



FACULTY: DISTINGUISHED RESOURCE

**The Human Mind is our
Fundamental Resource**

— John F. Kennedy

IIF is bestowed with most distinguished internationally recognised faculty. It comprises of senior academicians, practising professionals and young brains bursting with new ideas led by IIF Director – a financial expert with mission and vision. The faculty believes that in a learning process the free ranging exchange of ideas are essential between students and teachers. The faculty members are always available to discuss informally, the progress of students work, to explore an idea or for any academic query.

IIF faculty is known for their teaching, research, publications and travel widely around the globe to contribute in academic activities.

THE CHAIRMAN & DIRECTOR

*A Man with
Mission & Vision*

Prof. J.D. Agarwal, Ph.D. Finance (Delhi School of Economics), I.T.P. (L.B.S. London), is currently Chairman & Director, Indian Institute of Finance. He is also chief editor of Finance India and Director, State Bank of Patiala. His name features in the “MARQUIS WHO’S WHO in the World” and MARQUIS WHO’S WHO in Finance & Industry since 1996, as one of the leading financial expert and eminent economist. Marquis Who’s Who in the world is America’s one of the leading biographical source published since 1899. This reference volume mentions Dr. Agarwal’s Academic achievements, contributions in Finance as a researcher, trainer and educationist.

In his 29 years of professional career Prof. Agarwal has taught in several institutions of repute both in India and abroad like Cleveland State University, USA as a visiting professor and Cleveland Foundation Scholar, ICFAI, Hyderabad as its first Dean, Systems Research Institute, Pune, School of Business, Ahmadu Bello University, Zaria, Nigeria, Indian Institute of Technology, Delhi, Delhi School of Economics, and Shri Ram College of Commerce etc. He is recipient of several honours and academic awards.

Dr. Agarwal is member of several academic and professional bodies. He has also served as a member of AICTE’s All India Board of Management Education, Member AICTE’s Committee on Additional Resources for Technical Education, Hindi Advisory Council of Ministry of Finance, GOI, Department of Revenue, GOI. He is Fellow member of AIMA. He has lectured in more than 100 institutes of repute both in India and abroad. His international linkages with leading academia & industry are a matter of honour to IIF.

Dr. Agarwal is an active researcher. He has contributed over 100 research papers in leading journals and newspapers and has authored over twelve books. He is also the Chief Editor of Finance India. - The Quarterly Journal of Finance.

His views, opinions and analysis on Economic & Financial Policies often appear on TV, All India Radio and Leading Newspapers.



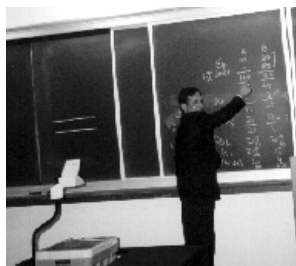
ACADEMIC FRATERNITY

FACULTY

IIF students are exposed to the lectures by some of the best experts/practising managers or administrators available in the country.

Prof. J.D. Agarwal, Ph.D. (Delhi) I.T.P. (LBS London)

He has served several institutions of repute during the last 29 years. He is an excellent teacher, trainer and researcher. He has published 12 books besides a large number of articles in reputed



journals. He is the Chief Editor of "Finance India" since 1987. He has also been the Associate Editor of "Indian Journal of Accounting".

Teaching interests: Accounting, Financial Management and Security Analysis & Portfolio Management.

Prof. P.K. Ghosh, Ph.D. (Delhi), former VC North Bengal Univ. & Former Professor Univ. of Delhi

He has been a gifted teacher for more than 40 years. Formerly he was teaching at the Delhi School of Economics, University of Delhi. He was also the Vice Chancellor of North Bengal University. He has authored several books and articles in reputed journals. He has been



the Chief Editor of "Indian Journal of Accounting". He has visited the Graduate School of Business, Stanford University, California as an

exchange fellow.

Teaching interests: Organisation Behaviour, Business Policy & Corporate Strategy.

Prof. Kanti Swaroop, Ph.D., Former Professor, IIMA, IIMC, IIPA

Prof. Swaroop is an eminent scholar and academician with more than 35 years of teaching experience. He has served many premier institutions in the past, such as IIPA (Delhi), IIMA, IIMC and Univ. of Delhi. He has been the President of "Operations Research Society of India" in 1986. Presently, he is the Editor-in-Chief of "Opsearch". He has written several books and more than 170 articles besides guiding more than 20 doctoral students.

Teaching interests: Management Science, Project Management.

Prof. A.L. Nagar, Ph.D., Former Pro-VC, Univ of Delhi & Former Professor Delhi School of Economics

Prof. Nagar has more than 38 years of teaching experience. Formerly he served as Professor at Delhi School of Economics, University of Delhi. He has

been the Pro-Vice Chancellor of University of Delhi. He has published several research papers in international journals and authored many books.



Teaching interests: Quantitative Techniques, and Econometrics.

Prof. V. B. Mathur, Ph.D., M.Sc. (Statistics & Mathematics)

Prof. Mathur was formerly Professor & Head of Statistics Department at the Punjabi University, Patiala. He obtained his Masters degree in Mathematics and Statistics. His doctoral research was in Statistical Inference on the Theory of Outlier Testing. He has been a Senior Research Fellow of ICAR. He has published research papers on Outlier testing. In recent years he has become interested in Analysis of Ordered Categorical Data. He has attended a number of conferences and has been the Local Secretary of the Statistics Section of the Indian Science Congress Section held at Patiala in January 1996. He is also the Course Co-ordinator of the Distance Learning Programmes.

Teaching interests: Quantitative Techniques, Management Science & Econometrics

Mr. Pushpender Singh, M.Com (Accounting & Taxation).

He has 6 years of teaching experience. He is also the Co-ordinator for Examinations.

Teaching interests: Financial Accounting, Direct Taxes, Indirect Taxes and Budgeting.

Mr. Deepak Bansal, M.Com., ADSM, PGDCA (Computers), CIPM

He is a NIIT Gold medalist. He has 5 years of teaching experience. He is actively involved in software development.

Teaching interests: Information Technology & Management Information Systems

Ms. Namita Sahay, PGDBA

She is actively involved in Corporate Communication & organizing Eminent Lecture Series Seminars. She is also the Career Development & Placement Officer.

Teaching interests: Quantitative Techniques

Ms. Charu Varmani, PGDBA

She has over an years' experience in Corporate and academics in the field of Finance.

Teaching interests: Corporate Finance, Risk Management & Corporate Restructuring

Mr. Pankaj Varshney, MFC (Univ. of Delhi)

He has over 8 years' of work experience in the area of Corporate Finance and Investment Banking besides having 2 years' of teaching experience. He is also pursuing doctoral studies in the area of "Valuation of companies". He is the Course Co-ordinator of the MBF Programme.

Teaching interests: Corporate Finance, Financial Markets & Institutions and Mergers & Acquisitions

Ms. Hina Chisti, M.A. (Eco.),

She has experience of teaching in the area of Banking and Financial Institutions. She is gold medallist in her Post graduation. She is also registered as a research Scholar in JNU, New Delhi.

Teaching interests: Micro Economics & Indian Financial System

Mr. Dheeraj Kumar, MFC

He has specialised in the area of finance and has interest in research.

Teaching interests: Security Analysis & Portfolio Mgt. & Adv. Financial Mgt.

Mr. Bibhu Priyadarshi, MBA

He has specialised in the field of marketing and has interest in research. He also has experience of over 1 year in Business Journalism.

Teaching interests: Organizational Behaviour & Marketing

A number of experts, prominent Professors and practising managers from other organizations are invited on regular basis to teach courses as per their expertise and requirement of the Institute and students with a total focus on Quality of Education.



IIF: ACADEMIC RESOURCES

तमसो माँ ज्योतिर्गमय

LIBRARY

IIF has well equipped library with over 35000 thoughtfully selected books on finance, accounting, management, economics, taxation etc. The library has over 97 doctoral dissertations, subscribing over 400

Academic Professional journals & magazines, has over 2500 latest financial statements of more than 500 private & public sector enterprises and financial institutions. Besides, the library has government reports, reports of international agencies such as World Bank, IMF, Asian Development Bank, Stock Exchange Directory, Statistical Abstracts of different States, Newsletters and large number of other publications. IIF library also maintains a good record of finance related articles published in various national & international newspapers and journals.



It is the Mind that makes the Body Rich

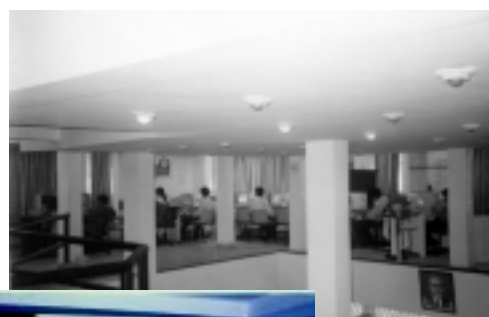
Shakespeare

COMPUTER CENTRE

The computer centre provides a centralized computing facility to complement the teaching and research function of the Institute. Various software packages and graphic tools are maintained to facilitate the general computing requirements. IIF has developed a well equipped computer center(60 Computers) supported by Pentium II 300 Mhz based server with multiple Pentium 233 Mhz nodes & stand alone PCs with Multi Media Facilities. Various software packages, financial packages & graphical tools are maintained to facilitate the general computing requirement.

Peripherals used at present are HP Laser Printers, HP 3p Scanjet, HP Deskjet Printers, Dot - Matrix Printers, mouse & high speed fax Modems.

IIF Computer centre also offers E-Mail and Internet facilities to have an easy global access.





IIF PROGRAMMES

IIF Programmes are comprehensive and designed innovatively with curricula at par with MBA and Ph.D of international standards based on international experiences and the need of Indian Industry.

The programmes are thoroughly unique in terms of its coverage, solution of financial instruments to the background of its faculty and guest speakers. The development of individual skills and decision making capacity is emphasized throughout.

REGULAR

Management of Business Finance (MBF)

(Two yr Full Time)

Executive Management of Business Finance (EMBF)

(Three yr Part Time)

Fellow Programme in Business Administration (FBA[Finance])

(Three yr Full Time Research Programme along the lines of Ph.D)

DISTANCE LEARNING

Post Graduate Diploma of Business Finance (PGDBF) *(Three yr)*

Management of Business Finance (MBF) *(Two yr)*

Basic Business Finance (BBF) *(One yr)*

- ❑ Well structured post graduate programmes at par with MBA of international standards.
- ❑ Focus on Total Personality Development.
- ❑ 13 years of commitment & devotion to business finance education.
- ❑ Internationally recognized faculty.
- ❑ Full, part-time and distance programme options.
- ❑ Strong, relevant curriculum.
- ❑ Highly selective admission standards.
- ❑ Limited Enrollment.
- ❑ Strong international and industrial linkages.
- ❑ Outstanding educational facilities.
- ❑ Strong integration of information technology.
- ❑ Modest fee combined with a significant number of merit cum need based financial assistance for full-time students.
- ❑ Medium of Instruction – English.

