



**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



**3-Days Management Development Program**

on

**International Trade Operations**

**September 8-10, 2026**



## 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 Management Development Program

Management Development Programs (MDPs) is one of the major activities of the Institute. Since its inception in 1963, it was envisaged that IIFT should become a centre of excellence for Management Development Program in International Business, and today after its completion of over sixty Years, it has emerged as a knowledge resource division catering to the needs of officers, managers and executives at all levels drawn from the corporate, government and public sectors both in India and abroad.

The objective of our MDPs is to provide the participants an excellent opportunity to interact and exchange ideas with the experienced faculty and fellow participant's which helps crystallize the concepts for better decision making. It also facilitates business executives to explore new frontiers of knowledge, sharpen their skills and help their organizations to achieve newer heights.

The participants in our open programs are officers/executives from ministries & departments of the Government, corporate sector, trade facilitation agencies, export promotion organizations and entrepreneurs.

## Message from the Programme Director

In today's rapidly evolving global business environment, international trade operations have become increasingly dynamic, technology-driven, and compliance-oriented.

Organizations engaged in global trade must continuously enhance their understanding of international trade procedures, regulatory frameworks, logistics, documentation, customs compliance, and risk management to remain competitive.

It gives me immense pleasure to invite you to the 3-Day Training Program on International Trade Operations at the Indian Institute of Foreign Trade (IIFT), New Delhi. This programme has been thoughtfully designed to provide participants with practical knowledge and contemporary insights into international trade practices, enabling them to effectively manage export-import operations in an increasingly interconnected global marketplace.

Through interactive sessions, case studies, and discussions led by experienced faculty members and industry experts, participants will gain a comprehensive understanding of the operational, legal, and strategic dimensions of international trade. The program aims to equip professionals with actionable knowledge that can be directly applied in their organizations.

I warmly welcome executives from government organizations, public sector enterprises, private companies, exporters, importers, MSMEs, financial institutions, and aspiring international trade professionals to join us for this enriching learning experience.

I look forward to welcoming you to IIFT and wish you a rewarding and impactful learning journey.



## About the Program Director

Prof. (Dr.) Rohit Mehtani is the Head, Management Development Program (MDP) Division and Centre for International Negotiations (CIN) at the Indian Institute of Foreign Trade (IIFT), New Delhi. He is a Professor and Consultant in the areas of International Business Strategy and International Business Law. His expertise spans across international trade, trade diplomacy, international negotiations, global political economy, international business strategy, and commercial law.

Over the years, he has designed and delivered executive education programs for senior government officials, public sector executives, multinational corporations, exporters, diplomats, and industry leaders. His practical insights, combined with academic excellence, make him one of India's leading experts in international trade, negotiations, and business strategy.

**Prof. Dr. Rohit Mehtani**

# About the Programme

## Program Overview

This three-day intensive on-campus programme is designed to strengthen participants' understanding of international trade operations by integrating the legal, regulatory, and operational dimensions of global trade. The programme equips professionals with practical knowledge of export-import procedures, customs regulations, trade documentation, logistics, trade finance, and cross-border compliance. Through a blend of expert-led sessions, case studies, and practical applications, participants will develop the competencies required to manage international trade operations efficiently, mitigate regulatory and commercial risks, and enhance organizational competitiveness in the global marketplace.

## Objective

By the end of the programme, participants will be able to:

- Develop a comprehensive understanding of international trade operations and the global trading environment.
- Understand the end-to-end export-import process, from order execution to final delivery.
- Gain practical knowledge of international trade documentation, customs procedures, and regulatory compliance.
- Enhance proficiency in international logistics, shipping, and supply chain management.
- Understand trade finance instruments, payment mechanisms, and risk mitigation strategies in international trade.
- Build capabilities to ensure compliance with international trade laws and trade policies.
- Strengthen decision-making skills for managing cross-border trade operations efficiently and effectively.
- Learn best practices for improving operational efficiency, minimizing risks, and enhancing organizational competitiveness in global markets.

