,40,88,379	1,32,70,138	1,30,38,466
12,22,41,700		46,37,872		12,68,79,572	1,58,63,010	69,10,343
3,04,04,223		16,74,296		3,20,78,519	38,06,967	37,34,218
2,80,326		2,80,326		5,60,651	1,71,81,477	1,74,61,802
-564,770.64		71,776.87		-492,993.77	0.01	5,64,771
-1,071,792.81		1,42,486		-929,307.06	9,29,307	10,71,793
69,030.00		63,586.00		1,32,616	6,05,744	6,69,330
26,15,19,159	-	1,27,12,040	-	27,42,31,199	190,48,80,413	112,05,64,588
5,68,982		-		5,68,982	-	-
8,97,520		-		8,97,520	-	-
-				0.00	-	-
21,36,508		-		21,36,508	-	-
76,983.00		-		76,983.00	-	-
36,79,993	-	-	-	36,79,993	-	-
26,51,99,152	-	1,27,12,040	-	27,79,11,192	190,48,80,413	112,05,64,588

INDIAN INSTITUTE OF FOREIGN TRADE

SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2020

SCHEDULE: -5 INVESTMENTS IN EARMARKED / ENDOWMENT FUNDS

Amount (₹)

Particulars	31.03.2020	31.03.2019
A Earmarked / Endowment Funds	3,77,12,037	4,01,47,851
Total	3,77,12,037	4,01,47,851

SCHEDULE: -6 INVESTMENTS-OTHERS

Amount (₹)

Particulars	31.03.2020	31.03.2019
A Corpus		
a) in Fixed Deposits-Corpus	274,66,41,443	137,24,28,374
B Gratuity Reserve Fund	7,72,30,025	7,74,99,600
C Leave Encashment Reserve Fund	5,37,25,051	5,34,42,623
D Pension/Bonus Corpus	1,20,77,096	1,02,83,313
E Income Tax Purposes	35,34,15,139	111,17,18,672
Total	324,30,88,754	262,53,72,582

SCHEDULE: -7A INTEREST ACCRUED ON INVESTMENTS (but not due)

Amount (₹)

Particulars	31.03.2020	31.03.2019
A Earmarked / Endowment Funds	31,82,16,163	32,67,81,870
Total	31,82,16,163	32,67,81,870

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

INDIAN INSTITUTE OF FOREIGN TRADE

SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2020

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

Amount (₹)

Particulars	31.03.2020		31.03.2019	
A. CURRENT ASSETS:				
1 Inventories:				
(a) Stock of Stationary/Computer Consumables, etc. (At cost as certified by the Management)		26,20,976		26,20,976
2 Sundry Debtors:				
(a) Debts Outstanding for a period exceeding 6 Months	4,20,22,013		3,45,38,942	
Less: Provision for doubtful debts	24,00,046		24,00,046	
	3,96,21,967		3,21,38,896	
(b) Debts Outstanding for a period less than 6 Months	44,37,867		61,01,431	
(c) Receivable from Students	7,25,000	4,47,84,834	7,26,500	3,89,66,827
3 Cash & Stamps in Hand (Including Cash Imprests)		2,24,057		1,66,606
4 Bank Balances:				
(a) With Scheduled Banks:				
Current Account (Indian Bank)	68,11,007		-2,476,375.00	
Short Term Deposits (Sweep Account)	22,71,54,859		22,87,05,415	
Other Bank Accounts	65,74,650	24,05,40,516	11,87,22,127	34,49,51,167
5 6th Pay Commission Arrear		-		3,63,98,473
Total (A)		28,81,70,383		42,31,04,049
B. LOANS, ADVANCES AND OTHER ASSETS:				
1 Loans:				
(a) Staff (including staff advances)		2,83,29,574		1,55,86,025
2 Advances and other amounts recoverable in cash or in kind or for value to be received:				
(a) Prepayments	2,59,13,838		1,78,28,818	
(b) Others (including Earnest Money/Security Deposits)	3,33,26,206		3,86,87,418	
(c) Stale Cheques	-	5,92,40,044	-	5,65,16,236
3 Tax deducted at Source		4,47,45,700		5,37,68,328
Total (B)		13,23,15,318		12,58,70,589
Total (A+B)		42,04,85,701		54,89,74,638

INDIAN INSTITUTE OF FOREIGN TRADE

SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2020

SCHEDULE: -8 INCOME FROM SERVICES

Amount (₹)

Particulars	31.03.2020	31.03.2019
1 Income from Services		
(a) Maintenance Services (Equipment / Property)	18,05,908	10,11,165
(b) Training / Research Programmes	84,36,30,225	83,67,11,433
Total	84,54,36,133	83,77,22,598

SCHEDULE: -9A GRANT FOR CENTRE FOR WTO STUDIES

Amount (₹)

Particulars	31.03.2020	31.03.2019
1 Grants received for Activities of the Centre	27,63,00,000	9,79,14,934
Total	27,63,00,000	9,79,14,934