IIF : ACADEMIC STANDARDS

CAREER OPPORTUNITIES

In the fast changing economic scenario the openings for candidates holding finance qualifications are ample and that too highly rewarding. The demand far exceeds the existing availability of such professionals as there are very few institutes offering such specialised programmes in financial management.

IIF trains its students to meet the needs of the industry through latest techniques and practical training in reputed organisations and assists them to seek a meaningful career in Financial Institutions, Banks, Government Departments, Finance Companies, International Organisations such as World Bank, IFC, IMF, ADB. Industry:Private & Public Sector, Entrepreneurship, Stock Exchanges, and Consultancy. There are opportunities available to pursue MBA or Ph.D. abroad. Some of our students are pursuing M.B.A. or Ph.D. programmes in U.S.A. & Europe. They have been granted fellowships, tuition waiver and course waiver.

PLACEMENTS AND SUMMER TRAINING

IIF has well established placement division and has developed linkages with various leading banks, financial institutions, industry : private and public sector enterprises to facilitate and assist its candidates in proper placement. It acts as a liaison between prospective employers and students seeking placement.

Placement positions are also advertised in Finance India to help the students to seek jobs which suit them best. The salary range of positions advertised in past

vary somewhere between Rs. 10,000 to Rs. 1,00,000 per month with sufficient scope for profit sharing.

INTERACTIVE PEDEAGOGY

The treatment of the fundamentals and theory is provided systematically by the faculty through Lectures, Panel Discussions, Group Exercises, Practical Problems Solving Sessions, Case Studies, Role Plays and Syndicate Sessions, Brain Storming Sessions, Financial Review, Seminars and use of Audio Visual Aids. Ample opportunity is provided to the students to raise specific issues and sharing of their experiences.

The Institute has developed an inventory of over 300 case studies in Financial Management. Students are exposed to a large number of cases.

TELECONFERENCING FACILITIES

IIF provides its students teleconferencing facilities.

EXAMINATION SCHEME

The examinations are conducted at the end of each semester. Each paper is of 100 marks. Each question paper is divided into five sections. All the sections are required to be attempted by the candidates. Section I is of 15 marks and contains concept test with 15 true/false questions. Section II is of 20 marks and has 10 multiple choice questions. Section III is of 20 marks and has four short answer questions. Section IV is of 20 marks and contains two long answer questions. Section V is of 25 marks and includes a detailed case study.



A candidate to pass a semester must secure minimum pass marks of 50 percent in aggregate and 40 percent in each individual paper. However, if a candidate fails to get 40 percent marks in individual papers but obtains 50 percent in aggregate, he may be allowed to proceed to the next semester and would be eligible for reappearing in that paper or all the papers of the previous semesters simultaneously with the papers of the next semester. Similarly, when a candidate gets 40 percent marks in each paper but fails to get 50 percent in aggregate he may be declared to be eligible for reappearing in any one or all the papers to obtain the minimum aggregate marks of 50 percent.

Successful candidates are classified in the following categories: 75 percent and above Distinction; 60 percent - 75 percent: First Division; 50 percent - 60 percent: Second Division.

EVALUATION SYSTEM

The evaluation system in the Institute is continuous and rigorous. The system is expected to motivate the students towards excellence through continuously monitoring their performance and providing them timely feedback. A full time student is evaluated on the basis of class participation, quizzes, home/class assignments, presentation, Managerial experience (inhouse training), mid-term and final examinations. The students are likely to keep themselves engaged throughout their academic work.

FEES REGULAR PROGRAMS

The fee includes tuition, cost of study material-text

MBF & EMBF	
Indians:	Rs. 30,000 per semester
Corporate Sponsored/ NRI's/NRI Sponsored/ Foreign Nationals:	US\$ 1500 per semester
	MBF (2yrs - 6 Semesters)
	EMBF(3yrs - 9 Semesters)

FBA(FINANCE)	
Indians:	Rs. 30,000/- per semester for first yr. Rs 10,000/- per yr. for next two years
Corporate Sponsored/NRI's/NRI Sponsored/Foreign Nationals:	US\$ 1,500/- per semester for first yr. US\$ 500/- per yr. for next two years
	3 years(1st yr. - 3 Semesters + 2 years)

books, test questions and case studies, conduct of semester, examinations and subscription to Finance India.

How to pay you Fee:

- Semester fee is payable in one installment in the beginning of each semester.
- The fee is to be paid through Demand Draft/ Cash.

- The bank draft should be in favour of Indian Institute of Finance payable at Delhi
- The fee paid by Corporate Sponsored/NRI's/NRI Sponsored/Foreign Nationals in US\$ should either be paid in US\$ or equivalent in Indian Rupees as on that date.
- Fee once paid is not refundable. No application for refund will be entertained under any circumstances.**

FINANCIAL ASSISTANCE

Generous freeships, fellowships and Teaching Assitantships are awarded to deserving candidates on the basis of academic achievement, potential and financial need. Special consideration is given to : Scheduled castes/ Schedule tribes candidates; Handicapped candidates; Personnel from defence forces including war widows; College and University teachers and their wards; Exceptionally brilliant fresh graduates.

IIF has granted full or half fee concession to about 10 per cent candidates on an average in the past.

SCHOLARSHIPS, MEDALS AND PRIZES

REGULAR PROGRAMS:

Jyoti Swarup Agarwal Memorial Scholarship
Rs. 5000/- per annum

Ramkali Agarwal Memorial Scholarship
Rs. 5000/- per annum

IIF Gold Medal

Awarded to Topper(1st Position Holder) of MBF

IIF Silver Medal

Awarded to Second Position Holder of MBF

Charanji Lal Agarwal Memorial Prize

Rs. 1000/- Awarded to the Third Position Holder of MBF

Bindramal Agarwal Memorial Prize

Rs. 1000/- Awarded to the topper of the 1st Year of MBF

A few exceptionally bright students who are rank holders in any discipline may be considered without written test for admission and simultaneous award of a scholarship of Rs. 10,000/- per semester. Such Candidates will have to get a letter of recommendation from the College's Principal/Head of Department with necessary proof of securing 60% or more marks, indicating his/her rank in University/Institute/College.

DISTANCE LEARNING PROGRAMS:

IIF Gold Medal

Awarded to Topper(1st Position Holder)

IIF Silver Medal

Awarded to Second Position Holder

Scholarships, Medals & Prizes are awarded to candidates fulfilling the necessary criteria for the above and securing distinction marks i.e. above 75 percent in aggregate.

.....
Unlimited
resources are
never available.
Creative
solutions are
needed to utilise
the limited
resources
optimally.
.....



REGULAR PROGRAMME: Management of Business Finance (MBF)

[A Two year extensive full time Regular Post Graduate Programme]

This is a well structured programme, curricula at par with MBA of international standard, based on international experiences and the need of Indian industry.

OBJECTIVES

- To develop competent and effective professional managers
- To foster intellectual excellence
- To teach the latest techniques of finance by fostering independent and creative thinking.

ELIGIBILITY

Graduation in any discipline from Indian or Foreign recognized university preferably with minimum of 50% marks. Candidate appearing in the final year Bachelor's examination where results are expected to be declared shortly, are eligible to apply. Such Candidates, if selected will be given provisional admission subject to their clearing graduation.

SELECTION CRITERIA

The admission to MBF is through written test IIFMAT, group discussion and interview. IIF accepts written test scores of AIMAT and GMAT(USA). NRI/Foreign/Corporate sponsored candidates are exempted from written test. However all such candidates are required to appear for group discussion and interview.

Top 3 position holders of Universities in graduation are exempt from Entrance Test.

The candidates qualifying in written test will be called for Group Discussion and Interview.

The Final selection is based on the candidates past academic records, other achievements, work experience, performance in written test, GD's and personal interview.

Admission is strictly on merit. Conversing in any form would disqualify a candidate for admission.

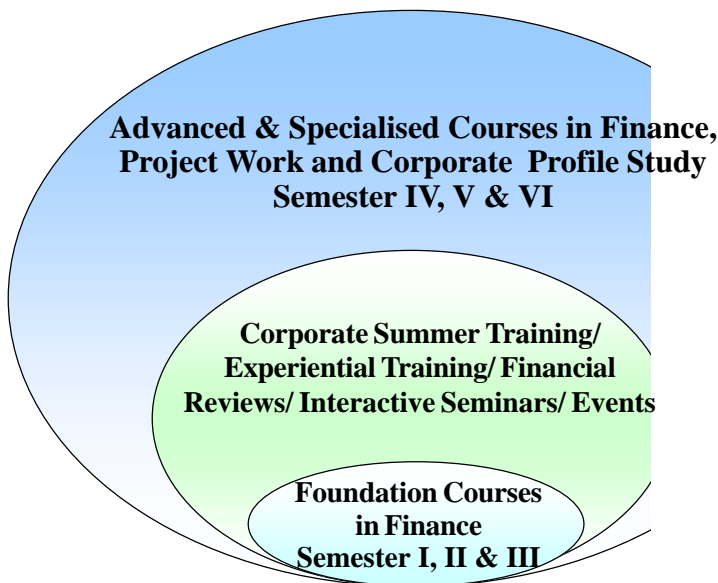
FOUNDATION

The first, second and third semesters are designed to provide the basics of the finance function along with all the functional areas of management.

INTEGRATION

In this segment the students undergo Summer/ Experiential training in industrial or business organizations. The objective is basically to provide the students with real life exposure which they cannot gain from simple classroom study. They get opportunity to learn beyond the class room by solving business problems and decision making during the training period.

MBF PROGRAMME MODULE



SPECIALIZATION

Highly advanced inputs of Finance are provided in this segment.

PROJECT WORK

It constitutes an integral part of the programme. In this module the students get an opportunity to apply their classroom knowledge in solving the real world problems faced by the industry.



"A dream which I had in my mind finally came true, on entering Indian Institute of Finance."

