



INDIAN INSTITUTE
OF FOREIGN TRADE

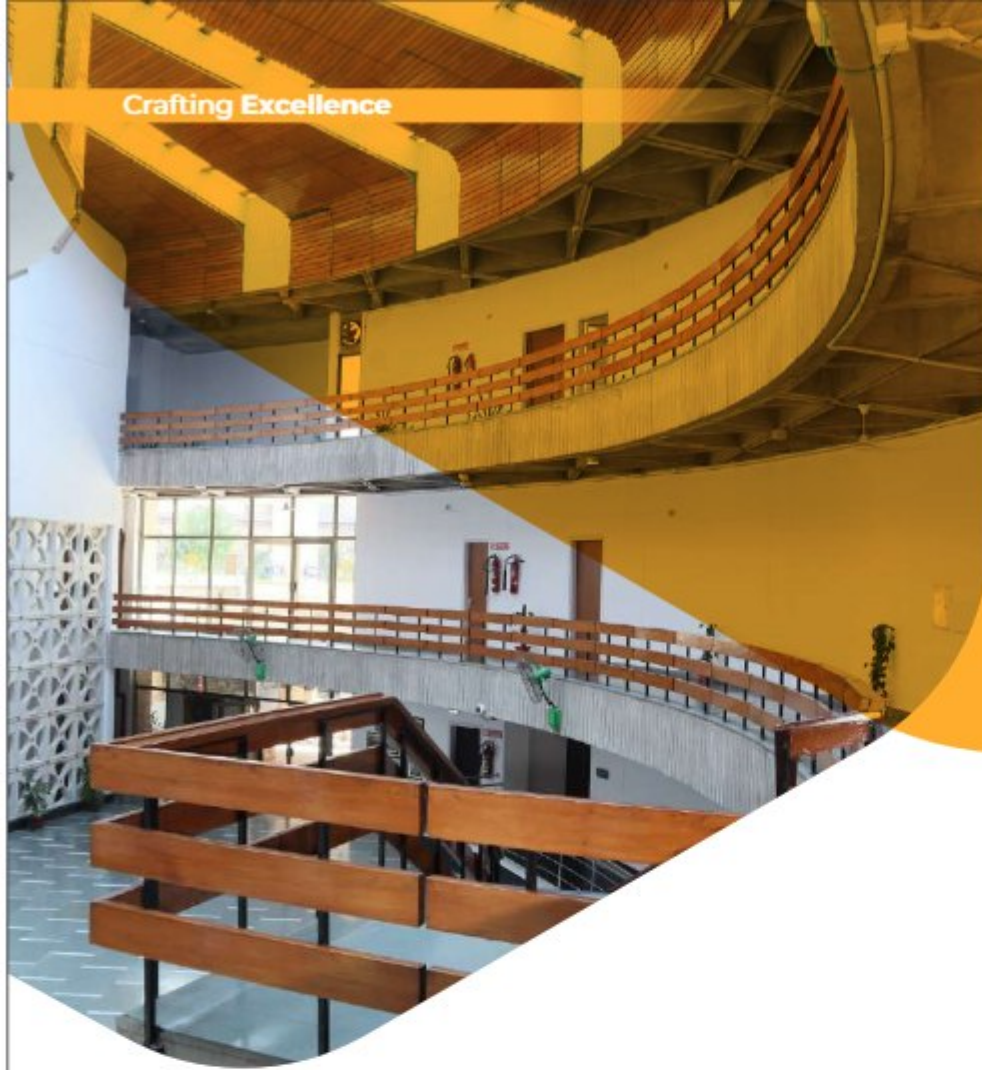
MBA (International Business)
Corporate Brochure
2023-2024

| crafting
EXCELLENCE



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ABOUT IIFT

Indian Institute of Foreign Trade (IIFT) was set up in 1963 by the Government of India as an institution with a focus on professionalizing the country's foreign trade management and increasing exports by developing human resources, analysing and disseminating data and conducting research. Since its inception, the Institute has evolved and has

undergone major transformations; over the years, IIFT has broadened the scope and dimensions of its academic activity that now encompasses the full spectrum of international business. Today, the Institute is widely renowned for its extensive knowledge and resource base, with a rich heritage and a strong alumni network both in India and abroad.



