



CAPACITY BUILDING PROGRAMMES AT NEW DELHI



ETHIOPIA

CAPACITY BUILDING PROGRAMMES FOR AFRICAN COUNTRIES ORGANIZED IN INDIA

- Capacity Building Programme for the officers from African Countries (8-20 January 2007) was held in New Delhi with ITEC assistance that was attended by 38 participants from various African countries including Algeria, Benin, Botswana, Egypt, Ghana, Kenya, Lesotho, Libya, Lusaka, Madagascar, Mauritius, Morocco, Namibia, Nigeria, Senegal, Sudan, Swaziland, Tanzania, Tunisia, Uganda, Zambia, and Zimbabwe.
- Capacity Building Programme for the officers from African Countries at Delhi (24 March-11 April 2008) which was attended by 18 participants from various African countries including Angola, Botswana, Congo Democratic Republic, Ethiopia, Kenya, Lesotho, Mauritius, Sudan, Uganda and Zambia.
- Capacity Building Programme on International Business at Delhi (6-17 December 2010) wherein 38 participants from 22 different African countries including Angola, Botswana, Burkina Faso, Comoros, Egypt, Ethiopia, Gambia, Ghana, Guinea, Kenya, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Niger, Nigeria, Rwanda, Togo, Tunisia, Zambia, Zimbabwe attended the programme at the Institute.

CAPACITY BUILDING PROGRAMMES IN AFRICA

In the present era of globalization, physical boundaries are disappearing very fast and India is getting integrated into an increasingly competitive, networked and a global business environment. Effective management strategy helps drive individual performance, build a better business, gain skills, create networks and inspire others. In fact, the management development programmes offer an opportunity to hone up the skills of the practicing managers to enable them build an enduring foundation that will enhance their value to their respective organizations.

The Institute has conducted a series of Capacity Building Programmes in various African countries. These programmes aim at developing required skills and professional competency among entrepreneurs, government officials, professionals and corporate executives in the host countries.

Each of the programmes was customized to incorporate specific issues related to the host country and focused on enhancing participants' awareness on various issues related to international business environment and help them in improving overall skills and competency in the management of international trade and business. These programmes received overwhelming response and appreciation by various stakeholders in the host countries.

Objectives

- To enhance awareness about international business environment.
- To help develop international marketing strategies among the stakeholders.
- To develop an understanding about export-import procedures and documentation.
- To understand international trade logistics and supply chain management.
- To increase proficiency in issues related to international business and trade diplomacy.
- To enhance overall skills and competency in international business among the participants.

Duration : 06 days

Pedagogy

The course delivery includes case studies, panel discussions, participative exercises and interactive sessions.

Partner Organizations in the Host Country

One or more partner organizations need to be identified in the host country that provides local support especially for the following:

- Arranging venue for conducting the programme
- Logistics support
- Providing refreshments / lunch during the programme
- Mobilizing participation
- Arranging simultaneous translation facilities in non-English speaking countries
- Facilitating conduct of the programme.

Cost Implications

The costs incurred on travel of faculty experts, content development, course material and programme delivery is generally borne by the Indian Government.

Though there is no fee for participation in the programme, but the participants or their sponsoring organizations are expected to bear their own costs including travel, stay, food, etc.



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Capacity Building Programme on International Business Conducted in African Countries during Recent Years

- **ETHIOPIA**, Addis Ababa (23 March-3 April 2009) in collaboration with Ethiopian Chamber of Commerce & Sectoral Association and Dry Port Service Enterprises, Ethiopia.
- **EGYPT**, Cairo (5-16 July 2009) in collaboration with Foreign Trade Training Centre (FTTC), Egypt.
- **BOTSWANA**, Gaborone (4-14 August 2009) in collaboration with Ministry of Trade and Industry, Botswana.
- **NAMIBIA**, Windhoek (21 September-3 October 2009) in collaboration with Ministry of Trade and Industry, Namibia.
- **ANGOLA**, Luanda (27-30 October 2009) in collaboration with Ministry of External Relations, Angola.
- **SOUTH AFRICA**, Pretoria (19-29 January 2010) in collaboration with Department of Trade and Industry, South Africa.
- **UGANDA**, Kampala (27 April-7 May 2010) in collaboration with Ministry of Tourism, Trade and Industry, Uganda.
- **SENEGAL**, Dakar (25-30 October 2010) in collaboration with International School of Management, Senegal.
- **RWANDA**, Kigali (16-26 November 2010) in collaboration with School of Finance and Banking, Rwanda.
- **BURKINA FASO**, Ouagadougou (27 June-1 July 2011) in collaboration with Ministry of Industry, Commerce, Promotion of Private Initiatives and Handicrafts, Burkina Faso.
- **SUDAN**, Khartoum (10-16 July 2011) in collaboration with Development Studies and Research Institute, University of Khartoum, Sudan.

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INTERNATIONAL PROJECTS DIVISION



INDIAN INSTITUTE OF FOREIGN TRADE
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Director's Message

Learning being a continuing process, the need for periodic upgradation of professional skills is widely recognized. Continued upgradation of skills and knowledge and capacity building in the field of International Business is, particularly, important in view of the dynamic nature of trade and business.

Tremendous opportunities exist for cooperation in the field of capacity building and imparting professional knowledge between the Institute and the African countries.

IPD would accelerate Institute's efforts in internationalizing its reach and imparting knowledge beyond borders, especially in Africa.