- Ashutosh Kumar MBF98



COURSE STRUCTURE

MBF & FBA

EMBF

YEAR I

Semester I

- 101 Organisational Behaviour - I
- 102 Micro Economics
- 103 Financial Accounting
- 104 Quantitative Techniques
- 105 Legal Environment of Business
- 106 Computers & Business

Semester II

- 201 Organisational Behaviour - II
- 202 Management Accounting
- 203 Management Science
- 204 Macro Economics and Public Finance
- 205 Marketing Management
- 206 Business Communication Skills

Semester III

- 301 Human Resource Management
- 302 Financial Management
- 303 Applied Econometrics
- 304 Indian Financial System
- 305 Corporate Taxation
- 306 Research Methodology

Daily & Weekly Financial Review
Bi-weekly Seminars

YEAR II

Semester IV

- 401 Financial Services
- 402 Mergers & Acquisitions
- 403 Project Management
- 404 Corporate Tax Planning
- 405 Capital Markets and Financing
- 406 Investment Management

Semester V

- 501 International Finance
- 502 Corporate Strategy & Business Policy
- 503 Advanced Financial Analysis
- 504 Portfolio Management
- 505 Financial Engineering
- 506 Management Control System

Semester VI

- 601 Derivatives, Futures & Options
- 602 Business Environment & Ethics
- 603 Insurance Management
- 700 Project (equivalent to three courses)

Daily & Weekly Financial Review
Bi-weekly Seminars

Semester I & IV : 1st July - 30th September

Semester II & V : 1st October - 31st December

Semester III & VI : 8th January - 7th April

YEAR I

Semester I

- 101 Organisational Behaviour - I
- 102 Micro Economics
- 103 Financial Accounting
- 104 Quantitative Techniques

Semester II

- 105 Legal Environment of Business
- 106 Computers & Business
- 201 Organisational Behaviour - II
- 202 Management Accounting

Semester III

- 203 Management Science
- 204 Macro Economics and Public Finance
- 205 Marketing Management
- 206 Business Communication Skills

YEAR II

Semester IV

- 301 Human Resource Management
- 302 Financial Management
- 303 Applied Econometrics
- 304 Indian Financial System

Semester V

- 305 Corporate Taxation
- 306 Research Methodology
- 401 Financial Services
- 402 Mergers & Acquisitions

Semester VI

- 403 Project Management
- 404 Corporate Tax Planning
- 405 Capital Markets and Financing
- 406 Investment Management

YEAR III

Semester VII

- 501 International Finance
- 502 Corporate Strategy & Business Policy
- 503 Advanced Financial Analysis
- 504 Portfolio Management

Semester VII

- 505 Financial Engineering
- 506 Management Control System
- 601 Derivatives, Futures & Options
- 602 Business Environment & Ethics

Semester IX

- 603 Insurance
- 700 Project (equivalent to three courses)



REGULAR PROGRAMME: Executive Management of Business Finance (EMBF)

[A Three year extensive part time Regular Post Graduate Programme]

Well structured programme, curricula at par with Executive MBA programs of international standard, based on international experiences and the need of Indian industry.

EMBF PROGRAMME MODULE

OBJECTIVES

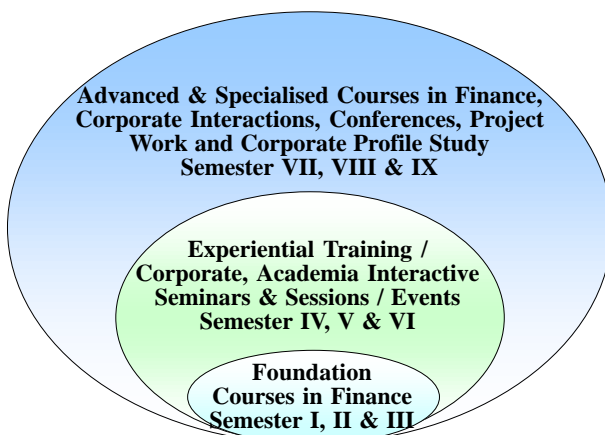
- To enhance the competence and effectiveness of professional managers
- To foster intellectual excellence
- To teach the latest techniques of finance by fostering independent and creative thinking.

ELIGIBILITY

Working Executive with atleast three years of work experience at Executive level having Graduation in any discipline from Indian or Foreign university.

SELECTION CRITERIA

The admission to EMBF is through group discussions, interview and calculation of Grade Point Score(GPS). NRI/Foreign/Corporate sponsored candidates are exempted from group discussions & GPS. However all such candidates are required to appear for interview. The candidates qualifying the GPS will be called for Group Discussion and Interview. The Final selection is based on the GPS (Grades are given on the basis of candidates past academic records, other achievements, work experie), performance in GD's and personal interview.



REGULAR PROGRAMME: Fellow Program in Finance (FBA[Finance])

[A Three year extensive full time Regular Research Programme along the lines of Ph.D]

This is a well structured programme, curricula at par with Ph.D of international standard, based on international experiences and the need of Indian Academia.

OBJECTIVES

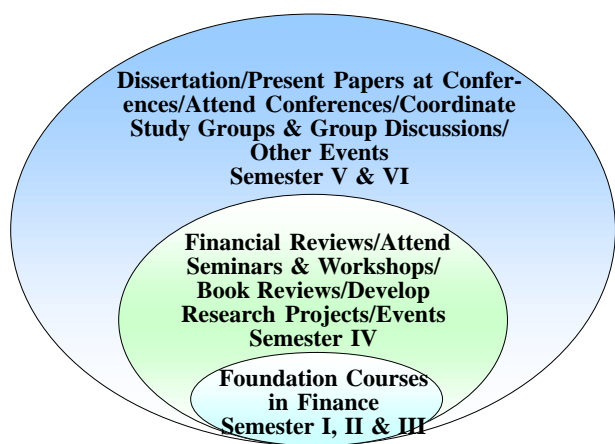
To promote research, Fellow Programme in Finance (FPF) is designed to provide knowledge and analytical abilities necessary to conduct high quality research and teaching in the field of finance.

ELIGIBILITY

Post Graduation in any discipline from Indian or Foreign university with first division. MBF from Indian Institute of Finance with first division.

Candidates after one year may be considered for scholarship or teaching assistantship.

FBA PROGRAMME MODULE



The Fellow programme is designed along the PhD programme. A continuous intergerated approach to research is followed. The Fellow programme is based on course work, comprehensive theory examinations, participation in significant research through economic series in the research workshop, research papers & book reviews. Dissertation and Research/Teaching requirement.

A candidate is required to attend the course work of 18 papers in the first three semesters(1st Year). In the fourth semester he/she is to attend seminars, attempt book reviews and develop research proposal for dissertation under the guidance of the faculty coordinator. He/she is required to present the research proposal to the workshop. The student is to work on the dissertation in the next three semesters and submit his /her thesis after three years of his/her enrollment.

The dissertation should be an original research work making positive and significant contribution to knowledge. It must not have been submitted in part or in full for any other diploma or degree of any university or Institution.



COURSE LISTINGS

101 Organisational Behaviour - I : Nature of Organisational Behaviour; Theories of Organisation Behaviour ; Organisational setting; Group dynamics and organisational behaviour ; Conflict and intergroup behaviour ; Motivation and organisational behaviour ; Communication and group decision making ; Leadership ; Organisational controls.

102 Micro Economics : Demand and Supply Analysis ; Production ; Cost of Production ; Profit Maximisation and Competitive Supply ; Competitive Markets ; Market Power - Monopoly , Monopsony, Monopolistic Competition and Oligopoly ; Market for Factor Inputs ; General Equilibrium and Economic Efficiency; Externalities and Public Goods.

103 Financial Accounting: Understanding Financial Statements ; Analysis of Financial Statements- Ratio Analysis, Funds Flow Statement, Cash Flow Statement ; Accounting Concepts and Conventions; Accounting for Depreciation, Price level changes ; Appropriation of Profits ; Recent Trends in Corporate Reporting.

104 Quantitative Techniques : Managerial decision making and Statistics; Frequency distribution and their analysis; Index Numbers; Probability concepts, rules and probability distributions; Sampling and sampling distribution ; Estimation ; Tests of Significance ; Constructions of Confidence intervals for means and proportions ; Simple Linear regression analysis; Simple Correlation analysis; Multiple regression and correlation analysis; Time series analysis.

105 Legal Aspects of Business : Main provisions of : Indian Contracts Act, 1872 ; Negotiable Instruments Act, 1881; Companies Act, 1956 ; Monopolies & Restrictive Trade Practices Act, 1969 ; Consumer Protection Act, 1986 ; Securities & Exchange Board of India Act, 1992 ; Patents Act; Securities & Contracts Act, 1956 ; Sick Industrial Companies Act, 1985 ; Foreign Exchange Regulation Act.

106 Computers and Business: Introduction to Computer Systems ; Components of a Computer System ; Computer Software and Hardware ; Introduction to Networking Concepts - Local Area Network, Wide Area Network, E-mail, Internet ; Storage & Retrieval of Data ; Application Packages -Spread Sheets, Word Processing, Data Base Management Systems Packages, Graphics, Statistical Packages, Financial Packages.; Managing Data Processing in Organisation; E-commerce.

201 Organisational Behaviour - II : Relevance of Organisational Behaviour; Organisational Change, Change Process, Resistance to Change, Management of Change; Organisational Development, Approaches to Organisational

Development, Organisational Development Process; Team Building; Organisational Dynamics, Power & Politics; Organisational Climate, Components of Organisational Climate; Morale; Organisational Culture & Sub-cultures; Socialisation.

202 Management Accounting : Managerial Accounting Environment; Cost Flows and Concepts; Structure and Analysis of Cost ; Techniques of Costing ; Cost-Volume-Profit Analysis ; Standard Costing and Variance Analysis ; Budgeting & Budgetary Control ; Inventory Planning & Control; Pricing Decisions.

203 Management Science : Scientific decision making ; Mathematical models and decision theory ; Linear Programming (Resource Allocation) - Graphical and simplex method, Transportation and Assignment, Duality and Post Optimality, Sequencing, Game Theory, Queuing Theory, PERT/CPM, Markov analysis ; Non-Linear Programming - Integer programming and its applications, Goal programming , Formulation and applications, Application of Dynamic Programming, Simulation Techniques and Applications, Cases of Operations Research

204 Macro Economics & Public Finance : National Income Concepts and Methods of Estimating ; Theory of National Income Determination; Analysis of Money Market ;Credit Market- Working and Control Mechanism; General Equilibrium - IS-LM Model ; International Aspects of Macroeconomics ; Theory of Public Finance ; India's Public Finance ; Macroeconomics Policies.

205 Marketing Management : Assessing Marketing's Critical Role in Organisational Performance; Building Customer Satisfaction ; Analysing Marketing Opportunities ; Marketing Information & Measuring Market Demand ; Analysing Customer Markets and Buying Behaviour; Developing Marketing Strategies ; Differentiating and Positioning the Market Offering; Developing New Products; Managing Life-Cycle Strategies; Designing Marketing Strategies for Market Leaders, Challengers, Followers and Nichers; Managing Product Lines, Brands, and Packaging ; Managing Service Businesses; Designing Pricing Strategies and Programs; Selecting and Managing Marketing Channels; Market Logistics; Advertising, Sales Promotion, and Public Relations; Managing the Sales Force; Direct and On-line Marketing; Organising, Implementing, Evaluating, and Controlling Marketing Activities

206 Business Communication Skills : Concept of Communication, Communication Process Model, Barriers to Communication ; Written Communication, Formal Reports, Technical Reports, Business Correspondence, Notices, Agenda and Minutes, Handbooks and Manuals,

Research Papers and Articles ; Oral Communication - Dyadic Communication, Meetings, Seminars and Conferences, Group Discussions, Audio-Visual Aids ; Non-verbal Communication- Personal Appearance, Posture, Gesture, Facial Expression, Eye Contact, Space Distancing.