VISION

To be an academic center of excellence in international business research, training and education.



MISSION

To create and foster a learning environment that enables participants to be leaders in international business with sensitivity towards society.

MESSAGE FROM THE LEADERSHIP



Dr. Satinder Bhatia
Vice-Chancellor

IIFT is consistently ranked as one of the top destinations for premium recruiters in the country owing to its rigorous course curriculum, a competitive batch and an exceptional track record in corporate competitions. The Institute provides transformational learning experience to the students, nurtures them to be thorough professionals, and cultivates in them a leadership acumen.

The corporate sector has continued to show faith and confidence in our graduates and make lucrative offers to them. The Institute continues to have a place of pride amongst the leading B-Schools of the country and a front runner in the field of international business. I would like to take this moment in thanking all the recruiters for their unwavering support and continued faith bestowed upon the institute including the students.



Dr. Rohit Mehtani
Head, CRPD

Indian Institute of Foreign Trade with its huge reservoir of knowledge in the area of international business is in a unique position to partner with the corporate sector. The institute has built this pool over a period that spans across six decades and it has done it both as a witness to and as a commentator on the developments in the global political economy. The institute is in a formidable position to put to use its research and expertise in helping those who need to traverse the path of international business. It does this in its capacity as a think tank, an adviser, and a premier business school.

The ecosystem that prevails in the institute, propels the faculty to deliver their best and the students to attain their maximum potential. The myriad of activities, academic and extra-curricular, at the campus help the students imbibe the leadership mindset. The important positions occupied by the institute's alumni in the Indian and multinational companies bears a testimony to the potential of the talent nurtured here.

We are grateful to the business entities that have kept their faith and confidence alive and have continued to partner with us all these years. We are pleased to extend a welcome to you to engage with us at the campus in the coming placement season and find the right talent for your business needs.



WHY IIFT

DEEMED TO BE UNIVERSITY

Under the Department of Commerce, Ministry of Commerce & Industry, Government of India

The only B-School under the Ministry of Commerce, getting exposure to dynamic live projects, interactions, conferences etc. under various ministries to get real-life learning opportunities.



Department of Commerce
Ministry of Commerce & Industry
Government of India

Accreditations



Exposure

Port Visit

As a part of the 4th trimester, students visit a sea port to get a first-hand experience of the system.

- It helps students understand the application of the knowledge they gain over the preceding three trimesters and relate it to the curriculum.
- Ports that students visited in 2022 Chennai, Haldia, Jebel Ali, JNPT, Kochi, Kolkata, Malaysia, Mangalore, Mumbai, Mundra, Vietnam and Visakhapatnam.



Social Awareness Program:

IIFT has taken the initiative to sensitize its students and make them socially responsible corporate citizens.

- The Social Awareness Program, part of the curriculum of the MBA (IB) program, brings students face-to-face with the major issues that concern our society.
- Under this initiative, students are affiliated with more than 12 different NGOs where they learn how to transfer academic knowledge into real-world practice to bring about social change.



Student Exchange Program:

- IIFT has collaborations with more than 30 Universities/B-schools throughout the world like ESC Rennes School of Business France, Allianz 4 Universidades, A4U, Spain, Kent State University, USA, University of International Business and Economics, Beijing, China to name a few.
- The programme helps the participant gain international exposure in a multicultural setting. The participants gain from diverse peer group interactions, exposure to world class faculty, as well as from rigorous and unique pedagogy of concerned institutions.
- For the year 2022-23, 14 students from different universities visited IIFT, whereas 35 students from IIFT went to different universities among the 17 which IIFT has partnered with for Student Exchange Program (SEP).