SCHEDULE: -9B WTO INCOME

Amount (₹)

Particulars	31.03.2020	31.03.2019
1 Income received during the year	92,20,392	2,02,92,023
2 WTO Manpower Services	-	-
Total	92,20,392	2,02,92,023

SCHEDULE: -10 SUBSCRIPTIONS

Amount (₹)

Particulars	31.03.2020	31.03.2019
1 Annual Subscriptions	-	18,925.00
Total	-	18,925.00

INDIAN INSTITUTE OF FOREIGN TRADE

SCHEDULES FORMING PART OF THE BALANCE SHEET
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SCHEDULE: -11 INCOME FROM PUBLICATIONS

Amount (₹)

Particulars	31.03.2020	31.03.2019
1 Income from Publications	5,78,766	3,17,549
Total	5,78,766	3,17,549

SCHEDULE: -12 INTEREST EARNED

Amount (₹)

Particulars	31.03.2020	31.03.2019
1 On Term Deposits:		
(a) With Scheduled Banks	23,71,44,915	20,73,99,062
2 On Savings Bank A/c	53,65,080	38,97,990
3 On Loans:		
(a) Employees / Staff	13,566.00	6,135.00
4 On Income Tax Refund	16,82,280	-
Total	24,42,05,841	21,13,03,187

SCHEDULE: -13 OTHER INCOMES

Amount (₹)

Particulars	31.03.2020	31.03.2019
Miscellaneous Income	59,43,888	1,10,59,114
Sponsorships	3,20,000	-
Total	62,63,888	1,10,59,114

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

SCHEDULE: -13A PRIOR PERIOD ITEMS

Amount (₹)

Particulars	31.03.2020	31.03.2019
Programme Fee	-	-
Publications Incomes	-	-
Interest on RIPs	-	23,351.00
Miscellaneous Incomes WTO	-	72,00,000
Miscellaneous Prior Period Debits	4,26,352	-3,277,723.00
Total	4,26,352	39,45,628

INDIAN INSTITUTE OF FOREIGN TRADE

SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2020

SCHEDULE: -14 ESTABLISHMENT EXPENSES

Amount (₹)

Particulars	31.03.2020	31.03.2019
1 Salaries, Allowances & Wages	28,48,01,933	29,14,13,215
2 Contribution to Provident Fund	14,24,878	32,19,876
3 Contribution to NPS	42,18,340	11,76,433
4 Staff Welfare Expenses	1,04,71,396	1,41,25,919
5 Expenses on Employees Retirement & Terminal Benefits	1,00,68,150	4,74,78,980
6 Others (Wages to Contractual Employees & Others)	2,85,74,634	2,39,89,225
Total	33,95,59,331	38,14,03,648

SCHEDULE: -15 OTHER ADMINISTRATIVE EXPENSES ETC.

Amount (₹)

Particulars	31.03.2020	31.03.2019
1 Advertisement and Publicity	2,81,692	11,12,978
2 Auditors Remuneration	1,84,915	86,297.00
3 Bank and Insurance Charges	3,95,570	6,42,809
4 Computer & Networking Exp.	1,35,97,629	1,20,55,896
5 Electricity and Power	2,99,39,360	2,96,57,605
6 Expenses on Security & Housekeeping	3,09,00,953	2,95,88,781
7 Expenses on Seminar / Workshops / Programmes	10,78,90,391	11,45,49,254
8 GST Expense	59,982.00	-
9 Losses/(Gains) for Forex	99,404.00	3,58,528
10 Guest House General & Maintenance Exp.	90,573.00	1,97,372
11 Legal / Consultancy Fees	31,67,728	15,37,353
12 Library Expenses	2,63,34,086	2,88,32,691
13 Postage, Telephone and Communication Expenses	7,69,499	6,05,728
14 Printing and Stationery	28,21,786	24,81,754
15 Rent, Rates and Taxes	67,39,602	1,87,03,141
16 Repairs and Maintenance	2,77,52,368	1,66,03,060
17 Subscription Expenses (Publication Expenses)	90,656.00	1,64,773
18 Travelling and Conveyance Expenses	1,75,049	6,73,871
19 Vehicle Running and Maintenance	4,95,498	6,31,082
20 Miscellaneous Expenses/Charges	1,85,877	1,80,657
21 Other Admin Expenses	1,63,49,599	2,78,77,489
Total	26,83,22,217	28,65,41,119

INDIAN INSTITUTE OF FOREIGN TRADE

SCHEDULES FORMING PART OF THE BALANCE SHEET
AS AT 31ST MARCH 2020

SCHEDULE: -15A PRIOR PERIOD ITEMS (NET)

Amount (₹)