301 Human Resources Management : Basic Concepts of HRM ;Employment Function; Manpower Planning at the Enterprise Level ; Performance Evaluation ; Post Appraisal Actions ;Wage and Salary Administration; Fringe Benefits ; Motivation ; Morale in Work Group ; Industrial Relations.

302 Financial Management : Basic Concepts of Valuation ; Investment Decisions -Techniques of Capital Budgeting; Cost of Capital ; Risk Analysis in Capital Budgeting ; Financing Decisions - Theories of Capital Structure, Planning the Capital Structure, Assessment of Debt Capacity ; Dividend Decisions, Models of Dividend Policy ,Legal Aspects of Dividends; Working Capital Management, Financial Statement Analysis.

303 Applied Econometrics : Introduction to Nature and Scope of Econometrics ; Linear Models; Extension of the Linear Model ; Generalised Least Squares (GLS) estimation ; Simultaneous Equations models ; Monte Carlo Studies, Simulation process, Evaluating simultaneous models; Simultaneous confidence intervals.

304 Indian Financial System: Structure & Functions of Financial System, Equilibrium in Financial Markets; Overview of the Indian Financial System ; Reserve Bank of India; Commercial Banking in India; All India Development Finance Institutions; Financial Sector Reforms ; Specialised Financial Institutions ; Money Markets; Capital Markets ; Mutual Funds ; Credit Rating ; Non-Banking Financial Companies ; Venture Capital; Foreign Institutional Investors ; Insurance Companies.

305 Corporate Taxation : Nature and Scope of Corporate Taxation ; Taxation for Property Business , Individual, Partnership Firms ; Corporate Tax and Procedure ; Assessment Procedure, Gift Tax ; Wealth Tax; Sales Tax; Excise Duty; Custom Duties

306 Research Methodology : Meaning of Research Methodology, Defining the Research Problem, Research Design, Sampling Design, Measurement & Scaling Techniques, Methods of Data Collection, Processing & Analysis of Data, Testing of Hypothesis, Interpretation & Report Writing.

401 Financial Services : Overview of Financial Services; Fund-based Financial Services - Lease Financing, Hire- Purchase Finance and Consumer Credit, Factoring and Forfeiting, Bill Discounting, Housing Finance, Insurance Services, Venture Capital Financing, Fees-based Financial



COURSE LISTINGS

Services -Merchant Banking, Capital Issues Management, Stock Broking, Credit Rating, Corporate Advisory Services.

402 Mergers & Acquisitions : Types and Motives of Restructuring; Reasons for Corporate Restructuring; Formulation of a Corporate Restructuring Strategic Plan ; Valuation - Free Cash Flows Basis, Dividend Growth Basis, P/E basis; Sell-Offs; Divestitures ; Spin-Offs; Equity Carveouts ; Leveraged Buyouts ; Master Limited Partnership; Accounting Aspects of Mergers; Regulatory Environment in India ; SEBI Takeover Code, 1997; Relevant Provisions of the Companies Act, 1956 and other laws; Defense Mechanism; Negotiation Process.

403 Project Management : Investment Decision Making - Basic Consideration : Risk and Return; Identification of Investment Opportunities ; Market Appraisal ; Technical Appraisal ; Estimates and Projection ; Financial Appraisal ; Social Cost Benefit Analysis ; PERT and CPM - Time and Resource Planning ; Project Review and Control Stop by Stop Procedure

404 Corporate Tax Planning : Nature and Scope of Corporate Taxation ; Methods of Tax Planning ; Selection of Appropriate Form of Organisation; Corporate Tax Management Through Managerial Decision ; Accounting Precautions To Maximise a Tax Relief ;Tax considerations in certain cases.

405 Capital Markets & Financing : Overview of Capital Markets; Capital Market Instruments ; Securities & Exchange Board of India; Secondary Markets ; Management of Public Issues ; Listing of Securities ; Raising Funds in Overseas Market ; Foreign Investment

406 Investment Management : Objectives of Financial Investment; Markets for Securities; Security Returns and Valuation ; Risk Factors ; Economic Analysis ; Industry Analysis ; Company Analysis ; Technical Analysis ; Bond Analysis ; Stock Market in India ; Indian P/E Ratios & their Role ; Securities Market Systems & Dynamics.

501 International Finance: Scope of International Finance, Balance of Payment & Exchange Rate Determination ; Foreign Exchange Market ; Forward Exchange Rates ; Currency Futures ; Currency Options ; Evolution of International Monetary and Financial System ; International Investment ; Exchange Rate Management ; International Banking ; Nature of Global Financial Market ; Growth and Special Problems of Multinational Corporations; Financial Dimensions of International Trade ; Multinational Working Capital Management ; Foreign Trade Financing.

502 Corporate Strategy & Business Policy : Concept of Corporate Strategy ; Mission, Objectives & Goals ; Social Aspects of Business Policy ; Environmental Analysis

of Business Policy ; Analysis of Internal Resources ; Strategic Planning ; Choice of Strategy ; Strategy Implementation ; Review and Evaluation of Strategy.

503 Advanced Financial Analysis: Capital Budgeting Decisions under Risk & Uncertainty - Mathematical Programming Techniques, Linear Programming Method, Integer Programming Method, Goal Programming Model, Simulation, Fuzzy Goal Programming Model, Stochastic Goal Programming Model; New Financial Instruments/Concepts; New Sources of Finance; Shareholder Value Creation; Predicting Industrial Sickness- Using Ratio Analysis, Altman's Z score; Securitisation.

504 Portfolio Management : Basic Approaches to Portfolio Management ; Portfolio Theory ; Bond Management Strategies ; Portfolio Selection ; Portfolio Analysis ; Portfolio Management and Performance Measurements ; Portfolio Revision Techniques ; Management of Mutual Funds ; Modifying Portfolio with Derivatives; International Diversification.

505 Financial Engineering : Financial Engineering vs. Financial Analysis ; Knowledge Base of the Financial Engineer-Mathematical & statistical skills, Modelling skills, Product knowledge, Knowledge of relevant technology, Accounting, Tax and Legal ; Using Financial Engineering - Interest rate dimension, Foreign Exchange dimension, Commodity price dimension, Tax dimension, Pension Portfolio dimension, Analysing the Balance Sheet, Modelling a firm's exposures ; Product Development ; Future Directions In Financial Engineering; Legal protections for innovative financial products and services.

506 Management Control System : Meaning, Nature and Objectives of Management Control System ; Systems Theory & Management Control ; Financial Control ; Management Control in Functional Areas - Production & Inventory Control , Marketing & Distribution Control, Personnel Function, Management Control in Service Organisation.

601 Derivatives, Futures & Options: Forward Contracts, Futures Contracts, Options and Other Derivative products, Types ; Hedging with Options ; Arbitrage with Options ; Arbitrage and Pricing - Black-Scholes Options Pricing Model, Binomial Model of Cox, Ross and Rubinstein, Economic Assumptions of Continuous Time Model ; Stochastic Differential equilibrium ; Brownian Motion and ITO's Lemma ; Historical & Implied Volatility ; Options, Greek Hedging Schemes ; Application to Corporate Securities ; Passage Time Method Real options ; Structural Models of Defaultable Bonds ; Term structure of Interest rates ; Multifactor Models ; Pricing of

Term Structure Derivatives ; Heath, Jarrow Morton Model of Forward rates ; Optimal portfolio & Consumption choice ; Equilibrium model including CCAPM.

602 Business Environment and Ethics : Economic Environment, Factors affecting Demand, Market Environment, Value Systems, Trends & Structure of Indian Economy; Socio-Cultural Environment, Class Structure, Demographic Profile, Life Styles ; Financial Environment, Fiscal System; Environment & Ecology, Ecosystem, Deterioration in Environment & Ecological Imbalances, Threats to Ecosystems, Government Policy towards Environment; Political Environment , Shift in Political Weather, Effects of Attitudes/ Preferences; Business Environment, Industrial Policy, Privatisation, Policy on Foreign Investment & Technology ; Business Ethics.

603: Insurance Management: Basic concepts, Role & Importance of Insurance, Evolution of Insurance Business, Current Status of Insurance in India, Role of Information Technology and Intermediaries; International Experience, Broker's Agency & Regulation, Measuring Insurance Risk, Loss Minimisation & Financial Planning, Life Insurance- Nature and Types of Life Insurance Policies, Annuities, Measurement of Risk, Mortality Table, Calculation of Premium, Investment of Funds, Surrender Value; Marine Insurance- Nature, Marine Insurance Policies, Policy Conditions, Premium Calculations, Payment of Claims; Fire Insurance- Nature and use of Fire Insurance, Kinds of Policies, Rate Fixation, Re-Insurance; Miscellaneous Insurance- Motor Insurance, Personal Accident Insurance, Health Insurance, Rural Insurance in India; Regulatory Framework in India- Insurance Act 1938, Life Insurance Act 1956, Marine Insurance Act 1963, Role of Insurance Regulatory Authority.

700 Project Work (Equivalent to 3 courses) : With the objective of providing greater flair of corporate experience, each participant is required in Semester VI, to be associated with a Corporate House and choose a practical problem relevant to the Company. The participant is expected to understand/ comprehend the problem, evaluate the various options and then suggest feasible solutions for the same.



This tailor-made course has provided me competence and has helped generate a holistic financial acumen that I think will evolve me as a perfect finance professional in the years to come.

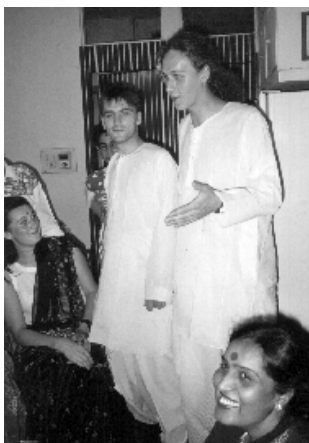
Piyush Chaudhry
MBF '01



**IIF's
GLOBAL ARENA**



Under Exchange Programme



**International
Students**

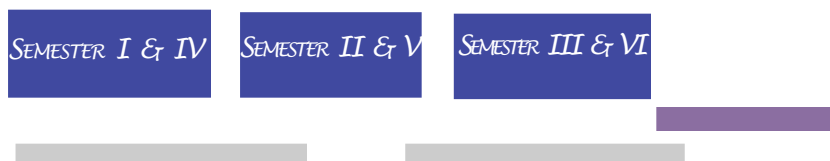
AN ACADEMIC YEAR IN THE LIFE OF IIF STUDENT

REGULAR PROGRAMME

JULY AUG. SEPT. OCT. NOV. DEC. JAN. FEB MAR. APR. MAY JUNE

MANAGEMENT OF BUSI. FINANCE

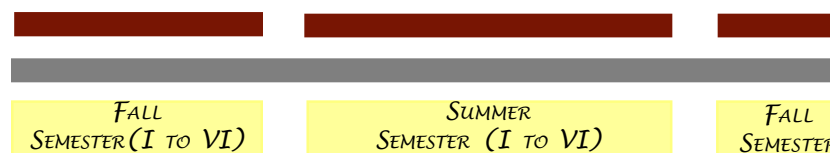
1. LECTURES, INHOUSE SEMINARS, CULTURAL EVENTS & OTHER ACTIVITIES
2. SUMMER TRAINING
3. ON JOB TRAINING



