



Part-Time Ph.D Programme 2010

BROCHURE

School of International Business
INDIAN INSTITUTE OF FOREIGN TRADE
(Deemed University)
(Set up by Department of Commerce, Government of India)

Important Dates

Last date for submission of applications and Research Proposal	:	22 nd March 2010
Notification of Short listed candidates for Written Entrance Test	:	16 th April 2010
Date of Written Entrance Examination (Written Entrance Examination will be held in IIFT New Delhi)	:	2 nd May 2010
Declaration of Result of Written Entrance Examination	:	28 th May 2010
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Commencement of the Programme	:	2 nd July 2010



The Institute's portfolio of Programs is diverse, catering to the requirements of not only aspiring international business executives and mid-career professionals alike, but also senior officers in the government departments, industry & trade. By virtue of its more than four decades of experience in the evolution and advancement of International Business Education and Research in the country, IIFT has been continuously contributing more and more in international business education. Multilateralism and Globalization have changed the face of national and international business. National markets are increasingly being globalized so much so that a

company has to be globally competitive if it wants to survive successful in the domestic market itself. The boundaries between international business and domestic business are disappearing rapidly and it is in this context that IIFT has an unbeatable edge.

In the spectrum of IIFT's activities, research occupies a critical place because of the institutional emphasis on a strong and pervasive interface between research and training. Research activities are undertaken both as part of its own research programmes and at the instance of its clients, which include Central and State Governments, Public Sector Undertakings, and International organizations like the World Bank, the FAO, International Trade Centre, UNCTAD/WTO, UNIDO, ESCAP, etc.

The Institute introduced the Ph.D. (Part Time) Programme, matching the standards of the best research degree programmes available in Indian and overseas Universities/Institutes in 2004. The programme is targeted at research scholars, members of teaching faculty in institutes of higher learning & universities, and professionals from private, public & government sectors.

The broad disciplines in which a candidate can undertake research include: Marketing, Business Strategy, Finance, WTO Issues, Innovation and Technology Management and Logistics & Trade Operations. In order to give sound grounding in different areas of international business, course work spread over 2 semesters is compulsory. Only candidates who already completed M.Phil may opt for coursework waiver. It is expected that the course work will bring the depth in conceptual understanding in the specified discipline which will facilitate the progress in the research work.

We have made every effort in the Indian Institute of Foreign Trade (IIFT) to take new strides in the last few years. All this has paid dividend and IIFT has emerged as one of the leading business schools.

My best wishes to you in your search for excellence and hope you achieve the same.

Dr. (Mrs.) Vijaya Katti

Ph.D. PROGRAMME

OBJECTIVES

The Ph.D. Programme of the institute covers Doctoral research in a variety of business related areas leading to the award of Ph.D degree. The programme is targeted at research scholars, members of teaching faculty in universities and institutes of higher learning, professionals from private, public and government sectors. The main objectives of the Ph.D. Programme are:

- To facilitate pursuing higher studies and advanced research in International Business;
- To encourage and doing research on contemporary issues in the field of International Business; and
- To encourage publication of research papers in academic journals, occasional papers, monographs, books and other publications.

One of the primary purposes of doctoral studies is to encourage in-depth analysis and enrich knowledge in the chosen field. This includes the ability to apply independently methodologies of scientific research as well as to create new scientific knowledge. Further, the candidate should demonstrate an ability to analyze critically research results and to understand their importance in the relevant context. Skills to present and to effectively communicate research results are needed in order to succeed in postgraduate studies. Thus, it is important to assume an adequate knowledge and understanding of the problems, research methodologies, historical developments, theory formulation and societal importance of the scientific disciplines which are related to the candidate's own research field.

IIFT has two campuses viz, New Delhi and Kolkata. Selected candidates can attend the course work classes from Delhi as well as Kolkata (via video conferencing)

RESEARCH DISCIPLINES

The Institute offers the Ph.D programme in the following fields: Marketing; Business Strategy; Finance; International Trade & Trade Policy (including WTO) Issues; Innovation & Technology Management; and Logistics & Trade Operations. All participants need to complete the course work within 12 months (The candidates already having MPhil Degree are given waiver from the course work). Thesis must be submitted within a minimum of 2 years and maximum period of 4 years after the completion of course work. In case comments of Research Advisory Committee warrant additional work by the student, a maximum period of additional 12 months can be granted to the student for re-submission of thesis.

