



**भारतीय विदेश व्यापार संस्थान, नई दिल्ली**  
**Indian Institute of Foreign Trade, New Delhi**

Deemed-To-Be University (Under Section 3 of the UGC Act, 1956)  
Under Department of Commerce and Industry  
Ministry of Commerce and Industry, Government of India

**MBA (International Business) 2026-29**

For

**Working Professionals, New Delhi**

**(Approved by the AICTE)**





## About Indian Institute of Foreign Trade

Established in 1963 under the Ministry of Commerce & Industry, the Indian Institute of Foreign Trade (IIFT) plays a pivotal role in enhancing India's expertise in the global trade sector. Initially conceived to bolster the nation's skill base for international commerce, IIFT has evolved significantly over the decades into a distinguished institution renowned for its contributions to research and training in international business.

In 2002, IIFT was conferred the prestigious status of "Deemed to be University," marking a milestone in its journey towards academic excellence. The institution's commitment to quality education and research has been reaffirmed by the National Assessment and Accreditation Council (NAAC), with an 'A+' Grade in its 3rd cycle in 2023.

Today, IIFT stands as a beacon of excellence in International Business Management and Strategy, permeating through its core activities of research, training, and education. Its national significance is underscored by its steadfast focus on equipping future leaders with the knowledge and skills essential for navigating the complexities of global trade dynamics.

This evolution underscores IIFT's enduring commitment to fostering a profound understanding of international business among its students and stakeholders, thereby shaping the future of global commerce.

The Indian Institute of Foreign Trade was granted the prestigious AACSB Accreditation on 17th November, 2021. With this the IIFT figures amongst the top 900+ Business Schools of the world which have earned this accreditation.

## Division of Graduate Studies in Management

The Graduate Studies in Management (GSM) Division anchors the flagship full time / long duration programmes at IIFT. The GSM Division plays a pivotal role in providing administrative and academic support to full-time and weekend MBA programmes, aligning them with global standards of education and industry relevance.

The GSM Division is committed to delivering a robust academic and administrative experience for students. The following programmes are being run by the GSM Division:

1. Two year Full time MBA (International Business);
2. Two year Full time MBA (Business Analytics);
3. Two year six months MBA (International Business) for Working Professional

## Message from the Vice Chancellor



Indian Institute of Foreign Trade, set up by Government of India in 1963 under the aegis of Ministry of Commerce and Industry has evolved as a top ranking B-School with the prestigious AACSB Accreditation and A+ NAAC ranking. The institute was accorded Deemed University status in 2002. The institution is ranked 15th in the National Institutional Ranking Framework (NIRF) 2024, reflecting our consistent commitment to academic excellence.

The institute conducts highly prestigious academic programmes viz. Ph.D., MBA (International Business), MBA (Business Analytics), MA (Economics) with specialization in International Trade. Besides, the institute conducts a host of diploma and certificate programmes specializing in International Trade & International Business across its campuses located in Delhi, Kolkata, Kakinada, GIFT City, Gujarat and Dubai.

The Institute offers long term Executive Programmes such as MBA (International Business) weekend programme, Post Graduate Diploma in Management - International Business (PGDM-IB), Post Graduate Diploma Management in Global Human Resource Management (EPGD-GHRM) and MBA (International Business) online.

Our holistic pedagogy and updated curriculum ensures learning among our students, reinforcing the managerial skills in the area of contemporary significance such as Business Analytics, Personality Development and updated knowledge of skill sets. Besides, the institute carries out a number of Management Development Programmes for Corporate and Government Officials in the areas of International Trade and International Business in India and at overseas locations. The institute alongwith its highly competent faculty involved in cutting edge research on contemporary issues with a track record of research publication in highly cohered international journals.

IIFT's extensive alumni network and industry recognition further enhance the opportunities available to our graduates, making us the preferred choice for professionals looking to elevate their careers in international business.

I heartily welcome all the students to IIFT for a transformative journey.

**Prof. Rakesh Mohan Joshi**

# About the Programme

## Overview

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.

## Objective

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 Page 2 of 7 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 Dates (Tentative)

**Last Date for Application** - July 1st, 2026

**WAT Exam and/or Interview** - July 12, 2026 (Sunday)

**Commencement of Programme**- First week of August 2026

## Programme Duration and Timings

The duration of the Programme is Two years and six months spread over nine trimesters. All the classes will be held in offline mode at the IIFT campus."

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.

Note: Depending on the course load in a trimester, classes could be scheduled for full Saturday and Sundays.