EXE. MGT. OF BUSI. FINANCE

FELLOW PROG. IN FINANCE

**DISTANCE LEARNING PROGRAMME
(PGDBF, MBF, BBF)**

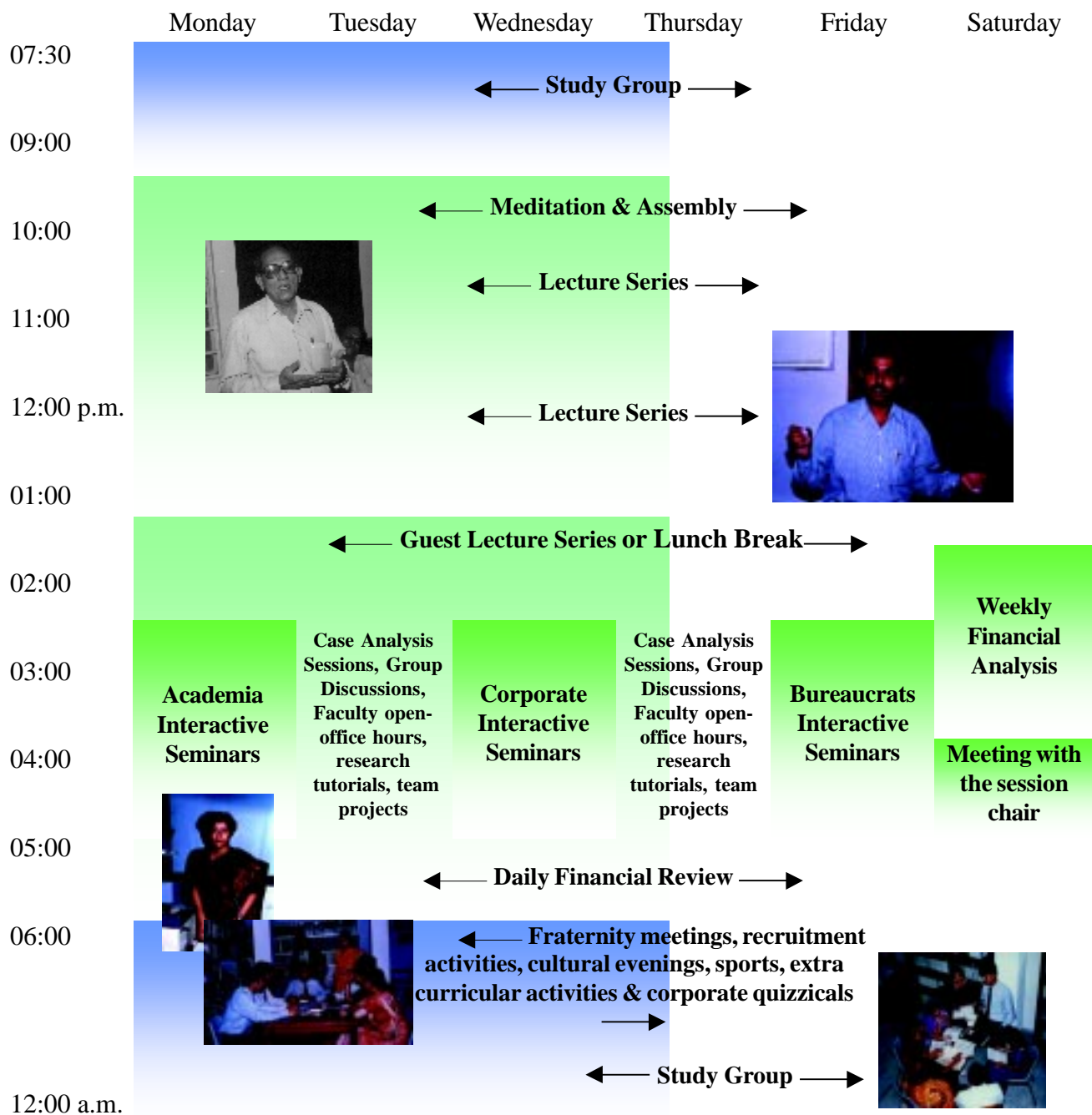




A WEEK AT IIF

Each day at IIF, we begin with assembly, meditation sessions, a fusion of eastern & western management concepts and techniques imparted by a team of high caliber academicians & practising managers, along with seminars from eminent speakers, and financial review sessions. Students are required to be formally dressed & observe office timings from 9.30 a.m. to 6.00 p.m. and act like managers. Most students are involved in the wide range of extracurricular activities offered on campus in the evenings.

Students spend between three and four hours preparing for each of the next day's lectures. Study groups, which enhance and supplement individual lecture preparations, typically meet daily and as per their need and convenience.





DISTANCE LEARNING PROGRAMMES:

These are well structured programmes, curricula at par with MBA of international standard, based on international experiences and the needs of Indian industry.

OBJECTIVES

To educate & develop necessary competence & skills in the effective management of business finance, with some of the latest techniques, methods, procedures and the latest financial innovations.

To reach those who either live or are posted in far flung areas of India and have no regular educational facilities.

To provide an opportunity of learning for those who cannot leave their present assignments to join course(s) of their interest on a regular basis due to their preoccupations in office, vocation or business but are seriously interested to learn the techniques of effective management of finance.

ELIGIBILITY

Graduation in any discipline from a recognised University/Institute in India or Abroad.

SELECTION CRITERIA

The candidates are selected on the basis of Grade Points Scores (GPS) having various parameters given in the application form. IIF selects candidates in such a way that appropriate representation is given to candidates belonging to different types of educational background, educational/professional qualifications, profession, regions, etc.

IIF follows a policy to admit some fresh graduates and also women candidates, even if their comparative grade point score (GPS) is relatively low but above the minimum cut off point. The admission policy of the Institute takes into consideration a candidate's total background.

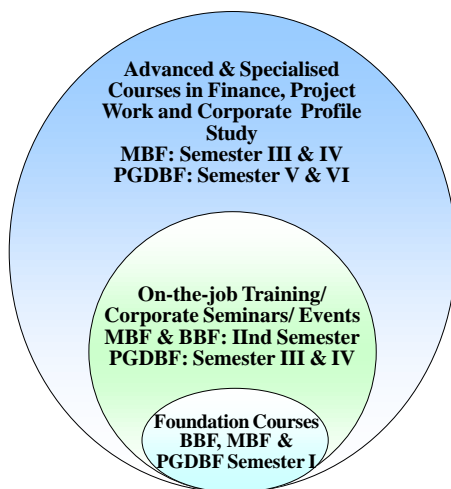
TEACHING METHODOLOGY & STUDY PACKAGE

IIF adopts a unique teaching methodology. IIF supplies study package containing high quality relevant text books/ IIF publications and study notes on each subject in the beginning of each semester. IIF mails a study plan mentioning the dates on which the additional communications and test set modules will be sent. IIF sends test questions containing - true/false questions, multiple choice questions, short answer questions, long answer questions and case studies, every fortnight, which may be attempted by a candidate and sent back to the IIF for evaluation. IIF returns the evaluated test questions back to candidates. IIF sends the case studies for being attempted by candidates. The cases are representative of actual managerial problems which occur at various business environments. The case analysis method demands students to make decisions, develop, implementation of plans and explain, and defend their actions via discussions or written presentation. These studies develop the talents and confidence to face the real world problems. All the case studies after evaluation are returned back to the candidates. Candidate's progress is monitored and feedback is obtained from time to time during the semester.

EXAMINATION SCHEME

IIF follows a unique open book examination system. In case of distance learning programmes the question papers are sent to the candidates by registered post. They are expected to attempt in one sitting and return the answer books within one week by registered post. However, if one is unable to send the answer papers within one week, the student may submit the answer papers in subsequent weeks. There is a graded penalty for late submission. The question papers are very comprehensive and only those who have seriously studied during the semester are able to attempt the question papers. The Institute's unique system of examinations has been found to be more satisfactory, rigorous and beneficial than the traditional system of examinations.

DLP PROGRAMME MODULE



FEES DLP:

BBF & MBF	
Indians:	Rs. 12,000 per semester
Corporate Sponsored/ NRI's/NRI Sponsored/	US\$ 1200 per semester
Foreign Nationals:	per semester
	BBF (1yr - 2 Semesters)
	MBF(2yrs - 4 Semesters)

PGDBF	
Indians:	Rs. 8,000/- per semester.
Corporate Sponsored/ NRI's/NRI Sponsored/	US\$ 800 per semester
Foreign Nationals:	per semester
	(3yrs - 6 Semesters)

The fee includes tuition, cost of study material-text books, test questions and case studies, conduct of semester, examinations and subscription to Finance India.

How to pay you Fee:

1. Semester fee is payable in one installment in the beginning of each semester.
2. The fee is to be paid through Demand Draft/ Cash.
3. The bank draft should be in favour of Indian Institute of Finance payable at Delhi
4. The fee paid by Corporate Sponsored/NRI's/NRI Sponsored/ Foreign Nationals in US\$ should either be paid in US\$ or equivalent in Indian Rupees as on that date.
5. **Fee once paid is not refundable. No application for refund will be entertained under any circumstances.**

Note

1. Maximum time limit to pass Distance Learning Programs: BBF Three Years; MBF & PGDBF Five Years from the date of enrollment.
2. Maximum three chances can be availed to clear a paper within the above specified time period per program.



Management of Business Finance (MBF)

[A Two Year Post Graduate Distance Learning Program]

FOUNDATION

The first and second semesters are designed to provide the basics of the finance function along with all the functional areas of management.

INTEGRATION

The candidates are expected to undergo "On-the-job" training so as to gain real life exposure to supplement the study material provided by IIF.

SPECIALIZATION

Highly advanced inputs of Finance are provided in this segment.

PROJECT WORK

It constitutes an integral part of the programme. In this module the students get an opportunity to apply their knowledge in solving the real world problems faced by the industry.

Basic Business Finance (BBF)

[A One Year Post Graduate Distance Learning Program]

FOUNDATION

The course is designed to provide the basics of finance. This enables one to form the base for one to pursue career in Finance. This program also help students as a bridge course for those who are interested to apply abroad for MBA(Finance) with 3 years basic bachelors degree.

INTEGRATION

The candidates are expected to undergo "On-the-job" training so as to gain real life exposure to supplement the study material provided by IIF.

SPECIALIZATION

Basic Level inputs in Finance.

Note:

First Year(Semester I & II) of MBF forms the part of BBF program. Students willing to pursue MBF after completion of BBF can extend their program by intimating IIF's office within three months of completion of BBF.

Some Alumni of DLP

Ms. Somi Tondon, MBF 1990
Jt. Secretary, Ministry of Defence, GOI.

Dr. A.S. Sarma, MBF 1990
VP (Technical), Chemoleums Ltd., Chennai

Dr. Nasim Zaidi, IAS MBF 1993
Transport Commissioner, U.P. Govt.