Particulars	31.03.2020	31.03.2019
1 Salary & Staff Welfare Expenses	-	-
2 Programmes Expenses	-	-
3 Repair & Maintenance	-	-
4 Rent Rates & Taxes	-	-
5 Printing & Stationary Expenses	-	-
6 Postage & Telegram Expenses	-	-
7 Legal & Consultancy Charges	-	-
8 Miscellaneous Prior Period Debit	1,31,14,207	84,67,257
9 Miscellaneous Prior Period Credits	-	-
10 Publication/Subscriptions	-	-
11 Accrued Interest	-	-
12 Miscellaneous Expenses	-	-
Total	1,31,14,207	84,67,257

SCHEDULE:-15B EXPENSES FOR CENTRE FOR RESEARCH IN INTERNATIONAL TRADE(CRIT)

Amount (₹)

Particulars	31.03.2020	31.03.2019
1 Salaries & Wages	7,11,90,997	7,20,93,704
2 General Expenses	43,40,485	2,64,65,174
3 Subscription Expenses	9,91,015	1,50,022
4 Seminars / Workshops / Conferences etc.	4,22,99,824	4,31,40,353
5 Lease Rent	3,63,72,484	3,58,57,083
6 Wages to Contractual Employees	2,13,18,084	1,03,04,348
7 Maintenance of India Trade Portal (WTO)	1,92,98,920	-
8 Prior Period Expenses (WTO)	-	11,44,490
9 Other WTO Expenses	2,82,30,632	70,78,904
Total	22,40,42,441	19,62,34,078

SCHEDULE 16: SIGNIFICANT ACCOUNTING

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

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 value method.
- b. Depreciation on other assets is charged on straight-line method based on the age of the assets determined by the Institute. The effective rate of depreciation works out as follows:

(i) Furniture, Fixture, Electrical Equipment, Tape Recorders & Audio-Visual Equipment.	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.

SCHEDULE 17: NOTES TO ACCOUNTS

- I. Contract for construction of Kolkata Campus was awarded for an amount of ₹133.57 crore for main work. As per "Schedule of Payments" agreed with contractor the payments have been released in a phased manner deepening upon completion on its stages and based on the recommendation of the Project Management Consultant (PMC) on the submission of running account bills. The case is under arbitration and a liability of ₹9.28 crore has been created in current liability. "BUILDING" under the Fixed Assets for ₹131.93 crore has been created in FY 2019-20 by capitalizing the CWIP Expenses of Kolkata Campus which will be transferred to Kolkata Books of Accounts.
- II. 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.
- III. Provision for Gratuity Liability amounting ₹2,69,575/- (Accumulating to ₹7,72,30,025/-, previous year ₹7,74,99,600/-) provided during the year. Gratuity paid of ₹66,80,099/- paid during the year has been adjusted against opening provision.
- IV. Provision for Accumulated Leaves Encashment benefits to the employees to the extent of ₹2,82,428/- (Accumulating to ₹5,37,25,051/-, previous year ₹5,34,42,623/-) has been provided during the year. Leave Encashment benefits of ₹33,75,198/- encashed during the year have been adjusted against opening provision.
- V. Provision of ₹4,41,612/- has been made for bonus for the year 2019-20. Bonus pertaining to 2018-19 amounting ₹4,30,598/- has been paid during the year.
- VI. The Management has stated balances related to fixed asset as at 31-3-2020 which are:
Gross Block of Fixed Assets amounting to ₹218.27 crore, Accumulated Depreciation amounting to ₹27.79 crore, Net Block of Assets amounting to ₹190.48 crore and depreciation for the financial year 2019-20 is amounting to ₹1.27 crore.
The BOM had approved a new Fixed Assets Policy for the Institute in the year 2017-18. Accordingly, the FAR of the Institute has been duly reconstructed w.e.f. FY 2012-13 till 31st March 2020.
- VII. Depreciation of ₹1,27,12,040/- during the year for own assets is given at Schedule-4 to Balance Sheet which includes depreciation of ₹21,20,765/- charged on assets of CRIT which has been accounted for in the expenditure of the Centre under Schedule-15B. Balance of ₹1,05,91,275/- has been accounted for as expenditure of the Institute in the Income & Expenditure Statement.
- VIII. There are certain balances under Current Assets, Loans and Advances and Current Liabilities are subject to confirmation and subsequent reconciliation, if any. The main Balances are as under:
 - a) Certain debit balances of receivables amounting ₹2,75,90,392/- for Delhi and for Kolkata ₹77,30,634, advances to staff amounting ₹99,70,860.55/ for Delhi and for Kolkata ₹6,68,635 (some of which are pertaining to previous years, even before 2010-11)
 - b) Certain credit balances of staff amounting ₹3,51,846.81/- (pertaining to previous years, upto 2009-10), creditors amounting ₹17,09,270/- (pertaining to previous years, upto 2009-10).
- IX. 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.
- X. In the opinion of the Institute, the provision for all known liabilities including depreciation has been made and is adequate.
- XI. 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.