NUMBER OF SEATS

- Total Number of Seats: TEN - 8 + 2 (Sponsored).
- IIFT will follow the 'Reservation' policy as per Government of India Rules.

ELIGIBILITY

- Master's degree (including IIFT MPIB/MBA (IB), M.Tech) in any discipline from a recognized university with at least 55% marks or B Plus in aggregate.

OR

- B.Tech from a recognized university (CGPA 4.5 on a scale of 7 or B Plus). Minimum 5 years of work experience

OR

- Diploma courses which are considered equivalent to Master Degree (eg. PGDIM from IIMs) recognized by AICTE/UGC only would be considered. In such cases candidates would be required to produce the certificate from competent authority.

Overseas students can also apply as long as they satisfy the above criteria. They need to produce GMAT score to get exemption from appearing in Entrance Tests. However they will be required to attend the course work in the campus.

Desirable:

- Weightage would be given to candidates with publications such as books, papers in National/International Journals and paper presentations in National / international conferences
- Candidates with prior teaching and research experience and / or Candidates from industry having made exceptional contribution in their area of work would be an important consideration
- Sponsorship from trade & industry and trade facilitating organizations/associations such as FICCI, ASSOCHAM and CII, etc.

ADMISSION PROCESS

A three stage process is followed for admission to the Ph.D. Programme.

Stage I: The Expert Panel Members of the Institute will screen the applications together with necessary enclosures and short-list the candidates based on following criteria:

- Academic Eligibility (50%)
- Nature of Work Experience (10%)
- Quality of Synopsis (30%)
- Relevance of the Topic (10%)

Stage II: Only Short-listed candidates will be called for the Written Entrance Test comprising of:

- One hour Objective Test (on logical reasoning and mathematics (12th Standard) and
- One hour Descriptive Test (on Research Aptitude) to judge writing skill of candidates on contemporary issues

It is important to note that Objective Test is a screening test. Candidates who qualify the Objective Test, only their paper on the descriptive test will be examined. Although, merit list will be prepared considering marks of both the tests but qualifying both the tests is essential. IIFT will not bear any cost for coming for Written Entrance Test.

Stage III: Candidates who would qualify in Entrance test will subsequently appear for a presentation cum viva before the Expert Panel Members at the Institute in New Delhi for the research proposal/Synopsis submitted by them.

Note:

There will be an evaluation committee under the Supervision of Chairperson (Research) who will scrutinize the applications of the candidates in order to call them for entrance examination. Applications will be arranged according to different subject areas. Senior Professors will head sub-committees of different subjects/areas to scrutinize the application and review the synopsis.

In case of Sponsored candidates Admission Process will be similar. Separate merit list will be prepared for sponsored candidates.

HOW TO APPLY

Application form and brochure can be downloaded from the website **www.iift.edu**. Candidates need to fill the application form and send the same to the Institute along with a Demand Draft of Rs.2000/- (Rs.1000/- in respect of SC/ST candidates and **US\$ 100 for Foreign Nationals**) in favour of Indian Institute of Foreign Trade payable at New Delhi so as to reach it latest by 22nd March, 2010 at the following address:

Shri Sunil Kumar
Administrative Officer (Research) &
Programme Coordinator
INDIAN INSTITUTE OF FOREIGN TRADE
(DEEMED UNIVERSITY)

B-21, Qutab Institutional Area, New Delhi 110016

Tel: 91-11- 26859582 (Direct), 26966563, 26965124, 26965051, Ext. 411

Fax: 91-11-26867851, 26867841, 26853956

E-mail: sunilkumar@iift.ac.in

For any Academic Query write to

Dr. Biswajit Nag

Ph.D Programme Director

Tel: 91-11- 26965124, 26965051 Ext. 606

E-mail: biswajit@iift.ac.in

IMPORTANT ENCLOSURES WITH APPLICATION FORM:

1. **Copy of Research Proposal** for the proposed PhD Programme
2. Copies of **educational degrees** obtained
3. Two passport size photographs
4. Two letters of recommendation (in the format provided in the application form)
5. At least one example of scholarly research or professional writing (guidelines at Appendix-I)
6. Bank draft of Rs.2000/- (Rs.1000 in respect of SC/ST/PH category candidates and US \$100 for foreign students) in favour of INDIAN INSTITUTE OF FOREIGN TRADE payable at NEW DELHI.
7. SC/ST/PH category candidates to attach the requisite certificate.

ACADEMIC RULES

Applicants are requested to go through the brochure in detail before applying.