Mr. Sameer Khare, IAS, BBF 1994
Addl. Commissioner, Guwahati.

Mr. Om Prakash Pandey, BBF 1995
Finance Manager, Hindustan Sanitary wares Industries Ltd.

Mr. Ritwik Roy, MBF 1996
Sr. Revenue Officer, Board of Revenue, GOI.

Ms. Punita Bhatt, MBF 1996
Sr. Forex Officer, SONY India Ltd.

Mr. Arun Kr. Prahraj, MBF 1996
Financial Controller, Hotel Hindustan International.

Mr. Vinod K. Malhotra, IAS MBF 1997
Jt. Secretary, Min. of Home Affairs, GOI.

Mr. Arun Padmanabhan, MBF 1997
Sr. Corporate Business Manager, Ashok Leyland Finance.

Mr. Alok Kr. Sinha, MBF 1998
Sr. Vigilance Officer, SECL

Mr. Jitendra Kr. Ambastha, PGDBF 1998
Sr. Manager, UTI

Mr. Murlidhar Vanjani, MBF 1998
Manager, Chellsons SA, Spain

OPINION

- The programmes conducted by IIF are application oriented programmes, enriched with the knowledge of finance. They open a new frontier in the field of finance.
- The course design is excellent. It gives good exposure to the candidate in financial management. The conduct of the programme is very systematic and methodical.
- The course contents, study notes and the books supplied are excellent and relevant to one's work. The study material supplied is always up-to-date giving a wider perspective of the subject. The standard of the case studies is very high and are highly relevant to Indian conditions.
- The level of test questions is good and the frequency is too fast to cope with.
- The examination system is unique. It is open book examination, where one can consult any number of books and in the process gets an indepth knowledge of the subject.
- The programme helps a student to have adequate self-confidence and develop an expertise in finance.

COURSE STRUCTURE MBF & BBF

YEAR I

Semester I

- 101 Accounting for Financial Analysis
- 102 Organisational Behaviour
- 103 Quantitative Techniques: Statistics & Econometrics
- 104 Economics for Financial Analysis I: Micro Economics
- 105 Management Science
- 106 Business Environment & Ethics

Semester II

- 201 Organizational Development
- 202 An Introduction to Computers
- 203 Economics for Financial Analysis II: Macro Economics
- 204 Managerial Accounting & Control
- 205 Financial Management
- 206 Business & Corporate Taxation I: Direct Taxes

YEAR II

Semester III

- 301 Business & Corporate Taxation II: Indirect Taxes
- 302 Security Analysis & Portfolio Management
- 303 Working Capital Management
- 304 Indian Financial System
- 305 Business Policy & Corporate Strategy
- 306 MIS & Finance: Computer Applications

Semester IV

- 401 International Finance
- 402 Corporate Tax Planning & Management
- Elective I
- Elective II
- 700 Project (equivalent to two courses)

ELECTIVES

- 403 Management of Financial Institutions
- 404 Project Appraisal, Planning & Control
- 405 Financial Planning
- 406 Financial Management of Public Sector Enterprises
- 407 Project Management & Investment Decisions
- 408 Budgeting & Budgetary Control
- 409 Personal Investment & Tax Planning



Post Graduate Diploma in Business Finance (PGDBF)

[A Three year extensive Post Graduate Distance Learning Program]

(Approved by AICTE)

FOUNDATION

The first and second semesters are designed to provide the basics of the finance function along with all the functional areas of management.

INTEGRATION

The candidates are expected to undergo "On-the-job" training so as to gain real life exposure to supplement the study material provided by IIF.

SPECIALIZATION

Highly advanced inputs of Finance are provided in this segment.

PROJECT WORK

It constitutes an integral part of the programme. In this module the students get an opportunity to apply their knowledge in solving the real world problems faced by the industry.

COURSE STRUCTURE

YEAR I	YEAR II	YEAR III
Semester I	Semester III	Semester V
101 Accounting for Financial Analysis	203 Economics for Financial Analysis II: Macro Economics	305 Business Policy & Corporate Strategy
102 Organisational Behaviour	204 Managerial Accounting & Control	306 MIS & Finance: Computer Applications
103 Quantitative Techniques: Statistics & Econometrics	205 Financial Management	401 International Finance
104 Economics for Financial Analysis I: Micro Economics	206 Business & Corporate Taxation I: Direct Taxes	402 Corporate Tax Planning & Management
Semester II	Semester IV	Semester VI
105 Management Science	301 Business & Corporate Taxation II: Indirect Taxes	Elective I
106 Business Environment & Ethics	302 Security Analysis & Portfolio Management	Elective II
201 Organizational Development	303 Working Capital Management	700 Project (equivalent to two courses)
202 An Introduction to Computers	304 Indian Financial System	



National Seminar 97
"Changing Structure of Indian Finance"



COURSE LISTINGS

101 Accounting for Financial Analysis: Understanding Financial Statements ; Analysis of Financial Statements- Ratio Analysis, Funds Flow Statement, Cash Flow Statement ; Accounting Concepts and Conventions; Accounting for Depreciation, Inventory Valuation, Managing Public Issues, Financial Statements of Banking, Insurance and Non-Profit entities, Price level changes ; Appropriation of Profits ; Recent Trends in Corporate Reporting.

102 Organisational Behaviour : Nature of Organisational Behaviour; Theories of Organisation Behaviour ; Organisational setting; Group dynamics and organisational behaviour ; Conflict and intergroup behaviour ; Motivation and organisational behaviour ; Communication and group decision making ; Leadership ; Organisational controls;

103 Quantitative Techniques: Statistics & Econometrics : Managerial decision making and Statistics; Frequency distribution and their analysis; Index Numbers; Probability Theory, Sampling and sampling distributions ; Estimation ; Tests of Significance ; Constructions of Confidence intervals for means and proportions ; Simple Linear regression analysis; Simple Correlation analysis; Multiple regression and correlation analysis; Time series analysis. Introduction to Nature and Scope of Econometrics ; Linear Models; Extension of the Linear Model ; Generalised Least Squares (GLS) estimation ; Simultaneous Equations models ; Monte Carlo Studies, Simulation process, Evaluating simultaneous models; Simultaneous confidence intervals.

104 Economics for Financial Analysis-I: Micro Economics : Demand and Supply Analysis ; Production ; Cost of Production ; Profit Maximisation and Competitive Supply ; Competitive Markets ; Market Power - Monopoly , Monopsony, Monopolistic Competition and Oligopoly ; Market for Factor Inputs ; General Equilibrium and Economic Efficiency; Externalities and Public Goods.

105 Management Science : Scientific decision making ; Mathematical models and decision theory ; Matrices, Convex set & Convex function, Linear Programming (Resource Allocation) - Graphical and simplex method, Transportation and Assignment, Duality and Post Optimality, Sequencing, Game Theory, Queuing Theory, PERT/CPM, Markov analysis ; Non-Linear Programming - Integer programming and its applications, Goal programming , Formulation and applications, Applications of Dynamic Programming, Simulation Techniques and Applications, Cases of Operations Research

106 Business Environment & Ethics : Economic Environment, Factors affecting Demand, Market Environment, Value Systems, Trends & Structure of Indian Economy; Socio-Cultural Environment, Class Structure, Demographic Profile, Life

Styles ; Financial Environment, Fiscal System; Banking, Insurance, Financial Institutions, Export Finance, Public Issue, Company Deposits, Debentures Environment & Ecology - Ecosystem, Deterioration in Environment & Ecological Imbalances, Threats to Ecosystems, Government Policy towards Environment; Political Environment - Shift in Political Weather, Effects of Attitudes/Preferences; Business Environment, Industrial Policy, Privatisation, Policy on Foreign Investment & Technology ; Business Ethics. Main provisions of : Indian Contracts Act, 1872 ; Negotiable Instruments Act, 1881; Companies Act, 1956 ; Monopolies & Restrictive Trade Practices Act, 1969 ; Consumer Protection Act, 1986 ; Securities & Exchange Board of India Act, 1992 ; Patents Act; Securities & Contracts Act, 1956 ; Sick Industrial Companies Act, 1985 ; Foreign Exchange Regulation Act.

201 Organisational Development: Organisational Environment; Organisational Change, Change Process, Resistance to Change, Management of Change; Approaches to Organisational Development, Organisational Development Process; Team Building; Organisational Dynamics, Power & Politics; Organisational Climate, Components of Organisational Climate; Morale; Organisational Culture & Sub-cultures; Socialisation ; Organisational Culture, Organisational Effectiveness.

202 An Introduction to Computers: Introduction to Computer Systems ; Components of a Computer System ; Computer Software and Hardware ; Introduction to Networking Concepts - Local Area Network, Wide Area Network, E-mail, Internet ; Storage & Retrieval of Data ; Application Packages - Spread Sheets, Word Processing, Data Base Management Systems Packages, Graphics, Statistical Packages, Financial Packages.; Managing Data Processing in Organisation; E-Commerce.

203 Economics for Financial Analysis-II: Macro Economics : National Income Concepts and Methods of Estimating ; Theory of National Income Determination; Analysis of Money Market ; Credit Market- Working and Control Mechanism; General Equilibrium - IS-LM Model ; International Aspects of Macroeconomics ; Theory of Public Finance ; India's Public Finance ; Macroeconomics Policies. Consumption function, Saving and Investment, Theory of Employment and Income, Inflation-causes and consequences

204 Managerial Accounting & Control: Managerial Accounting Environment; Cost Flows and Concepts; Structure and Analysis of Cost ; Techniques of Costing ; Cost-Volume-Profit Analysis ; Standard Costing and Variance Analysis ; Budgeting & Budgetary Control ; Inventory Planning & Control; Pricing Decisions, Recent Developments.

205 Financial Management : Basic Concepts of Valuation ; Investment

Decisions -Techniques of Capital Budgeting; Cost of Capital ; Risk Analysis in Capital Budgeting ; Financing Decisions - Theories of Capital Structure, Planning the Capital Structure, Assessment of Debt Capacity ; Dividend Decisions, Models of Dividend Policy ,Legal Aspects of Dividends; Working Capital Management, Financial Statement Analysis. Financial Markets, Internal Financing, Lease Financing, Merchant Banking, Corporate Restructuring.

206 Business & Corporate Taxation-I: Direct Taxes: Nature and Scope of Corporate Taxation ; Taxation for Property Business , Individual, Partnership Firms , Corporate Tax and Procedure ; Assessment Procedure; Wealth Tax.

301 Business & Corporate Taxation--II: Indirect Taxes: Sales Tax- Rationale, Structure and Administration of Sales Tax in India; Excise Duty- Rationale of Excise Duty, Classification of Goods, MODVAT, Valuation, Refund; Custom Duties-Rationale, Classification of Goods, Import & Export tariff, Duty Drawback, Search & seizure, Appeals and Revisions.