XII. The Financials results include Income & Expenditure of Kolkata Centre of the Institute for 2019-20 as below:
(₹ Crore)

S. No.	Particulars	31.03.2020	31.03.2019
1.	Income	32.72	26.19
2.	Expenditure (before Depreciation)	15.83	13.98
3.	Depreciation(proportionate)	0.43	0.24
4.	Total Expenditure	16.26	14.22
5.	Surplus	16.45	11.97

XIII. 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. This Amount has been received on dated 31.12.2019 from Department of Commerce and it has been set off from the Current Assets in the FY 2019-20 under the 6th Pay Commission.

XIV. 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. Additional provision of ₹1,00,00,000/- was made out of corpus Fund as in the year FY 2019-20 to meet the future liability. The opening balance of the fund was ₹1,02,83,313/- and Pension payment of ₹96,09,445/- has been released during the year. As on 31.03.2020, the corpus stands at ₹1,20,77,096/-.

XV. The Nomenclature of "Corpus Fund" has been changed to "General Fund" from the FY 2018-19 in accordance with applicable laws.

XVI. The "Kolkata Campus Capital Work in Progress" grouping has been Transfer to heading "Building" in Fixed Assets Register for the FY 2019-20.

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.

XIX. Clauses I to XVIII form an integral part of accounts and have been duly authenticated.

As per our report of even date attached

For and on behalf of Indian Institute of Foreign Trade

For **RSM & Associates.**
Chartered Accountants
Firm Registration No. : 028135

Prof. Manoj Pant
Director

Dr. P.K. Gupta
Registrar

CA Pooja Goyal
Partner
Membership No. 521230

Place: New Delhi

Date: 16 October 2020

IIFT Faculty

(as on date of publication)

Name	Qualification	Specialization
Director		
Pant, Prof. Manoj	M.A (Economics), Ph.D. (Southern Methodist University, USA)	International Trade Theory, International Investment and Finance, Development Economics.
Distinguished Professor		
Marjit, Dr. Sugata	M.A. (Economics), University of Rochester Ph.D. (Eco), University of Rochester	International Economics.
Dean Administration (Academics)		
Katti, Dr. (Mrs.) Vijaya	Ph.D., M.A. (Economics), 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.
Chairperson/Head of Divisions		
Bhatia, Dr. (Mrs.) Satinder	Ph.D. (Financial Management), M.Com., M.Phil. (Organization Behaviour), PMP (Project Management Professional)	Managerial Accounting, Financial Management, Financial Markets, Trade Finance.
Joshi, Dr. Rakesh Mohan	Ph.D., M.B.A. E.M.I.T. (Gold Medalist) IIFT	International Marketing, International Business, International Business Strategy, International Entrepreneurship.
Rangarajan, Dr. K.	Ph.D., M.Com., A.M.T. A.A.M.A. (Aus)	Strategic management and Business Planning, Organizational Restructuring, Cluster Development and Strategies, Management of TPOs and State Enterprises and allied areas.
Bhattacharyya, Dr. Ranajoy	Ph.D. (Eco), M.Phil. (Eco), M.Sc. (Eco),	International Economics, Environment Economics.
Kapil, Dr. Sheeba	Ph.D., M.B.A. (Finance), UGC-NET	Financial Management, Mergers & Acquisition, Business Valuation, Investment Analysis and Appraisal.
Nag, Dr. Biswajit	Ph.D. (Economics), M.A. (Economics), P.G. Diploma in Financial Management	Industrial Economics, Applied Econometrics, International Trade & Finance.

Name	Qualification	Specialization
Rastogi, Dr. Sanjay	Ph.D. Post Doctoral (Germany), M.Sc. (Stat.)	Business Statistics, Quantitative Techniques, Business Research, Marketing Research, Econometric Modeling and Forecasting.
Singh, Dr. Ram	Ph.D., M.B.A. UGC-NET MGG (Germany) Master Certificate in SCM & Logistics (MSU-USA)	International Trade Operations and Logistics.
Seth, Dr. Nitin	Ph.D. (IIT Delhi), Post Doctoral (Germany), M.Tech (Production IIT Delhi), M.E. (Industrial Engg. & Management), B.E. (Mechanical)	Operations Management, Service Operations, Supply Chain Management, Total Quality Management, Project Management.
Professors/Consultants at the Level of Professor		
Raju, Dr. (Mrs.) D. Sunitha	Ph.D., M.A.	Agriculture Trade Issues, Economic Environment & Policy, Industry Sector Analysis, Regional Trade Agreements.
Das, Dr. Prabir Kumar	Ph.D., M.Sc. (Agri Statistics)	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	Ph.D. (University of Texas at Arlington), M.S. (Colorado State University), M.Sc. (IIT), B.Stat. (ISI)	Management Information Systems, Data Mining (including Privacy Preserving Data Mining), Fractals and Scaling in Complex Systems.
Dutta, Dr. Gautam Kumar	Ph.D. (IIT), M.B.A. GCPCL (Harvard), B.E. (Mechanical)	Marketing & Entrepreneurship.