RESEARCH FOCUS

Research has always been a strong focus at IIFT. It holds great significance in the growth of the institute and provides a strong pervasive interface between creation of knowledge and training. Research activities are undertaken both as part of in-house research programmes and at the instance of client institutions

Our Clientele:

NATIONAL:



INTERNATIONAL:



RESEARCH CENTRES

- The Centre for WTO Studies
- Centre for Regional Trade (CRT)
- The Centre for Trade and Investment Law (CTIL)
- Centre for North Eastern Studies [CeNEST]
- Centre of Capacity Building
- Centre for Distance and Online Education (CDOE)
- Centre for International Trade in Technology

LAURELS & RANKINGS



Most competitive B-school 2022-2023 on Unstop; in the top 2 for 3 consecutive years

Ranked "A Grade" by National Assessment and Accreditation Council (NAAC)

- Ranked 5**
12th Chronicles All India B-School Survey
- Ranked 9**
Fortune India Best B School 2022
- Ranked 9**
Indian Institutional Ranking Framework (IIRF)
- Ranked 9**
BT-MDRA Best B-schools Survey 2023
- Ranked 12**
MBAUniverse.com Ranking

MENTORSHIP & ACADEMIC EXCELLENCE

60+ Full time faculty, published 100+research papers in various topics

Finance

Dr. Satinder Bhatia
Ph.D., UGC-NET

Dr. Sheeba Kapil
Ph.D., UGC-NET, MBA

Dr. Jacqueline Symss
Ph.D., UGC-JRF, M. Com

Dr. Niti Nandini Chatnani
Ph.D., UGC-NET, M. Com

Dr. Triptendu Prakash Ghosh
Ph.D., M.Phil., M.A., B. Sc.

Dr. Kavita Wadhwa
Ph.D., UGC-NET

Dr. V. Raveendra Saradhi
Ph.D., UGC-NET

Dr. Miklesh Prasad Yadav
Ph.D., UGC-NET, MBA

Dr. Anju Goswami
Ph.D., UGC-NET, MBA

Dr. Jayanta Kumar Seal
Ph.D., M.Com., M.Phil., CMA

Dr. Asheesh Pandey
Ph.D. UGC-NET

Operations

Dr. P.K. Das
Ph.D., UGC-NET, M.Sc.

Dr. Sanjay Rastogi
Ph.D., UGC-NET, M.Sc.

Dr. Saswati Tripathi
Ph.D., M.Phil., M.Sc.

Dr. Himani Gupta
Ph.D., M.Phil., M.Sc.

Ms. Sonu Verma
UGC-NET, MBA

Dr. Saurav Dash
Ph.D., UGC-NET

Marketing

Dr. Rajendra Prasad Sharma
Ph.D., M.A., MBA, B.A.

Dr. Gautam Dutta
Ph.D., MBA, B.E.

Dr. Saikat Banerjee
Ph.D., MBA, PGDPR, PGDM, S.M.

Dr. Preeti Tak
Ph.D., UGC-NET, MBA

Dr. Ashish Gupta
Ph.D., UGC-NET, MBA

Dr. Arunima Rana
Ph.D., UGC-NET, MBA

Dr. Prateek Maheshwari
Ph.D., UGC-NET, MBA

Dr. Oly Mishra
Ph.D., UGC-NET, MBA

Information Technology

Dr. O.P. Wali
Ph.D., PGDRM

Dr. Ashim Raj Singla
Ph.D., MCA

Dr. Parul Singh
Ph.D., UGC-NET, MBA

Dr. Jitendra Kumar Verma
Ph.D., UGC-NET, M.Tech

Trade and Economics

Dr. Ram Singh
Ph.D., UGC-NET, PGDIBO, MBA

Dr. R.P. Datta
Ph.D., M.Sc.