# Course Structure

**Present Course Structure of MBA (IB) (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	Organizational Behavior	26	International Business Strategy
13	Foreign Language	27	Supply Chain Management
14	Corporate Finance	28	Corporate Ethics and Governance

**\*Note:** *The course structure is subject to revision*

# Proposed Elective Courses

## General Management and Strategy

- International Contract Management
- Digital Strategy and Transformation
- Strategy Execution & Tools(Simulation)
- Management of Strategic Alliances (Workshop)
- Competitive Strategy
- Entrepreneurship
- Crisis Management
- New Venture Creation & Startups
- Cross Culture Management
- Management Consulting

## Information Technology

- Online Business& E-Commerce
- Enterprise Resource Planning (ERP) Systems
- Software Product Management
- Data Modeling and Visualization
- IT Project Consultancy
- Machine Learning& Artificial Intelligence

## Marketing

- B2B Marketing
- Digital Marketing
- Retail Management
- Advertising and Promotion Management
- Consumer Behavior
- Sales and Distribution Management
- Brand Management
- Customer Relationship Management
- Marketing Research
- Strategic Market Planning and Decision Making
- Marketing of Services
- Rural Marketing

## Quantitative Techniques and Operations Management

- Modelling in Supply Chain, Management: SCOR Approach
- Multi- Variate Data Analysis & Forecasting Techniques
- Advanced Optimization Techniques
- Advanced Supply Chain Management
- Advanced Forecasting Techniques for Business Applications

## Finance

- Financing of International Trade
- FinTech
- Fixed Income
- Trading Strategies and Evaluation
- Financial Modeling
- Financial Derivatives and Risk Management
- Alternative Investments
- Management of Financial Services
- Security Analysis and Portfolio Management
- Project Appraisal and Finance
- Mergers and Acquisitions
- Financial Risk Management

## International Trade Operations & Logistics

- Management of Shipping Services
- Agri-Commodity Trading
- Managing Global Compliance in Exports
- Custom Procedure in GST Regime
- Sectoral Strategy for Exports
- Risk Management in International Trade



## Human Resource

- Competency Mapping
- Impression Management in Organization
- HR Metrics & Organizational Performance
- International Human Resource Management Practices
- Labour Laws & Industrial Relations
- Organizational Transformation & Change Management
- Global Leadership Strategies
- Leadership Lab
- Strategic Human Resource Management
- Team Building and Leadership Development

## Economics of Strategy

- Game Theory and Strategy
- Applied Econometrics
- International Investment Treaties and Business Decisions
- Applied Econometrics
- Management of Pricing

## Quantitative Techniques and Operations Management

- Modelling in Supply Chain, Management: SCOR Approach
- Multi- Variate Data Analysis & Forecasting Techniques
- Advanced Optimization Techniques
- Advanced Supply Chain Management
- Advanced Forecasting Techniques for Business Applications

## Other Components

- Port Visit \*
- Research Project
- Comprehensive Viva at the end of Trimester III, VI & VIII

**\* 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.

## Why Choose The Program

- **Industry-Aligned Curriculum** – Focused on export-import documentation, international logistics, trade finance, global marketing, and regulatory frameworks.
- **Face-to-Face Learning** – On-campus sessions led by IIFT faculty and industry professionals.
- **Experiential Pedagogy** – Real-life case studies, simulations, and group activities to promote hands-on understanding.
- **Ideal for Diverse Audiences** – Mid-level executives, startup founders, and ambitious graduates from across India.
- **Comprehensive Curriculum:** A curriculum covering export-import documentation, logistics, finance, marketing, and regulatory frameworks.

## Eligibility

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

1. 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).
2. No Objection Certificate from employer is required at the time of Admission.
3. No age limit.



Students of MBA (IB) 2022-25 weekend programme at Broekman Logistics



Inauguration of MBA (IB) 2025-28 Programme on 23 August 2025



Students group with Consul General, Dubai-Shri S. Sivan



Students group with Consul General, Dubai-Shri S. Sivan



Inauguration of MBA (IB) 2025-28 Programme on 23 August 2025



To know about the programs  
connect with us

Indian Institute of Foreign Trade

Phone- 91-7976445970

Email: mbawpadmission@iift.edu / marketingmanager02@iift.edu



## 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](http://www.iift.ac.in)

**Link to Apply:** <https://docs.iift.ac.in/Pilotweb/mbaibw2026/>

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](http://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: 423/621) and, E-mail:[mbawpadmission@iift.edu](mailto:mbawpadmission@iift.edu)/[marketingmanager02@iift.edu](mailto:marketingmanager02@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 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.

## Fee Structure

The total fee for the Programme is Rs. 10,00,000.00 which includes Rs. 9,45,000.00 as tuition fee (for General/OBC category) and Rs. 55,000.00 as other charges towards Alumni Membership (Rs.15,000.00), 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.

**Note:** The SC/ST/PwD candidates required to produce the category certificates to avail the redemption prices, they can mail their application number along with the caste certificate on [mbawpadmission@iift.edu](mailto:mbawpadmission@iift.edu) / [marketingmanager02@iift.edu](mailto:marketingmanager02@iift.edu)



# IIFT Rankings - 2026



## Glimpse of Programs



58th Convocation of IIFT held on 10 September 2025



Chief Guest: Sh. Piyush Goyal addressing the students at the convocation ceremony



Gold Medallist to MBA (IB) 2022-25 Weekend Programme (Delhi)



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