Name	Qualification	Specialization
Mehtani, Dr. Rohit	Ph.D. International Studies (ATWS), M.B.A. Industrial Management (NPC), M.S. (BITS Pilani) M.B.A. Industrial 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), B.Sc.	International Political Economy & Economic Diplomacy, International Business Negotiations, International Business Strategy & Corporate Diplomacy, International Business Operations.
Wali, Dr. O.P.	Ph.D. (Jamia Millia Islamia University), Master in Rural Management (IRMA), Certified Software Quality Professional Certificate Programme in Chinese Language, Certified in ITIL Foundation from CSEB (UK), MGG (Germany)	Marketing, Information System & Project Management, Research Methods, Decision Modeling.
Banerjee, Dr. Saikat	Ph.D., "Global Business Management Programme" (Thunderbird School of Global Management Arizona, US), M.B.A. (Gold Medalist), P.G.D.P.R., P.G.D.M.&S.M.	Brand Management, Consumer Behaviour, Marketing Communication.
Vadlamudy, Dr. Raveendra Saradhi	Ph.D. (IIM-Ahmedabad), M.Com.	International Trade & Finance, International Financial Management, Financial Management, Management Accounting, Spreadsheet Modeling, Security Analysis and Portfolio Management.
Venkatesan, Dr. M.	Ph.D. (Social Psychology), M.Phil. (Social Psychology), M.A. (Psychology)	Organizational Behaviour, Behavioral Sciences, Psychometric Testing, Human Resource Management, Competency Mapping, Quantitative Research Methods, Change Management, Global Leadership, Entrepreneurship, Employee Counseling, Employee Engagement.

Name	Qualification	Specialization
Sinha, Dr. Deepankar	Ph.D. (Industrial & Systems Engineering) IIT, Kharagpur M.B.A. (Finance), IGNOU M.Sc. (Physics-Electronics), NIT, Rourkela Diploma in Computer Sciences, ACL Diploma in Operations Research (ORSI)	International Logistics and Operations Management, MIS, BPR and Lean Implementation in Ports and Shipping, International Contract Management, Road Logistics Regulatory Matters, Railway Logistics.
Associate Professors/Consultants at the Level of Associate Professor		
Lakhanpal, Dr. Pooja	Ph.D. (Organization Behaviour) (IIT, Mumbai), Post Doctoral (Germany), M.A. (Psychology)	Psychology for Managers, Organizational Behaviour, Human Resource Management, Cross Cultural Management, Corporate Social Responsibility.
Tripathi, Dr. Saswati	Ph.D. (Maths), NET Qualified CSIR Fellow Certified SCOR-P Professional conferred by APICS, USA (International Certification from APICS for Supply Chain Professionals) M.Phil. (App. Maths) M.Sc. (App. Maths)	Supply Chain Management, Operations Management, Operations Research, Business Statistics, Business Research Methods (BRM), Graph Theory, Numerical Methods, Linear and Non-Linear Differential Equations.
Chatnani, Dr. Niti Nandini	Ph.D., M.B.A., B.Sc.	Finance: Financial Management, Security Analysis and Portfolio Management, Commodity Trading and Price Risk Management, Supply Chain Finance.
Sharma, Dr. R.P.	Ph.D., M.B.A., M.A. (Geography)	Marketing Management, Marketing of Services, Sales Management.
Seal, Dr. Jayanta Kumar	Ph.D., CMA, M.Phil.	Corporate Finance, Derivatives and Risk Management, International Finance, Security Analysis and Portfolio Management, Financial and Management Accounting.
Sahu, Dr. Basanta K.	Ph.D., Economics, M. Phil., Economics, M.A., Economics, B.A (Hons.), Economics	Development Economics, Indian Economy & Public Policy, Macroeconomics, Agriculture & Household Economics, Microfinance.
Chaudhuri, Dr. Bibek Ray	Ph.D. (Economics), M.Phil. (Economics), M.A. (Economics), NET-JRF	Macroeconomics, Productivity Analysis, Applied Econometrics, Survey (Export Potential, Competitiveness, etc.), Service Trade, Microfinance.
Chakraborty, Dr. Debashis	Ph.D., M.Phil. (Economics), M.A. (Economics)	International Trade, World Trade Organization and Indian Agriculture, Environmental Sustainability.