Dr. Deepankar Sinha
Ph.D., MBA, M.Sc.

Dr. Charu Grover
Ph.D., M.Phil., UGC-NET, M.A.

Dr. Siddharth Shankar Rai
Ph.D., UGC-NET

Dr. Vijay P. Ojha
Ph.D., M.A., MSOR

Dr. Sugata Marjit
Ph.D., UGC-NET

Dr. D. Sunitha Raju
Ph.D., M.A.

Dr. Ranajoy Bhattacharyya
Ph.D., M.A.

Dr. Biswajit Nag
Ph.D., PGDM

Dr. Basanta K. Sahu
Ph.D., M.Phil., M.A.

Dr. Bibek Ray Chaudhuri
Ph.D., M.A.

Dr. Debashis Chakraborty
Ph.D., M.A.

Dr. Jaydeep Mukherjee
Ph.D., M.A.

Dr. Sujata Kar
Ph.D., M.A.

Dr. Divya Tuteja
Ph.D., M.A.

Dr. Papiya Ghosh
Ph.D., M.A.

Dr. A. K. Srustidhar Chand
Ph.D., M.A.

Dr. Oindrila Dey
Ph.D., M.A.

Dr. Anirban Biswas
Ph.D., UGC-NET

Dr. Anchal Arora
Ph.D., UGC-NET

Dr. Neha Jain
Ph.D., M.Phil., UGC-NET, M.A.

Dr. Sugandha Huria
Ph.D., M.Phil., M.A.

Dr. Taufeeq Ajaz
Ph.D., UGC-NET

Dr. Javed Ahmad Bhat
Ph.D., M.A.

Consulting, Strategy and General Management

Dr. K. Rangarajan
Ph.D., M.Com.

Dr. Rohit Mehtani
Ph.D., MBA, MIB, MPA, MGPE, MS

Dr. Pooja Lakhanpal
Ph.D., M.A.

Dr. M. Venkatesan
Ph.D., M.Phil., M.A.

Dr. Sweta Srivastava Malla
Ph.D., M.A.

Dr. Ginni Chawla
Ph.D., UGC-NET, M.A.

Dr. Priyanka Jaiswal
Ph.D., MBA

Dr. Tuheena Mukherjee
Ph.D., M.A.

Dr. Naman Sharma
Ph.D., UGC-NET, MBA

Dr. Sovanjeet Mishra
Ph.D., MBA

DISCIPLINE AND COURSES

Finance

“Finance is the art of passing money hand to hand until it finally disappears.”

Robert W. Sarnoff

IIFT offers specialised courses in International Finance making it one of the few B-schools to acknowledge the importance of learning business management from an international perspective in today's globalized economy. Empowered with an international perspective, students at IIFT are guided by experienced faculty through the different facets of finance and follow a pedagogy that is laden with intellectual insights, encourages lateral thinking and developing different perspectives on current issues. This is portrayed best by our alumni, who boast of top-notch positions in the industry.

Leveraging on the academic curriculum and pedagogy of IIFT based on niche areas of study like Project Finance, Security Analysis, Portfolio Management and Mergers & Acquisitions from an international perspective.

Courses Offered

- International Financial Management
- Project Appraisal & Finance
- Fintech
- Financial Modelling
- Financing of International Trade
- Financial Derivatives & Risk Management
- Security Analysis & Portfolio Management
- Mergers & Acquisition
- Trading Strategies & Evaluation
- Fixed Income
- Alternative Investments
- Financial Risk Management

Marketing

“Good marketing makes the company look smart. Great marketing makes the customer feel smart.”

Joe Chernov

IIFT students are constantly pushing the envelope when it comes to world of marketing. Supported by illustrious faculty members, and well-crafted course pedagogy, our students learn to take innovative approach, an absolute necessity in today's dynamic and ever-changing world.