- For the course work, all scholars will be governed by the academic rules being followed in the Institute's programmes. Classes would be held on weekends.
- Candidates already having MPhil degree may seek for waiver of the coursework. The waiver will be given on the basis of application and submission of the MPhil coursework completion certificate by the candidate.
- The decision of RAC in all selection and academic matters would be final and binding on the scholars
- Minimum of 75% attendance is required for the course work.
- **The institute reserves the right to include or remove the electives for the second stage course work.**
- Both stages of course work have to be successfully completed before registration is confirmed. All participants must finish the course work within 12 months. Thesis can be submitted within a minimum of 2 years and maximum period of 4 years after the completion of course work. In case comments of RAC (Research Advisory Committee) warrant additional work by the student, a maximum period of additional 12 months may be given to the student for re-submission of thesis.
- After completion of course work participants are required to interact with their supervisors on a minimum of fortnightly basis and present the progress seminar on every six month
- The supervisors and RAC would give a satisfactory/not satisfactory report after presentation of every progress seminar
- Candidates have been provided the options of attending the classes from New Delhi and/or Kolkata. Candidates from other locations will have to fulfill the attendance requirement by being present for classes in either of above mentioned locations.
- Fees must be paid in full according to the fee payment schedule. In case of any delay, a fine of Rs. 100 per day would be charged till 15 days. Thereafter re-registration would be required. The candidates will be de-registered. Re-registration will be considered and allowed as per Institute's decision and charges to be decided.

- *PhD Confirmation will be given to the participants who will complete the course work successfully and get their synopsis approved from the RAC (Research Advisory Committee).*

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FEES

The total fees for the programme is **Rs. 150,000/-** payable as specified below. Fees once paid will not be refunded.

- | | |
|---|----------------|
| 1. To be paid at the time of joining | Rs. 1,00,000/- |
| A. Programme Fees
(\$1950 for foreign students) | Rs. 95,000/- |
| B Library Fees
Library Security Deposit to be paid at
the time of Registration (Refundable)
Same for foreign students | Rs. 5000/- |
| 2. To be paid after the confirmation of the synopsis
(Candidates need to confirm the Synopsis and Title of the Thesis after the completion of one year course work. For details see the Structure of the PhD Programme) | Rs. 50,000/- |

*There will be relaxation of 50% fees (except library fees) for category candidates

STRUCTURE OF THE Ph.D. PROGRAMME

1. PhD Programme of IIFT is based on the minimum guideline as proposed by the UGC (F.I-1/2002 (PS) Exemp, dated 1st June 2009)
2. The programme is of five years which includes one year course work. If the candidate is unable to submit her/his thesis within the stipulated five years (from the date of enrolment) she/he may seek for extension. Only one year extension may be given to the candidate if the PhD Committee is satisfied by the progress of the thesis work done in five years.
3. IIFT PhD course work is of one year which is divided into two semesters.
4. Course work is mandatory for all participants irrespective of her/his academic and professional background. All candidates are required to clear the coursework satisfactorily (Minimum CGPA of 2.33 out of 4). Candidates already having MPhil degree may seek for waiver of the coursework. The waiver will be given on the basis of application and submission of the MPhil coursework completion certificate by the candidate.

Courses Offered

Course Work				
First Semester/Monsoon Semester (July-Dec.)				
S.No.	Course code	Course Title	No. of Teaching Hours	Credits
1.	GBE	Global Business Environment	50	5
2.	BRM	Business research Methods	50	5
3.	ASE	Advance Statistics and Econometrics	50	5
Second Semester/Winter Semester (February-July)				
4.	SP	Seminar Paper	30 (No class room teaching). Students will work closely with one faculty member on the topic. Evaluation will be done on the basis of presentation and report	3
Optional (Any TWO from the list given below)				
5.	AME	Applied Macro Economics	30	3
6.	ATTP	Advanced Trade Theory and Policy	30	3
7.	WTO	Current Issues in WTO	30	3
8.	AIMS	Advanced course on International Marketing and Strategy	30	3
9.	AIF	Advanced course on International Finance	30	3
10.	AITM	Advanced Course on Innovation and Technology Management	30	3