Name	Qualification	Specialization
Malla, Dr. Sweta Srivastava	Ph.D., M.A.	Organizational Behaviour, Behavioral Science, Business Ethics, Organizational Justice, Positive Psychology, CSR, Corporate Governance, Sustainable Business.
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.
Mukherjee, Dr. Jaydeep	Ph.D., M.A. (Econ., Gold Medalist), B.A. (Econ., Gold Medalist)	Macroeconomic Theory and Policy, Econometric Applications with special focus on Time-series Econometrics, Game Theory and its Applications, International Finance.
Symss, Dr. Jacqueline	Ph.D., M.Com., UGC-JRF	Financial and Managerial Accounting, Investment Banking, Management of Financial Services.
Gupta, Dr. Himani	Ph.D. (IIT Roorkee), M.Phil. (Statistics), M.Sc. (Statistics), FDP (IIM-A)	Statistics, Estimation Theory, Operations Research, Business Research Methods, Climate Change and Environment Sustainability Issues.
Assistant Professors/Consultants at the Level of Assistant Professor		
Chaturvedi, Dr. Tamanna	Ph.D. (WTO), IIFT M.Sc. (Ag Economics)	Agricultural Economics, Agri Commodity Trading, Product & Market Analysis for Exports, MSME Studies, WTO (SPS & AOA), Trade Policy Issues.
Ghosh, Dr. Triptendu Prakash	Ph.D., M.Phil., M.A. (Eco.)	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.
Siddiqui, Dr. Areej Aftab	Ph.D., MIB, NET/JRF to UGC-NET Certificate in Strategic Sourcing	Trade Operations and Global Sourcing.
Kesharwani, Dr. Ankit	Ph.D., M.B.A. (Marketing), UGC-NET	Digital Marketing, Customer Relationship Management, Marketing Research, Marketing Management.
Tak, Dr. Preeti	Ph.D., M.B.A. (Marketing) UGC-NET	Marketing Management, Marketing of Services, Consumer Behaviour, Sales and Distribution Management.
Gupta, Dr. Ashish	Ph.D., M.B.A. (Marketing), UGC-NET	Marketing Management, Consumer Behaviour, Advertising and Brand Management, Digital and Social Media Marketing.

Name	Qualification	Specialization
Chawla, Dr. Ginni	Ph.D., M.B.A. (Human Resource Management), UGC-NET & JRF	Human Resource Management and International Human Resource Management.
Wadhwa, Dr. Kavita	Ph.D. (Finance), Ph.D. (Accounting), Visiting Scholar Programme (VSP), Whitman School of Management, Syracuse University, NY M.Phil. (Finance and Accounting), M.Com. (Finance and Accounting)	Financial Accounting, Management Accounting, Financial Statement Analysis, Financial Management, Portfolio Management and Mutual Funds, Financial Modeling using MS-Excel.
Tuteja, Dr. Divya	Ph.D. (Economics), UGC NET, M.A. (Economics), B.A. (H) Economics	Macroeconomics, Financial Markets, Monetary Theory, Econometrics and Forecasting, Development Economics.
Rana, Dr. Arunima	Ph.D. (BITS Pilani), M.B.A. (Marketing), UGC-NET	Marketing Management, Brand Management, Modelling Consumer Behaviour, Digital Marketing.
Maheshwari, Dr. Prateek	Ph.D., M.B.A. (Marketing) UGC-NET Graduated in Mechanical Engineering Certificate Programme in Faculty Development (CPFD), Aston University Birmingham, UK	International Marketing Management, Advertising and Promotion Management, Rural Marketing, Fundamentals of Management.
Ghosh, Dr. Papiya	Ph.D., NET M.A. (Eco.)	Economics of Networks, Law and Economics, Social Choice Theory, Applied Microeconomics.
Chand, Dr. Arya K. Srustidhar	Ph.D. (Eco.), M.A. (Eco.), B.Sc. (Physic)	Economic Theory, Financial Economics Industrial Organization, Econometrics and Macroeconomics.
Jaiswal, Dr. Priyanka	Ph.D., MBA (Human Resource Management & Organizational Behaviour), B.Sc.	Human Resource Management & Organizational Behaviour.
Mukherjee, Dr. Tuheena	Ph.D., NET (UGC), Psychology M.A. (Psochology)	Organizational Behaviour/ Human Resource Management.
Singh, Parul	M.B.A. (HR, Marketing), NET & JRF (UGC), B.Tech. (Computer Sc.)	Information Technology and Marketing.
Verma, Sonu	M.B.A. (Marketing, Gold Medalist), NET (UGC) in Management, B.E. (Electronics)	Business Statistics, Business Research Methods, Marketing Research, Operations Management, Research Methodology, Supply Chain Management.

Name	Qualification	Specialization
Chillakuri, Dr. Bharat Kumar	Ph.D., NET (UGC), MBA (HR & Marketing)	Sustainability, Sustainability Reporting, CSR, Entrepreneurship, Human Capital, HR Transformation, International Business, Business Analysis, Trade, and Legal Issues in Business.
Mondal, Dr. Sanghita	PhD., M.Phil. (Economics), M.A. (Economics), B.A. (Economics)	Mathematical Economics, International Economics, Econometrics.
Dey, Dr. Oindrila	Ph.D., M.A. (Economics), B.Sc. (Economics), NET (UGC)	Applied Microeconomic Theory, Game theory, Industrial Organization, Labour Economics, Experimental Economics, Transport Economics.
Sharma, Dr. Naman	Ph.D. (Management), M.B.A., UGC-NET	General Management, Organizational Behaviour Human Resource Management.
Centre for WTO Studies		
Professor & Head		
Das, Abhijit	M.Sc. (Physics)	Anti-Dumping, Subsidies, Safeguards, WTO Disputes, Agriculture, NAMA.
Professors		
Bhatnagar, Mukesh	M.B.A., B.Com. (Hons.)	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	Ph.D., M.B.E., UGC - NET	Economics of Services Trade, WTO & Related Issues, International Migration, Trade and Investment Linkages, E-Commerce.
Singh, Shailja	LL.M., LL.B. (Hons.), B.A.	WTO Disputes, other legal aspects relating to WTO, Investment & E-Commerce
Sharma, Dr. Sachin Kumar	Ph.D. (Economics)	Trade and Development, Agriculture and WTO.