302 Security Analysis & Portfolio Management: Objectives of Financial Investment; Markets for Securities; Security Returns and Valuation ; Risk Factors ; Economic Analysis ; Industry Analysis ; Company Analysis ; Technical Analysis ; Bond Analysis ; Stock Market in India ; Indian P/E Ratios & their Role ; Securities Market Systems & Dynamics. Basic Approaches to Portfolio Management ; Portfolio Theory ; Bond Management Strategies ; Portfolio Selection ; Portfolio Analysis ; Portfolio Management and Performance Measurements ; Portfolio Revision Techniques ; Management of Mutual Funds ; Modifying Portfolio with Derivatives; International Diversification.

303 Working Capital Management: Overview; Working Capital Policies; Planning of Working Capital; Analysis of Working Capital; Financing & Control of Working Capital. Management of Cash Marketable Securities, Receivables, Inventory, Current Liabilities.

304 Indian Financial System: Structure & Functions of Financial System, Equilibrium in Financial Markets; Overview of the Indian Financial System ; Reserve Bank of India; Commercial Banking in India; All India Development Finance Institutions; Financial Sector Reforms ; Specialised Financial Institutions ; Money Markets; Capital Markets ; Mutual Funds ; Credit Rating ; Non-Banking Financial Companies ; Venture Capital; Foreign Institutional Investors ; Insurance Companies.

305 Business Policy & Corporate Strategy : Concept of Corporate Strategy ; Mission, Objectives & Goals ; Social Aspects of Business Policy ; Environmental Analysis of Business Policy ; Analysis of Internal Resources ; Strategic Planning ; Choice of Strategy ; Strategy



COURSE LISTINGS

Implementation ; Review and Evaluation of Strategy.

306 MIS & Finance: Computer Applications : Meaning, Nature and Objectives of Management Control System ; Systems Theory & Management Control ; Financial Control ; Management Control in Functional Areas - Production & Inventory Control , Marketing & Distribution Control, Personnel Function, Management Control in Service Organisation.

401 International Finance: Scope of International Finance, Balance of Payment & Exchange Rate Determination ; Foreign Exchange Market ; Forward Exchange Rates ; Currency Futures ; Currency Options ; Evolution of International Monetary and Financial System ; International Investment ; Exchange Rate Management ; International Banking ; Nature of Global Financial Market ; Growth and Special Problems of Multinational Corporations; Financial Dimensions of International Trade ; Multinational Working Capital Management ; Foreign Trade Financing.

402 Corporate Tax Planning & Management : Nature and Scope of Corporate Taxation ; Methods of Tax Planning ; Selection of Appropriate Form of Organisation; Corporate Tax Management Through Managerial Decisions ; Accounting Precautions To Maximise a Tax Relief ;Tax considerations in certain cases.Minimum Alternate Tax, Corporate Tax Management through Financial Policies, Wealth Tax on closely held companies.

403 Management of Financial Institutions: Financial Institutions & Economic Growth; Types of Financial Institutions; Role of Reserve Bank of India in maintaining Regulations in India, Management of Commercial Banks, Development Banks, Investment Institutions; Financial Sector Reforms.

404 Project Appraisal: Planning & Control: Project Appraisal - An Overview; Market Appraisal; Technical Appraisal; Estimates and Projections; Financial Appraisal; Risk Analysis of Projects; Social Cost Benefit Analysis; Identification of Investment Opportunities; PERT and CPM; Project Review Procedures.

405 Financial Planning: Strategic Financial Planning; Scanning Financial Environment; Cash Flow Budgets; Financial Planning with Pro-forma Balance Sheet; Advanced Financial Analysis & Planning; Short-term & Long-term Financing; Financial Planning Model.

406 Financial Management of Public Sector Enterprises: Objectives & Strategy of Public Enterprises; Management of Public Enterprises; Financial Management in Public Sector; Production Management; Accountability and Control; Investment Financing & Project Appraisal.

407 Project Management & Investment Decisions: Investment Decision Making -

Basic Consideration : Risk and Return; Identification of Investment Opportunities ; Market Appraisal ; Technical Appraisal ; Estimates and Projection ; Financial Appraisal ; Social Cost Benefit Analysis ; PERT and CPM - Time and Resource Planning ; Project Review and Control Stop by Stop Procedure.

408 Budgeting & Budgetary Control: Management Process; Fundamentals of Budgeting; Classification & Types of Budgets; Budgeting Process; Application of Budgeting; Performance Evaluation and Follow Procedures; Analysis of Budget Variances & Budgetary Control.

409 Personal Investment & Tax Planning: Nature & Prospects of Personal Investment; Savings & Investment; Investment setting; Investment Analysis & Management; Risk & Returns; Modern Portfolio Theories; Portfolio Management & Performance; Tax Planning & Investment, Capital Gains; Income from other sources; Deduction & Rebates.

700 Project Work (Equivalent to two courses) : With the objective of providing greater flair of corporate experience, each participant is required in Semester IV/VI, to be associated with a Corporate House and choose a practical problem relevant to the Company. The participant is expected to understand/ comprehend the problem, evaluate the various options and then suggest feasible solutions for the same.



(L to R) Prof. J.D. Agarwal, Mr. Aman Agarwal, Secretary & Trustee Jyoti Foundation Lighting the Lamp, Dr. Ratnakar Pandey, Former M.P., Mr. P.P. Vora, CMD NHB, Dr. S. Chakravarty, Member MKTP Commission



(L to R) Mr. Aman Agarwal, Seminar Coordinator, Dr. J.D. Agarwal, Mr. V. Suresh, CMD, HUDCO, Mr. B.M. Khanna, Padamsbhai, Former Chairman DVC, STC, MMTC, Mr. Prem Shankar Jha, Economist & Sr. Journalist, Mr. P.S. Rana, ED, HUDCO, Mr. Chandher Mohan, Sr. Journalist, Times of India,



(L to R) Dr. J.D. Agarwal, Mr. Ram Niwas Mirdha, Chairman JPC, Security Scam, Mr. V.K. Garg, Director(Finance), Power Grid Corporation, Mr. Saran Juneja, Former VP, CIMCO, Mr. Amitabh Arya, Student IIF



(L to R) Mr. Tapan Dasgupta, Sr. Journalist, Dr. J.D. Agarwal, Dr. Dinesh Chandra, IAS, Principal Resident Commissioner, Govt of Punjab, Mr. T.K. Sinha, Former CMD, State Bank of India, Dr. M.C. Bhandari, Director, Vaikunthlal MICM

(L to R) Dr. Ratnakar Pandey, Former M.P., P.K. Ghosh, Mr. P.P. Vora, CMD NHB releasing Recruitment Brochure, Prof. J.D. Agarwal



Mr. Aman Agarwal, Mr. Vinod Madhok, Director Finance, Dalmia Bros., Prof. J.D. Agarwal, Dr. Banshi Dhar, Chairman, DCM Shriram Industries, Prof. P.K. Ghosh, IIF, Prof. Ben L. Kedia, Univ. of Memphis, Mr. Jayant Dang, MD, Escorts Finance Ltd., Mr. Amol Gogoa, VP, ICRA Ltd.



(L to R) Mr. Biswajit Baruah, Mr. Sudarshan Sareen, Chairman, DSIDC, Prof. J.D. Agarwal, Col. S.P. Wahi, Former Chairman, ONGC, Mr. T.K. Sinha, Former CMD, State Bank of India, Prof. S.K. Bhattacharya, Visiting Professor, IIF & Former Dean, MDI



(L to R) Prof. Yogender Alagh, MP & Former Minister for State & Planning, Mr. Aman Agarwal, Mr. Biswajit Baruah, Student IIF, Prof. J.D. Agarwal, Prof., Abid Hussain, Former Ambassador to USA, Prof., K.K. Agarwal, VC, Indraprastha University, Delhi



Right Photograph (L to R) Mr. Ram Niwas Mirdha, Chairman JPC, Security Scam lighting the lamp, & Prof. J.D. Agarwal, Chairman & Director, IIF



Two Day International Seminar 98 "Financing India"





EMINENT SPEAKERS AT IIF DURING 1997-99

The students run 'Eminent Speaker Lecture Series' by inviting leaders of business, industry & government to express their views on the major challenges facing business and industry today. Recent guest speakers include:

- Mr. Yashwant Sinha,
Presently Finance Minister Govt. of India
- Mr. N. Vittal
Central Vigilance Commissioner,
Govt. of India
- Prof. S.K. Khanna
Former Chairman, AICTE.
- Dr. S. Chakraborty, IAS
Former Member, MRTP Commission.
- Dr. B.P. Mathur,
Former Chairman,
Audit Board, CAG
- Prof. P.B. Sharma,
Principal, Delhi
College of
Engineering
- Mr. M.L. Sharma, IPS
Joint Director, CBI
- Ms. Somi Tandon
F.A., Ministry of
Defence, Govt. of
India
- Shri S.N. Bhargava
Director (Recovery) Income Tax, Govt.
of India
- Mr. V.N. Kaila
Chief Controller of Accounts and
Financial Advisor, Ministry of Urban
Development, Govt. of India
- Mr. R.K. Pandey
Former Executive Director, Delhi
Stock Exchange
- Prof. O.P. Gupta
Director, Hindu Institute of
Management
- Mr. K.S. Ramachandran
Economic Editor, Financial Express
- Mr. J.C. Jhuraneey
Vice President (Personnel & HRD),
JCT Electronics
- Ms. Janak Juneja, IAS
Director, Technical Education, Govt.
of Delhi
- Mr. P.M. Nair, IAS
Joint Secretary, Ministry of Defence,
GOI, & Former Chairman Anglo
French Textile Mill
- Mr. B.M. Khanna
Former Chairman, MTNL
- Dr. S.K. Bhatia
Former Director, OIL India Ltd.
- Prof. B.M. Bhatia
Economist
- Mr. Mudit Saxena
Vice President, Bank of America
- Prof. S.N. Mishra
Former Director, Institute of Economic
Growth
- Dr. Meenakshi Nayyar
Chief GM (HRD), DCM Ltd.
- Dr. Abid Hussain
Former Ambassador to USA
- Mr. Bhure Lal, IAS
Secretary, Central Vigilance
Commission, GOI
- Dr. A.V. Chaturvedi
Chief Engineer, CPWD,
Govt. of India
- Prof. Madhulika Kaushik
Director, IGNOU
- Mr. S. Venkataraman
Executive Director, Modi
Alcatel Network
- Mr. Pradeep Kr. Taluja
Former Chief Law Officer,
IDPL
- Dr. Raj Iyengar
Prof., Catholic University of America,
Washington D.C., USA
- Shri M.A. Hakeem
Secretary General, SCOPE
- Dr. Sharan Juneja
Former Vice President (HRD),
CIMMCO Group
- Dr. S. Lahiri
Director, Times
School of Marketing
- Dr. S.S. Lodha
Chairman, Deptt. of
Business,
Connecticut State
University, USA
- Dr. S.S. Gulshan
Management Expert
- Dr. Ruddar Datt
Economist
- Dr. Mira Mitra
Sociologist
- Dr. J.C. Verma
Executive Director, Indian Institute
of Merchant Banking
- Prof. P.K. Gupta
Secretary General, NAFEN
- Mr. Anupam Bhasin
Sr. Vice President, Hero Corporate
- Mr. S. Sridhar
Regional Head, EXIM Bank
- Mr. B.S. Kulkarni
Chief Manager, United Western Bank
Ltd.
- Mr. Bob Warner
Chairman, Timex
- Mr. Sandeep Vij
Escorts Finance Ltd.
- Dr. Yogendra K. Alagh
Former Member, Planning Commission
- Dr. K.K. Agarwal
VC, Indraprastha University
- Mr. P.C. Luther
Former Chairman, STC, DVC, MMTC
- Mr. Subhash Jagota
G.M. (HRD), Punj Lloyd Ltd.
- Mr. R.C. Bhargava
Former MD, Maruti Udyog Ltd.
- Dr. Amrish Gupta
Vice President, DB Merchant Banking
Service Ltd.
- Mr. B.G. Roy
Chairman and Managing Director,
Siemens Telecom Ltd.
- Sh. Ved Prakash Goel
M.P. (Rajya Sabha), BJP.
- Ms. S. Hooda
Chairman, India Dev. Group, U.K.
- Mr. R.S. Gupta, IPS
IG, (Prison), Delhi.
- Dr. J.L. Gupta
Principal, Shri Ram College of
Commerce.
- Prof. Kamal N. Kabra
Professor, IIPA
- Mr. Amit Jain
Consultant
- Mr. Supravat Shaw
General Mgr,
Raunaq Finance Ltd.
- Mr. Navneet Kampani
VP (Head Northern
Region), Fortune
Financial Services.
- Mr. D.K. Bhatia
Former Economic
Advisor, Reserve Bank
of India.
- Ms. Anjana Porwal
Financial Consultant
- Mr. M.P. Gupta
Former Addl. Secretary, Ministry of
Finance, GOI.
- Dr. V.K. Singhania
Reader, SRCC and Tax Expert.
- Shri Vinay Shankar, IAS
Former Secretary, GOI, Centre-State
Council, Min. of Home Affairs.
- Mr. T.K. Sinha
Ex. Managing Director, SBI