Mr. K.T. Chacko IAS (Retd.)
Director
Indian Institute of Foreign Trade
New Delhi



THE INSTITUTE

Indian Institute of Foreign Trade (IIFT), set up by Department of Commerce, Government of India in 1963, is one of the premier management institutes in the area of International Business. The Institute conducts educational programmes such as MBA (International Business), part time MBA in International Business for working professionals, Executive Post-Graduate Diploma in International Business, certificate course on export management, international business languages and global trade logistics & operations. MBA programme in International Business is also conducted at Dar-es-Salaam in collaboration with Institute of Finance Management (IFM), Tanzania. Besides, the Institute also offers Ph.D. programmes.

The Institute also conducts research and takes up consultancy for government and multilateral organizations. IIFT, over the years, has conducted several research studies with organizations like the WTO, World Bank, UNCTAD in addition to Indian Government. Besides, the Institute has trained more than 46,000 business professionals in various facets of international business.

Infrastructure

IIFT has two campuses – one in Delhi and the other in Kolkata. IIFT Delhi campus, located at Qutab Institutional Area, has a vast area with ample of greenery and open spaces. It has excellent facilities like air-conditioned classrooms with sophisticated audio-visual aids, auditorium, conference halls, three computer centres and two floored well-equipped library with complete on-line cataloguing.



BURKINA FASO



BOTSWANA



UGANDA

INTERNATIONAL PROJECTS DIVISION

International Projects Division (IPD) of IIFT has been conceived to internationalize the reach of the Institute to the need of other countries and to work as a catalyst to the Indian Government and corporate sector to deepen its economic relationship with partner countries. This Division will help IIFT to achieve the position of a Centre of Excellence in imparting education, training and conducting research in other parts of the world in the area of International Business and Trade. One of the key objectives of the IPD is to train government officials, diplomats, entrepreneurs, exporters, corporate sector and civil society members to develop broader understanding of issues related to international business and its implications on trade policy. IPD would work towards generating views, opinions, analysis on number of contemporary trade and economic issues which would be of interest to different nations in developing economic relationship with other countries including India.

As a part of decisions taken at India-Africa Forum Summit (8-9 April 2008), the Institute has been entrusted by the Department of Commerce, Government of India with the responsibility to conduct customized Capacity Building Programmes on International Business in various parts of Africa and to establish the India-Africa Institute of Foreign Trade (IAIFT) at Kampala, Uganda.

Consequently, an interactive meet of Heads of African Missions was organized on 10 September 2008 at the Institute which received an overwhelming response from African diplomats. Further strengthening associations of IIFT with African countries, the President of the Republic of Rwanda H.E. Paul Kagame visited the Institute and delivered a special talk on "The Changing International Political Economy and Implications for Africa" on 20 January 2009. Later on an interactive meet with the African Union (AU) delegation consisting of the Members of the Bureau of the Multilateral Affairs Sub-Committee of the Permanent Representatives Committee of the African Union led by the Permanent Representative of Cameroon to the African Union, H.E. Mr. Jacques Alfered Ndoumbe Eboule included Ambassador John K. Shinkaiye, Chief of Staff of the Office of the Chairperson of the African Union Commission and the Permanent Representatives of Egypt, Sudan, South Africa and Benin at the AU was held on 11 March 2010 at the Institute which was attended by a large number of Heads of African Missions based in India.



SUDAN



EGYPT

SETTING-UP OF INDIA-AFRICA INSTITUTE OF FOREIGN TRADE (IAIFT)

IIFT has been entrusted with the responsibility of setting up of India-Africa Institute of Foreign Trade (IAIFT) as a **Centre of Excellence** in the area of International Business with Pan-African reach. Consequent to the first IAFS 2008, a series of discussions took place between the African Union (AU) and the Government of India and a basic modality to start the work was agreed upon. Uganda was identified as the host country for setting up of IAIFT by the AU. To carry out the ground work and identify partner institute in the host country, a high level IIFT delegation visited Kampala.

Subsequently, a Stakeholders' Workshop was held at Kampala during 13-14 June 2011 so as to conceptualize the Vision, Mission and Strategy of the Institute wherein over eighty stakeholders participated representing government officials, academicians, exporters and entrepreneurs.

The proposed Vision, Mission and Objectives of Institute are delineated below:

Vision

To be a globally networked leading Centre of Excellence in the area of International Business and Trade with a Pan-African vision striving to impart business education, training and research to individuals, corporates, government and society in general.

Mission

- To strive for developing indigenous capacity in Africa in the area of International Business and Trade.
- To create world class physical and intellectual infrastructure using the advanced knowledge and innovative processes, catering to the need of every stakeholder adhering to global standards.
- To act as a catalyst in developing closer partnership between India and African nations in better understanding of global challenges and strive for a South-South co-operation through promoting trade and investment in judicious way.

Objectives

- To become a Centre of Excellence in imparting education, training and conducting research in Africa in the area of International Business and Trade.
- To bring out international business and trade solutions to suit the Pan-African needs.
- To train government officials, diplomats, entrepreneurs, exporters, corporates and civil society members to develop broader understanding of trade policy issues and its implication, skills in trade negotiation and trade policy formulation.

IAIFT would generate views, opinions, analysis on number of contemporary trade and economic issues which would be of interest to African nations in developing economic relationship with other countries including India.



Chairperson's Message

In the times of economic turbulence and political upheavals, the secret of success for corporates and governments lies in building capacities to meet the emerging challenges often difficult to foresee.

International Projects Division is committed to expand Institute's reach beyond national boundaries by setting up of IAIFT with global reach and conduct Capacity Building Programmes on International Business and undertake research and consultancy.

Dr Rakesh Mohan Joshi

Professor & Chairperson
International Projects Division
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and

Project Director
India-Africa Institute of
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Stakeholders' Workshop at Kampala, Uganda (13-14 June 2011).