Name	Qualification	Specialization
Centre for Research on International Trade		
Professor & Head		
Das, Dr. Ram Upendra	Ph.D. (Economics), M.Phil. (Economics), M.A. (Economics)	International Trade and Development.
Rao, Liteswar	M.B.A. (International Business) Cost Accountancy	Trade in Services, Trade Operations, Trade Finance, Currency and Commodity Derivatives, Customs & Indirect Taxation.
Singh, Swati	M.A. (Economics), B.A. (Economics),	International Economics, Regional Integration, Intra-Industry Trade and Non-tariff Measures.
Centre for Trade & Investment Law		
Professor & Head		
Nedumpara, Dr. James J.	Ph.D. (NLS, B'lore), LL.M (Cambridge), LL.M (NYU), LL.M (NUS), LL.B (MGU)	Public International Law, Investment Law, Trade Remedies, SPS/TBT, WTO Disputes.
Assistant Professors		
Pradeep, Ms. Shiny	LL.M., B.A.LL.B (Hons)	
Shekhar, Mr. Satwik	LL.M., LL.B	

IIFT Administration

(as on date of publication)

Designation	Name	Contact No.
Registrar	Dr. P.K. Gupta	011-39147210 / 26531565
Deputy Registrar	Gaurav Gulati (Officiating)	011-39147306 / 39147307
Sr. Administrative Officer	Bhuwan Chandra (Officiating)	011-39147385
Senior Finance Officer	Pitambar Behera	011-39147317
Finance Officer	Deepa P.G.	011-39147247
Administrative Officers	B. Prasannakumar (Officiating)	011-39147215
	Meenakshi Saxena (Officiating)	011-39147319 / 26857908
	Nalini Meshram	011-39147249
Section Officers	Anil Kumar Meena	011-39147213
	Dwaipayan Ash	033-24195700
	Gaurav Gupta	011-39147221
	Jitender Saxena (Officiating)	011-39147225
	Karun Duggal	011-39147322
	Kavita Sharma	011-39147321
	Lalita Gupta	011-39147226
	Mohini Madam	011-39147223
	Rakesh Kumar Ojha (Officating)	011-39147315
	Sumita Marwaha	011-39147221
Hindi Officer	Rajinder Prasad	011-39147248
Assistant Finance Officer	Shahid Anwar	033-24195700

IIFT Support Services (as on date of publication)

Designation	Name	Contact No.
Head Corporate Relations and Placement	Prof. Rohit Mehtani	011-39147308
Faculty Coordinator - Placement	Dr. Tamanna Chaturvedi	011-39147305
Systems Manager	Bimal Kumar Panda	011-39147222
Asstt. Systems Manager	S. Balasubramanian	011-39147222
Computer Programmer	Neha Vinayak	011-39147222
Assistant Librarian	Amita Anand	011-39147383
	Nirmala	011-39147383

Guest Faculty

Name	Designation	Organization
Arun Gupta	Head-Execution Education	IIM, Ahmedabad
Ashok Advani	Professor	Jaipuria Institute of Management
Anil Dhingra	Retired Professor	JNU
Anirban Das	Professional	-
Aniket Raghunath Khare	VP-Business Development	Merkle-Sokrati
Anurag Mishra	Marketing Director	Smile Foundation
Aditi Hingu	Consultant	Self Employed
Ashish Jain	CA	Pitney Bowes Software (I) (P) Ltd.
Amardeep Singh	Finance Head	Lex Bolster Global LLP
Alekh Tiwari	Director	KPMG
Bhusnur Nath	-	-
Deepak Pandit	CEO	Practicing Strategists
Harsh Vardhan	Retired	
J. Mahakhud	Associate Professor	IIT Kharagpur
Kartikay Malhotra	Manager	Samsung
Krishnan Mohan	Sr. Researcher	Kantar, IMRB
Mridula Mishra	Director	Espiral Edge Pvt. Ltd.
M.P. Singh	Director	SMI, Dubai
Madhumita Kothari	Advocate	Supreme Court
Nitin Aggarwal	Practicing CA	ICAI
Niti Shikha	Associate Professor	Symbiosis
Rahul Agnihotri	Director Consulting	-
Rohit Kumar	Assistant Professor	IIM Ranchi
Rajinder Kaur	Professor of Law	Punjab University
Rajiv Srivastava	Professor	IMI
S.K. Garg	Professor	Delhi Technological University
Sarbjit Singh Butalia	Training Consultant	VSHIPS(UK)
Sumit Kaur	Associate Professor	FORE School of Management
Vijay Bansal	Director	Spire Logistics
Vinay Sharma	Consultants	Self employed