Dr. J.R. Arora
Advisor, Deptt. of Bio-Technology,
GOI.

Prof. Arun J. Prakash
Chairman, Department of Finance,
Florida International Univ., USA..

Shri Rajesh Srivastava
MD - India, GIC, U.S.A.

Mr. S. Mohan
Senior Manager - Training, Ranbaxy
Laboratory Ltd.

Mr. A.K. Wahi
Sr. Vice President (HRD & MIS), Vam
Organic Chemicals Ltd..

Mr. G.P. Rao
Sr. General Manager, J.K. Corps.

Mr. G.B. Parida
Commissioner of Income Tax

Mr. Sunil Mohan Buckshee
Advisor, Thompson Press India Ltd.

Mr. Vishnu Dusad
Managing Director, Nucleas Software
Ltd.

Mr. Manoj Bhalla
Vice President, Citi Bank

Mr. Vivek Nagasaki
V.P. (Finance), Hewlett Packard

Mrs. Usha Venkatesan
Zonal Manager, UTI

Mr. R.N. Mirdha
Former Chairman, JPC Security Scam

Dr. Ashok V. Desai
Former Chief Economic Adviser, Govt.
of India, Adviser, Business Standard

Mr. A.K. Doda
CGM, IDBI

Mr. H.K. Mohanty
Sr. Vice President - HRD, ABB Ltd.

Mr. V.K. Garg
Director - Finance, Power Grid
Corp. Ltd.

Mr. A.C. Tiwari
Former Deputy, CAG

Dr. T.N. Pandey
Former Chairman, Central Board of
Direct Taxes.

Mr. Chetan Chadda
Editor, Observer Group.

Mr. Raghuraman
Advisor Energy, CII.

Dr. T.K. Bhowmik
Senior Policy Advisor, CII.

Dr. Chandramohan
Senior Journalist, TOI

Mr. Ram Niwas Mirdha
Chairman, JPC Security Scam

Mr. B.B. Pandit
Principal Director, Commercial Audit
& Member Secy, Audit Board.

Mr. Bishwajit Bhattacharya,
Supreme Court Advocate &
Professor, Indian Law Institute.

Mr. U.K. Dikshit
Director, Center for Development,
SCOPE.

Mr. Jitendra Nath Goel
Former General Manager, State
Trading Corporation, GOI

Mr. Y.K. Gupta
General Manager, Larsen & Toubro.

Mr. Shayamal Majumdar
Resident Editor, Financial Express.

Dr. Krishna Murthy
Formerly Economist, NCAER.

Mr. R.K. Roy
Economic Editor, Financial Express

Dr. A. Bhattacharya
Economic Advisor, ONGC.

Mr. Bibek Debroy
Director, Rajiv Gandhi
Foundation

Dr. Ratnakar Pandey
Former MP

Prof. P.K. Ghosh
Former VC, North Bengal
University

Mr. P.S. Rana
ED, HUDCO

Mr. Prem Shankar Jha
Senior Journalist

Dr. Bansri Dhar
Chairman, DCM Shriram Industries

Mr. Vinod Madhok
Director Finance, Dalmia Brothers

Prof. Ben L. Kedia
Director, CIBER, University of
Memphis

Mr. Jayant Dang
MD, Escorts Finance

Mr. Amul Gogna
ED, ICRA

Dr. V.K. Garg
Director Finance, Powergrid
Corporation of India Ltd.

Dr. Sharan Juneja
GM (Personnel), J.K. Tyres

Col. S.P. Wahi
Former Chairman, ONGC

Mr. R.K. Gupta
Former MD, SBI

Dr. A.C. Kulshreshtha
Dy. Director General, Central
Statistical Organization

Mr. P.P. Vora
CMD, NHB

Mr. V. Suresh
CMD, HUDCO

Prof. S.K. Bhattacharya
Former Dean, MDI

Dr. Janis Darbani
Journalist

Dr. Dinesh Chandra
Principal Resident Commissioner,
Govt. of Punjab

Mr. T.K. Sinha
Former CMD, SBI

Mr. Sudarshan Sareen
Chairman, DSIDC

Dr. M.C. Bhandari



Director, Vaikunthlal, MICM

Mr. Tapan Dasgupta
Senior Journalist

Prof. M.H.T. Ten raa
Professor of Economics, Tilburg
University, Netherland

Mr. R.S. Goel
Director, Central Water Commission,
GOI

Mr. K.S. Ramachandran
Consulting Editor, Observer Group

Prof. B.P. Singh
Former Dean, Deptt. of Commerce,
DU

Mr. T.N. Pandey
Ex-Chairman, CBDT

Dr. Anand Shetty
Prof. of Finance, Iona University, USA

Prof.. S.C. Chakrabarty
Senior Specialist, ISI

Mr. Ashok Singh
VP - HR, Chambal Fertilizers &
Chemicals

Mr. P.N.Vijay
Managing Director, P.N.Vijay Finance
Services Ltd.

Ms. Neena Malhotra
Managing Director, Goodwil
Exports Pvt. Ltd. & Former President,
DMA

Dr. V.N. Attri
Kurukshetra University

As an IIFtian I've had an
experience of real life which
prepared me to emerge as a
leader. It taught me to
amalgamate different culture
and opinions.

Gauri Vatsa, MBF 2000





SHARING HUMAN RESOURCE

IIF has provided faculty support to following institutions:

University of Delhi
 University of Lucknow
 Panjab University, Chandigarh
 Dr. H.S. Gour University
 University of Rajasthan, Jaipur
 Kurukshetra University
 Magadh University
 M.D. University, Rohtak
 Gokhale Institute of Economics and
 Politics, Poona University
 GGS Indraprastha University, Delhi

Indian Institute of Forest Management
 Institute of Cost & Works Accountant
 of India
 National Institute of Bank
 Management, Pune
 Institute of Management
 Development, Lucknow
 All India Management Association
 H.P. Institute of Public
 Administration, Simla
 Management Development Institute,
 Gurgaon

Cleveland State University, Ohio, USA
 Florida International University,
 Miami, USA

Akademia Ekonomiczna, Poland
 George Washington University, USA
 College of Business Administration,
 University of Maryland at College
 Park, Maryland, USA

Memphis University, Memphis, USA
 Syracuse University, USA
 John Carol University, Ohio, USA
 Bharat Heavy Electrical Ltd. New
 Delhi

Bharat Heavy Electrical Ltd. Bhopal
 U.P. State Electricity Board, Lucknow
 National Hydro Electric Power
 Corporation

Oil & Natural Gas Commission
 IDBI Training Centre, New Delhi
 Punjab National Bank Staff Training
 College

State Bank of Patiala
 Advance level Telecommunication



Prof. Agarwal addressing the seminar

Training Centre, Ghaziabad
 Staff Training Institute, All India
 Radio, New Delhi
 Institute of Economic Growth
 Institute of Economic Studies
 National Institute of Financial
 Management
 Delhi College of Engineering
 Institute of Secretarial Training and
 Management

Prof. Lucyana welcoming Dr. Manju Agarwal in Poland



Prof. Agarwal with Prof. Staffan B. Linder, the then Director, Stockholm School of Economics, Stockholm & currently Member European Parliament

Indira Gandhi National Open
 University
 Indian Institute of Technology, Delhi
 Institute of Planning & Architecture
 Indian Institute of Public
 Administration
 Lal Bahadur Shastri National
 Academy of Administration



IIF Fraternity

ACADEMIC LIFE

IIF enjoys a spirit of bonhomie and cordiality prevailing amongst the faculty members, staff and students. It is braced with the informal and free academic atmosphere. In addition many professors from abroad have contributed to the enrichment of teaching and research, through seminar series, dinner and lunch talks. They have also given the institute a rich international flavour.

IIF Fraternity includes present and past students, faculty and others who are associated with the activities of the Institute.

IIF FRATERNITY

IIF Fraternity provides an excellent opportunity whereby the interests of the students can be represented. The Fraternity acts as a centre for interaction and dissemination of information among members who are now senior executives in their respective fields. Headed by the students this club also undertakes all activities of the institute including organising 'Eminent speaker lecture series; seminars, debates, cultural functions, Inter-institute management functions etc.



Finance Fraternity constitutes of IIF Students, Faculty, visiting Faculty and Alumni. Outsiders seriously interested in the field of finance and such contemporary issues are welcome and often invited to be a part of fraternity activities.

IIF FINANCE FRATERNITY

IIF has set up a finance fraternity to debate and discuss issues of contemporary relevance in the areas of finance and accounting in a free and frank atmosphere. The



IIF STUDY GROUPS

IIF Study Groups help its members to make up and refurbish the knowledge gaps. Study groups encourage learning, teaching exercises amongst students in small groups.

IIF CYBER CLUB

IIF has set up cyber club to facilitate communication electronically with people at other institutions world wide through the internet and E-MAIL.