



INDIAN INSTITUTE OF FOREIGN TRADE

MBA (International Business) for Working Professionals 2026-29 at IIFT, Delhi Campus

About IIFT

Established in 1963, the Indian Institute of Foreign Trade (IIFT), is a Deemed to be University, providing the world class education in International Business and related domains. It is an autonomous body under the Ministry of Commerce & Industry, Government of India contributing to the skill building for the external trade sector of India. IIFT has campuses in Delhi, Kolkata, Kakinada and GIFT City (Gujarat). Research, Training and Education are the three main pillars of this institute focusing on International Business Management and Strategy. The Indian Institute of Foreign Trade earned the prestigious AACSB Accreditation in November 2021. The National Assessment and Accreditation Council (NAAC) accredited IIFT as a Grade “A+” institution in December 2023. The Institute is ranked 17th in the Management category by the NIRF 2025.

About the programme

The MBA (International Business) for working professionals is a unique Business Management Programme for developing a competent cadre of Business Executives to meet the country’s growing requirements for trained personnel in the field of international business management.

Developments in the international market on the one hand and the consequential impact of the same on India’s domestic market on the other, call for an increasingly professional approach and sensitivity to international business environments.

Objectives

The MBA (IB) Programme for working professional aims at imparting professional education and training in modern management techniques for handling international business operations in a highly dynamic and competitive environment. The specific objectives of the Programme are:

- To prepare the participants to face challenges in the emerging competitive business environment in an increasingly globalized world.
- To relate the management concepts to business situations and help the participants to develop analytical and decision making skills so as to formulate effective national and international business strategy.
- To promote a scientific approach and capability to eventually undertake senior management responsibilities in International Business.

The Programme aims at providing a comprehensive coverage incorporating all the important subject areas and disciplines relevant to international business. Equal emphasis has been placed on the

quantitative and analytical approach to the study of international business by covering methods of doing business as well as trade and business practices, procedures and documentation in other countries. Besides, effective use of computers and modern information technology is made in the training pedagogy.

IMPORTANT INFORMATION

Important Dates (tentative)	
Last Date of Application form:	10th June 2026
WAT Exam and/or Interview	21st June 2026
Commencement of programme	Last week of July 2026

Course Structure

Present Course Structure of MBA (IB) for working professionals (to be taught in nine trimesters) is as below:

S. No.	Course Title	S. No.	Course Title
1	Fundamentals of Management	15	International Economics
2	Psychology for Managers	16	International Trade Operations & Documentation
3	Managerial Communication	17	International Marketing Management
4	Management Information Systems	18	Human Resources Management
5	Business Statistics	19	IT Applications in Management
6	Accounting for Managers-I	20	Operations Research
7	Economic Theory - I	21	International Financial Management
8	Accounting for Managers-II	22	Economic Environment
9	Economic Theory - II	23	Strategic Management
10	Business Research Methods	24	International Trade Logistics & Sourcing
11	Marketing Management	25	Operations Management
12	Organisational Behaviour	26	International Business Strategy
13	Foreign Language	27	Supply Chain Management
14	Corporate Finance	28	Corporate Ethics and Governance

Proposed Elective Courses

S. No	General Management and Strategy	S. No	
1	International Contract Management	6	Entrepreneurship
2	Digital Strategy and Transformation	7	Crisis Management
3	Strategy Execution & Tools (Simulation)	8	New Venture Creation & Startups
4	Management of Strategic Alliances (Workshop)	9	Cross Culture Management
5	Competitive Strategy	10	Management Consulting
Quantitative Techniques and Operations Management			
1	Modelling in Supply Chain Management: SCOR Approach	4	Advanced Supply Chain Management
2	Multi- Variate Data Analysis & Forecasting Techniques	5	Advanced Forecasting Techniques for Business Applications
3	Advanced Optimization Techniques		
Information Technology			
1	Online Business & E-Commerce	4	Data Modeling and Visualization
2	Enterprise Resource Planning (ERP) Systems	5	IT Project Consultancy
3	Software Product Management	6	Machine Learning & Artificial Intelligence
Finance			
1	Financing of International Trade	7	Alternative Investments
2	FinTech	8	Management of Financial Services
3	Fixed Income	9	Security Analysis and Portfolio Management
4	Trading Strategies and Evaluation	10	Project Appraisal and Finance
5	Financial Modeling	11	Mergers and Acquisitions
6	Financial Derivatives and Risk Management	12	Financial Risk Management