IIFT has a legacy of shaping the future marketers for the industry. Nurturing the students by providing the best-in-class resources, be it in the form of interactions with industry stalwarts, supreme academic facilities with case-based class discussions or exposure to the corporate world through competitions and summer internships, IIFT students have continually brought laurels to the name of the institute. Over the course of the program, the students acquire prowess in marketing, sales, advertising, branding skills through multiple events and activities organized regularly by Brandwagon - The Marketing Club of IIFT.

Courses Offered

- Strategic market planning & decision making
- Marketing of services
- Rural Marketing
- B2B Marketing
- Consumer Behaviour
- Marketing Research
- Customer Relationship management
- Marketing Management
- International Marketing Management
- Advertising & Promotion Management
- Brand Management
- Digital Marketing
- Retail Management
- Sales & Distribution Management

Information Technology

“Information technology and business are becoming inextricably interwoven. I don't think anybody can talk meaningfully about one without talking about the other.”

Bill Gates.

IIFT aims at providing a platform to students to make a career in information technology and to learn about other applications of technology in different facets of business management, the curriculum has been constantly updated in consultation with industry experts, focusing both on application of new technologies and hands on learning experience to our students.

Courses Offered

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

Trade and Economics

“Trade is a social act”

John Stuart Mill

A pioneer in the field of management studies, IIFT's excellence in the field of trade and international business remains unparalleled across India. IIFT has kept pace with the growing business environment and its well-designed course structure has played a pivotal role in that. The dynamic course curriculum, which is reviewed time-to-time keeping in mind the industry demands, exposes the students to the latest trends. During these discussions, the contemporary issues in the field of trade are discussed in depth. The excellence in the field of trade exhibited by our alumni speaks volumes about the competence of IIFT in the area of trade.

Courses Offered

- Economic Theory (Macro & Microeconomics)
- International Economics
- International Trade Operations & Documentation
- International Trade Logistics
- Management of Global Sourcing
- Agri-commodity Trading
- Sectoral Strategies for Exports
- Custom Procedures in GST Regime
- Management of Pricing
- Game Theory & Strategy
- Applied Econometrics



Operations

“In the end, all business operations can be reduced to three words: people, product and profits.”

Lee Jacocaa

IIFT, with a keen eye on the industry requirements, has continuously been a torch bearer in the field of operations through a carefully designed course structure which is industry ready. The students are ably supported by professors with stellar experience, in-depth knowledge and bring in unparalleled pedagogy. The focus is to equip students with practical aspects of the operations field, aided by live projects and guest speaker sessions, the prominent one being the National Operations Summit. The summit is attended by the industry stalwarts and the event sees enthusiastic participation from our students.

The students have been exceptional with their knowledge acquired on-campus and have excelled in all facets of operation management, well appreciated by a large pool of recruiters in the field over the years.

Courses Offered

- Operations Research
- Operations Management
- Supply Chain Management
- Modeling in Supply Chain Management: SCOR Approach
- Multivariate Data Analysis & Forecasting Techniques
- Advanced Optimization Techniques
- Advanced Supply Chain Management
- Advanced Forecasting Techniques for Business Application

Consulting, Strategy and General Management

“Great things in business are never done by one person. They're done by a team of people.”

Steve Jobs

IIFT imparts a host of top-rated courses on every aspect of management consultation theory with best-in-class resources in the form of interactions with industry stalwarts, supreme academic facilities with simulation-based courses for practical real-life experience, case-based class discussions, and exposure to the corporate world through competitions and summer internships.

Over the course of the program, the students acquire the prowess in Management Consulting & Strategy Execution, Digital Strategy & Execution, Cross Culture Management and International Business Strategies through multiple events and activities organized regularly by Socrates, the consulting and strategy club of IIFT. The club organizes the National Leadership Summit during Trade Winds - The Annual Business Conclave of IIFT where leaders interact with the students on topics of recent industry trends.