Submission of Thesis

- In the third semester participants are required to submit their PhD synopsis before the PhD academic committee for approval. The 'Title' of the thesis gets finalized once the candidate's synopsis is approved.
- If required, the 'Title' may be changed only once partially before the submission. Candidate needs to apply through Supervisor for the same.
- Initial enrolment to the PhD Programme is 'Provisional'. Candidate's registration will get 'Confirmed' when she/he (a) clears the coursework satisfactorily and (b) her/his synopsis gets final approval of the PhD Committee.
- Allotment of the supervisors would be done after the successful completion of the course work.
- Candidate is allowed to submit her/his thesis after TWO years from the date of 'Confirmation'. All candidates are required to confirm their candidature before completion of the third year from the date of enrolment.
- Appointment of External Supervisor is permissible. However, it is on the basis of expertise relevant field subject to Institute's approval.
- After confirmation, candidate needs to give TWO Progress seminars and ONE internal defense seminar. Thesis cannot be submitted unless it is passed by the Committee during the internal defense seminar.
- Candidate is also required to publish at least ONE article in a Reputed Refereed Academic Journal. Proof of acceptance of the article and details of the journal need to be submitted during the submission of the thesis. Apart from this, candidate also has to provide 'Submission' letter of one more article to a Reputed Refereed Academic Journal during the time of submission.
- Submitted thesis will be sent for evaluation to TWO external experts and at least one of them needs to be outside the state. On submission of the evaluation report by the external experts, viva-voce will be conducted, where candidate needs to defend her/his thesis in front of the external experts (at least one has to be present), Supervisor, Programme Director of PhD Programme and Chairperson (Research). Following the successful viva-voce recommendation will be made for the award of the Degree.

Appointment of Supervisor

Supervisor would be appointed based on the area of specialization of the participant and the availability of faculty from IIFT. Participants can also request for co-guide if so required from within the institute or from outside.

Provision for Unsatisfactory Report

No candidate will be permitted to resubmit a thesis more than once. However, for all unsatisfactory cases, the following mechanism is proposed:

Unsatisfactory Report of the Examiner(S)

In case both the examiners give unsatisfactory report on the thesis, their comments will be communicated to the Scholar and he/she will be required to resubmit the thesis not earlier than three months and not later than one year. The revised report will be referred back to the same examiners.

Unsatisfactory Report by One of the Examiners

In case one examiner gives a favorable report and another, unfavorable, the case will be referred to the 3rd examiner and his decision will be final.

Re-VIVA

In case the examiners of Viva-voce examination recommend a second viva as the candidate's grasp of the broad field of her/his study is un-satisfactory, the second viva may be rescheduled within the period of six months by the same board.

Appendix-I

Parameters for Evaluation of Research Proposal

S. No.	Question
1	Does the proposal address a well-formulated research problem?
2	Are the Objectives well stated?
3	Is the methodology clearly stated?
4	Does the proposal explain clearly what work will be done and are there evidences in the proposal about the work others have done on the problem?
5	Is it an important problem in the context of International Business, whose findings will be useful?

Appendix-II

Parameters for Evaluation of Research Paper

S. No.	Question
1	Does the paper address a well-formulated problem?
2	Does the paper show evidences of any systematic literature review on the basis of which scope of the paper is defined.
3	Does the paper clearly demonstrate that the researcher has done some systematic research for the paper?
4	Are the findings based on the work and clearly recorded in the paper?
5	Quality of overall structure and presentation of the paper, including proper references, etc.

Parameters for Interview

S. No.	Question
1	Academic Excellence in the field of his/her specialization/ area
2	Research Aptitude and familiarity with research process
3	Work Experience
4	Language proficiency
5	Overall impression as a potential researcher and teacher in International business.

Guidelines for Research Proposal (To be submitted along with the Application)

The following are the guidelines to writing research proposals:

1.	Title	Should be self-explanatory and should reflect what the author is going to study / probe.
3.	Introduction	The Scholar may introduce the subject with the main issues involved. It may contain why the subject has been chosen and the motivation for it, etc.
4.	Objectives and scope	The main objectives and the scope of the study should be clearly mentioned. The report will be finally evaluated keeping these objectives in view.
5.	Methodology Proposed	The Research Proposal should clearly spell out the methodology (in phases starting from desk research) that is followed for preparation of the report. More detailed methodology is appreciated.
6.	Chapters Schemes	The synopsis may indicate the tentative chapter plan of the whole report. Chapter headings should be clearly specified. Detailed sub-headings are appreciated
7.	Sources/References	References should be mentioned at every appropriate place whenever information is taken from other sources. This should be particularly mentioned whenever figures are taken for preparing tables, Annexure, etc.
8.	Contribution to International Business Academics	The candidate should clearly highlight how this research would contribute to existing knowledge in the area of International Business Academics?