Marketing			
1	B2B Marketing	7	Brand Management
2	Digital Marketing	8	Customer Relationship Management
3	Retail Management	9	Marketing Research
4	Advertising and Promotion Management	10	Strategic Market Planning and Decision Making
5	Consumer Behavior	11	Marketing of Services
6	Sales and Distribution Management	12	Rural Marketing
International Trade Operations & Logistics			
1	Management of Shipping Services	4	Custom Procedure in GST Regime
2	Agri-Commodity Trading	5	Sectoral Strategy for Exports
3	Managing Global Compliance in Exports	6	Risk Management in International Trade
Human Resource			
1	Competency Mapping	6	Organizational Transformation & Change Management
2	Impression Management in Organization	7	Global Leadership Strategies
3	HR Matrics & Organizational Performance	8	Leadership Lab
4	International Human Resource Management Practices	9	Strategic Human Resource Management
5	Labour Laws & Industrial Relations	10	Team Building and Leadership Development
Economics of Strategy			
1	Game Theory and Strategy	3	International Investment Treaties and Business Decisions
2	Applied Econometrics	4	Management of Pricing
Other Components			
1	Port Visit *	3	Comprehensive Viva at the end of Trimester III, VI & VIII
2	Research Project		

* Students will have to make their own travel & stay arrangements for the Port Visit.

Note: - Students are required to opt for 18 electives. They can major in two functional areas (6 each) and minor (3) in any others functional areas or major in 3 functional areas.

Course Structure is subject to revision.

Fee & Other Charges

The total fee for the last year Programme was Rs. 9,95,000.00 which includes Rs. 9,45,000.00 as tuition fee (for General/OBC category) and Rs. 50,000.00 as other charges towards Alumni Membership (Rs.10,000.00), Computer (Rs.32,000.00), Library (Rs.8,000.00). Students of SC/ST and PWD category are given 50% concession in tuition fee only. The fee is payable in nine instalments.

Refund of fee – If a student withdraws from the programme, the Fee will be refunded as per UGC guidelines.

Programme Duration and Timings

The duration of the Programme is Two years and six months spread over nine trimesters.

In each trimester classes would be held on every Saturdays and Sundays as per timings below. Contact classes on 5 weekdays, per trimester, will also be scheduled.

Saturday: 3:00 p.m. to 6:15p.m. & Sunday: 9:00 a.m. to 6:00 p.m.

Admission Procedure

Eligibility:

Bachelor's degree from any recognized University or Institution with minimum 50% marks. (45% in case students belonging to Reserved Category)

- A minimum managerial experience (including self-employed) of not less than THREE Years as on 10th June, 2026 (Only the work experience after eligibility qualifications will be considered).
- 'No Objection Certificate' from employer is required at the time of Admission.
- No age limit.

Mode of Admission:

- CAT, XAT, CMAT, ATMA, MAT, GMAT score of 2024/2025 followed by Interview at one of the 04 campuses of IIFT.
(Note: Candidate need to upload the score card of respective test)

Or

- Written Ability Test (WAT) to be conducted at the 4 campuses of IIFT i. e. Delhi, Kolkata, Kakinada and Gift City followed by the Interview.

Candidates called for interview will have to make their own travel and stay arrangements.

How to Apply

Application for the Programme is through prescribed Online Application Form available at IIFT Website: www.iift.ac.in

Application fee : Rs. 1500/- for Gen/OBC-NCL/ EWS, Rs. 750/- for - SC/ST/PWD candidates

SC/ST/PWD/OBC-NCL/General-EWS/Kashmiri Migrants candidates have to upload the requisite category certificate, as applicable with the Application Form.(Category once filled by the candidate in his/her online application form, will not be changed under any circumstances).

Documents to be submitted at the time of admission

- Complete filled in application
- Copy of a detailed CV
- Attested copy of all academic mark-sheets/certificates (Class X, XII & Graduation).
- Apart from NoC from employer, two letters of recommendation. Preferably, one of these should be written by a current supervisor or manager. The second one should be from someone who is in a position to evaluate the applicant's professional performance as well as his/her managerial and leadership potential. No letter of recommendation should be written by immediate family members, e.g. parents, grandparents, siblings and spouse.
- Proof of Employment.

Important Information

- Complete details of the Programme are available at our website www.iift.ac.in
- Most of the communications to the applicants will be sent through e-mail. Therefore, applicants must mention their e- mail id clearly in the application form.
- In case of any problem in registration process, the candidates can contact to Admission Cell on Tel. No. 011-39147213 (Direct), 39147200 (Extn: 621) and E- mail: mbawp admission@iift.edu
- There are limited seats available in the Course. Seats are reserved as per prescribed categories as per Government of India's norms. The reservations are subject to candidates meeting the admission requirements of the Institute under this category. The Institute reserves the right to change the number of seats for the course.

- Application fee, once paid, will not be refunded.
- Candidates are advised to communicate the application Number in all correspondence.
- Candidates are advised to frequent visit the IIFT's website for latest updates.
- All disputes will be subject to the jurisdiction of Delhi Courts only.

Incomplete applications in any manner and those received after the prescribed date will be rejected.