Courses Offered

- International Business Strategy
- Strategic Management
- International Contract Management
- Digital Strategy and Transformation
- Strategy Execution & Tools
- Management of Strategic Alliances
- Competitive Strategy
- Entrepreneurship
- Crisis Management
- New Venture Creation & Startups
- Cross Culture Management
- Management Consulting
- Game Theory and Strategy
- Management of Pricing

ALUMNI

50,000+

Alumni across the globe

Mr. Aseem Puri

CEO, Unilever International & Unilever Korea

Mr. Deepak Ahuja

Head- Exports, Britannia Industries Limited

Mr. Kenny Abraham

CEO, India at Supermax Personal Care Ltd

Mr. Milind Pant

CEO, Amway

Mr. Mohit Malhotra

CEO, Dabur

Ms. Nidhi Lauria

CEO- Delhi NCR Circle, Bharti Airtel

Mr. Rishi Pardal

CEO & MD, United Breweries Ltd.

Mr. Rupam Borhtakur

APAC Director, Colgate Palmolive

Mr. Sandeep Sule

CEO – TM&D, ITC

Mr. Viksita Menon

GM South East Asia, Paula's Choice Skincare

Mr. Ashish Goenka

CFO, Jubliant Foodworks

Mr. Jitin Bhasin

Founder & CEO, Saveln

Mr. Sumit Khanna

Partner & National Head Corporate Finance and Restructuring Services Deloitte India

Mr. Ashish Kataria

Head, Global Markets- India, Crédit Agricole CIB

Mr. Akshay Menon

MD- Client Advisor, UBS

Mr. Gurpreet Viridi

Managing Director, MUFG

Mr. Akshat Kabra

Associate Vice President Investment Banking, Avendus Capital

Mr. Rashesh Shah

Chairman and CEO, Edelweiss Group

Mr. Lucky Singh

CFO, Reliance Retail

Mr. Varun Sharma

MD- Product Sales and Strategy, Google

Mr. Sorabh Jerath

Senior Director, Publicis Sapient

Mr. Abhinav Gaur

SP Sales Programs and BD lead, Asia Pacific & Japan, Cisco

Mr. Srikanth Karnakota

Country Head for server & cloud business, Microsoft

Mr. Sandeep Nagpal

VP & Head of Marketing, Cvent

Mr. Santanu Sen Gupta

Sales Director-Cloud Platform, Oracle

Mr. Rohit Aggarwal

President and CEO, Archroma Textile Effects

Mr. Ajay Mathur

CEO, Kreate Commodity Trading DMCC & Kreate Energy FZE

Mr. Sabyasachi Mishra

Business Head, JSW International Tradecorp

Mr. Rajeev K. Singh

COO & Business Head -Global Business Services, Karvy Computershare

Mr. Dinesh Jain

Founder & CEO, IndianMaze Advisory (OPC) Pvt Ltd.

Mr. B.S. Ravishankar

GM-Strategic Procurement APAC, British Petroleum

Ms. Garima Jain

Deputy CEO and Head of Grains, India, Louis Dreyfus Company

Mr. Rajesh Mohata

CEO & Executive Director, JSL Lifestyles Ltd.

Mr. Santosh Pillai

CEO, Africa Wilmar International

Mr. Rahul Nair

CEO- Farmer services Business, CEO- Edible Nuts & Ingredients, ECOM Agro-industrial Corp. Ltd

Mr. Gaurav Grover

CEO, Olam Food Ingredients India Pvt Ltd.

**Alumni in 30 countries
spread across 5 international
chapters- North America,
Australia, U.K, Singapore & Dubai**





BRANDING ON CAMPUS

Pre-Placement Talks

Pre-Placement Talks serve as a highly valuable tool for effectively engaging and communicating with the batch. An effective presentation can provide students with a comprehensive understanding of the company's objectives, employment opportunities, and potential career paths. This will allow candidates who feel they possess the skill sets required for the job and who identify with the organization's culture to apply for positions at the company.