List of Permanent Members

(As on 31.3.2020)

Sl. No.	Company Name
1	A Sirkar & Co. (Jewellers) Pvt. Ltd. Kolkata
2	Agri. & Processed Food Products Export Development Authority New Delhi
3	All India Handicrafts Board New Delhi
4	Allahabad Bank Kolkata
5	Allana Cold Storage Pvt. Ltd. Mumbai
6	Amaravathi Textiles Karur
7	Amrutanjan Limited Chennai
8	Anglo French Drug Co. (Eastern) Ltd. Bengaluru
9	Arvind Distillery & Chemicals Ltd. Chennai
10	Andhra Bank Hyderabad
11	AIMIL Ltd. New Delhi
12	Alleppey Company Ltd. Alleppey
13	Academy of Management Studies Dehradun
14	Amira Foods (I) Ltd. New Delhi
15	AVIS International Ltd. New Delhi
16	Alankar Global Pvt. Ltd. New Delhi
17	Apparel Export Promotion Council New Delhi
18	Adani Exports Ltd. Ahmedabad
19	Ashok Leyland Ltd. Chennai
20	B.T.X. Chemicals (P) Ltd. Mumbai

Sl. No.	Company Name
21	Bank of India Mumbai
22	Bank of Madura Limited Chennai
23	Bharat Electronics Limited Bengaluru
24	Bharat Heavy Electricals Ltd. New Delhi
25	Bharat Heavy Plate & Vessels Ltd. Visakhapatnam
26	Bharat Motors Chennai
27	Britannia Industries Ltd. Bengaluru
28	Brooke Bond India Ltd. Bengaluru
29	Balaji Distilleries Ltd. Chennai
30	Bird & Company Pvt. Ltd. Kolkata
31	Bank of Baroda New Delhi
32	Bombay Dyeing & Mfg. Company Ltd. Mumbai
33	Bharat Aluminium Co. Ltd. New Delhi
34	Cotton Textile Export Promotion Council Mumbai
35	Cashew Export Promotion Council of India Cochin
36	Ceat Tyres of India Ltd. Mumbai
37	Chase Bright Steel Co. Ltd. Mumbai
38	Chartered Institute of Transport in India New Delhi
39	Chillies Export House Ltd. Virudhunagar
40	Cimmco International New Delhi

Sl. No.	Company Name
41	CMC Limited New Delhi
42	CMS Institute of Foreign Trade Hyderabad
43	CAPEXIL Kolkata
44	Coffee Board Bengaluru
45	Coir Board Kochi
46	Commerce & Export Promotion Wing, Govt. of Andhra Pradesh, Hyderabad
47	Council for Leather Export Chennai
48	Camphor & Allied Products Ltd. New Delhi
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
53	Directorate of Industries Govt. of Maharashtra Mumbai
54	Dr. Reddy's Laboratories Ltd. Hyderabad
55	Directorate of Export Promotion & Marketing Govt. of Orissa, Bhubaneswar
56	Directorate of Industries & Commerce Govt. of Karnataka, Bengaluru
57	Dhanalakshmi Weaving Works, Cannanore (Kerala)
58	D.C.M. Limited New Delhi
59	Dun & Bradstreet Information Services India Ltd. Mumbai

Sl. No.	Company Name
60	Eastern Silk Industries Ltd. Kolkata
61	ECGC of India Limited Mumbai
62	Electronics Corp. of India Ltd. Hyderabad
63	Electronics Trade & Technology Development Corporation Ltd., New Delhi
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

Sl. No.	Company Name
81	Grindwell Norton Limited Mumbai
82	Groundnut Extractions Export Development Association Mumbai
83	Gujarat Alkalies & Chemicals Ltd., Baroda
84	Guru Nanak Mercantile Co. Jalandhar
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

Sl. No.	Company Name
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

Sl. No.	Company Name
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 India Ltd. Chennai
141	Maharashtra State Textile Corpn. Ltd. Mumbai
142	MECON Ltd. New Delhi

Sl. No.	Company Name
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

Sl. No.	Company Name
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

Sl. No.	Company Name
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 Structural Ltd. Allahabad
203	TNT India Ltd. New Delhi
204	U.B. Exports Bengaluru
205	U.P. Cooperative Federation Ltd. Lucknow

Sl. No.	Company Name
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

Sl. No.	Company Name
211	Vasu Agarbathies Mysore
212	Victor Tools Pvt. Ltd. Jalandhar
213	VBC Educational Society Visakhapatnam
214	Voltas Limited Hyderabad Unit Hyderabad

Vision

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