## Who Should Attend

This programme is ideal for:

- Export-Import Professionals and Trade Executives
- Supply Chain, Logistics, and Procurement Professionals
- Customs, Compliance, and Trade Finance Professionals
- MSME Owners, Exporters, Importers, and Entrepreneurs
- Government Officials, PSUs, and Export Promotion Organizations
- Professionals from Manufacturing and Trading Companies
- Consultants and Professionals seeking expertise in international trade operation



## Certification and Takeaways

- Certificate of Participation from the Indian Institute of Foreign Trade (IIFT), New Delhi, subject to the institute's attendance requirements.
- Comprehensive understanding of international trade operations and export-import procedures.
- Practical insights into trade documentation, customs regulations, logistics, and trade finance.
- Enhanced knowledge of global trade compliance and risk management.
- Exposure to real-world case studies and industry best practices.
- Networking opportunities with industry experts, faculty, and fellow professionals.



## Programme Content

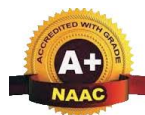
- Ecosystem of Export & Imports and International Trade Law
- Foreign Trade Policy
- Export and Import Procedures and Documentation
- Incoterms
- Overview of International Trade Logistics
- International Contract Management
- Trade Finance
- Risk Management in
- International Trade
- Product Market Matrix & Market Entry Strategies
- Export Promotion Measures
- India's Bilateral Trade



**To know about the program  
connect with us**

Management Development Programmes Division  
Indian Institute of Foreign Trade, New Delhi  
Department of Commerce  
Ministry of Commerce and Industry  
Government of India  
Mob-(011-39147200, Ext -423) & 91-7976445970  
Email: [marketingmanager02@iift.edu](mailto:marketingmanager02@iift.edu) / [mdpmarketing@iift.edu](mailto:mdpmarketing@iift.edu)





## Venue

The 3-day on-campus Management Development Program (MDP) on International Trade Operations will be held at the campus of Indian Institute of Foreign Trade (IIFT) in New Delhi. The venue is located at B-21, NRPC Colony, Block B, Qutab Institutional Area, New Delhi, Delhi 110016.

## How to Apply

Interested candidates can apply for the program through the attached link. In the event of any technical issues during the application process, applicants are encouraged to contact the MDP team at IIFT Delhi. Alternatively, candidates can submit a manual application form via email to [marketingmanager02@iift.edu](mailto:marketingmanager02@iift.edu), [mdpmarketing@iift.edu](mailto:mdpmarketing@iift.edu) for assistance.

The payment may be made in favour of Indian Institute of Foreign Trade, New Delhi.

Banker's Name: INDIAN BANK  
A/c No. 767635122  
Branch MICR No. 110019018  
NEFT (IFSC) Code IDIB000M089  
Type of Account : Current Account  
PAN : AAATI 0438E

## Certificate

Participants who successfully complete the 3-day Management Development Program (MDP) on International Trade Operations at IIFT Delhi will be awarded a prestigious certificate of completion.

## Program Administration

**Shri Rakesh Ojha**  
Section Officer-MDP  
IIFT -New Delhi  
Email: [somdp@iift.ac.in](mailto:somdp@iift.ac.in)

## Fee Structure

The program fee for the 3-day Management Development Program (MDP) on International Trade Operations at IIFT Delhi is INR 24,000 plus 18% GST, totaling INR 28,320. This fee includes:

Tuition: Expert-led lectures, interactive sessions, practical exercises, and case studies.

Refreshments: Morning and afternoon tea breaks.

Lunch: Daily lunch will be provided.

Materials: Both soft and hard copies of all course materials.

This comprehensive fee ensures a high-quality learning experience with no additional expenses for participants, reflecting IIFT's commitment to delivering exceptional education and support.

## Discount Policy

Organizations that nominate five or more participants for the 3-day Management Development Program (MDP) on International Trade Operations at IIFT Delhi will be eligible for a 10% discount on the program fee. This group discount is designed to encourage organizations to invest in the professional development of their teams, ensuring that more employees can benefit from the advanced training and knowledge offered by the program.

## For Training Inquiry

**Shri Udit Pratap Chauhan**  
Marketing Manager  
IIFT -New Delhi  
Email: [marketingmanager02@iift.edu](mailto:marketingmanager02@iift.edu)  
Mobile: 91-7976445970



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