Guest Lectures

Company can establish a strong presence on the campus by arranging for senior representatives to engage directly with the students. This can be achieved by collaborating with the Corporate Relations and Placement Committee or by partnering with one of the clubs and committees on the campus.

Live Projects

Companies may select candidates and work with them on live business problems. This can be done through the placement committee, various clubs, cells and committees on the campus. Live projects would give companies an opportunity to work closely with a few students to evaluate them as well as gain unique insights from the student community.

EVENTS

Grand Alumni Reunion

A reunion event that brings together past graduates of IIFT. It fosters networking opportunities between current students, alumni, and industry professionals.

Trade Winds

The annual flagship event of IIFT, focusing on the theme of international trade and business. It attracts industry experts, renowned speakers, and academicians who share valuable insights and trends in global trade.

Adrenaline

The sports extravaganza organized by IIFT. It features a wide range of sports competitions and activities, encouraging students to showcase their physical prowess, team spirit, and competitive edge.

TEDx

An independently organized TED event held at IIFT. It provides a platform for students, faculty, and experts to share inspiring ideas, experiences, and innovative insights.

Quo Vadis

The annual management and cultural festival of IIFT. It showcases the talents and skills of students in various fields such as business, arts, sports, and entertainment. The event includes case study competitions, business quizzes, cultural performances, and sports competitions.

Vivaan

Recognized by Unstop as 9th Popular Business Festival-2023, Vivaan, business summit of IIFT hosts diverse range of debate and competitions and connects industry stalwarts to students resulting in engaging and stimulating conversations between students and panellists.

Ranneeti

The annual business fest of IIFT hosts a series of interactions with industry professionals and competitions to engage in and understand modern day business scenarios and predicaments. It has been recognized by Unstop as 10th Popular Business Festival-2023.



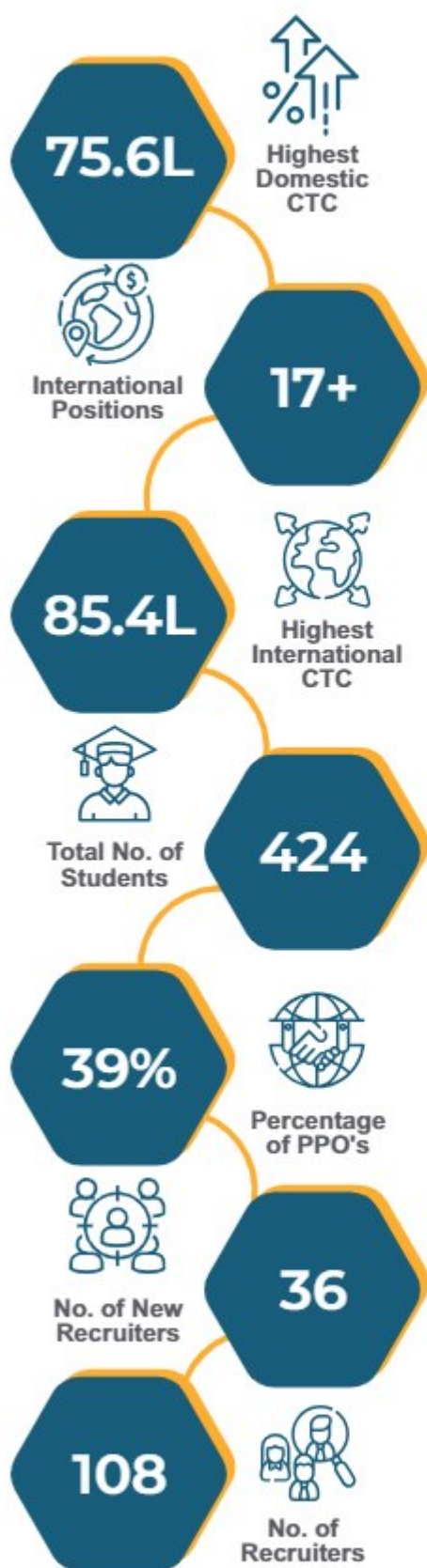
COMMITTEES, CELLS & CLUBS

Committees, cells and clubs across a variety of domains and functions to hone diverse interests & talents.



PLACEMENT HIGHLIGHTS

Final Placements (21-23)



Average CTC of the batch

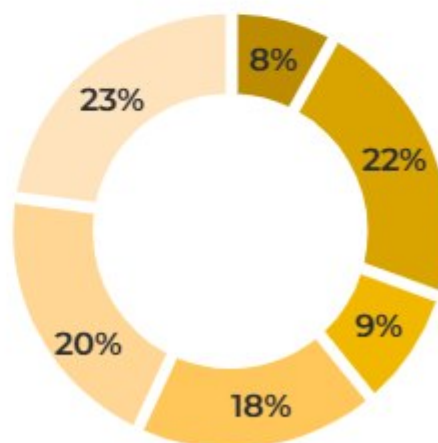


Median CTC



Average CTC of top 25% students

Domain wise Statistics

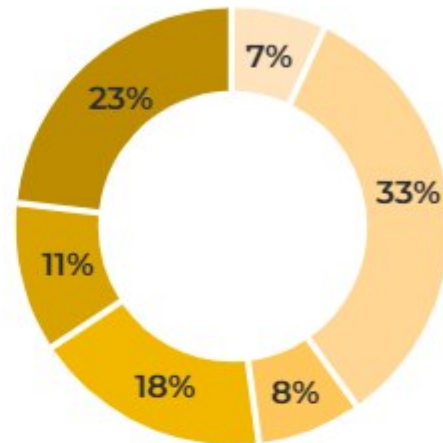


IT/Analytics 8%	Finance 18%
Sales and Marketing 22%	Consulting 20%
Trade & Operations 9%	Others 23%

Summer Placements (22-24)



Domain wise Statistics



- IT/Analytics 7%
- Sales and Marketing 33%
- Trade and Operations 8%
- Finance 18%
- Consulting 11%
- Others 23%

HIGHEST
STIPEND

4.4L

ACHIEVING
HIGH STANDARDS**All figures are for a duration of 2 months*MEDIAN
STIPEND

2.50L

↑ 25% INCREASE
FROM 2021-23 BATCH**All figures are for a duration of 2 months*AVERAGE
STIPEND

2.63L

↑ 29% INCREASE
FROM 2021-23 BATCH**All figures are for a duration of 2 months*

OUR ESTEEMED RECRUITERS





CORPORATE WALL OF FAME

10 National Winners



Show Stoppers
National Winners



Atom
National Winners



CFA RC
National Winners



Disrupt
National Winners



I.Envest
National Winners



Fin Valley 6.0
National Winners



The Deal
National Winners



The Challenge
National Winners



Rise
National Winners



Global Challenge
National Winners

5 National Runners-up



Wavemakers Challenge
National
Runners-up



Ecube
National
Runners-up



Witda
National
Runners-up



Quest
National
Runners-up



Quest
National
Runners-up



6 National 2nd
Runners-up



27 National
Finalists



100
National
Semi-Finalists

CORPORATE RELATIONS AND PLACEMENT DIVISION



Dr. Rohit Mehtani
*Head, Corporate Relations
and Placement Division*
Email: headcrpd@iift.edu



Dr. Preeti Tak
*Faculty Coordinator
(Delhi Campus)*
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Dr. R. P. Sharma
*Faculty Coordinator
(Kolkata Campus)*
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PLACEMENT COMMITTEE




Akshay Sreekant
Convener

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 9930378397




Anshuman Pathak
Treasurer

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 9874229273



Ayush Singh
Member

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**Sanjay
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Indian Institute Of Foreign Trade

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