

IIFT Admission Entrance Test Tips To Crack It

By **Ms. Mekhla Sinha**, Sr. V.P. - Operations & HR GHRDC

The IIFT entrance test is yet another prestigious entrance examination conducted by Indian Institute of Foreign Trade for admission into IIFT, Delhi and Calcutta. Every year, almost 50,000 applications are received by this institute and in particular, this test draws attention of students who are interested in the field of International Business from all over the country. The standard of the IIFT entrance test is considered to be fairly high and can be compared to any other prestigious entrance examinations in the country. Keeping this in mind, we have attempted to give students some critical information and guidelines about this entrance exam through this article.

The Indian Institute of Foreign Trade (IIFT) was set up in 1963 by the Government of India as an autonomous organisation to help professionalise the country's foreign trade management and increase exports by developing human resources; generating, analysing and disseminating data; and conducting research. Today, it is one of India's most prestigious business schools imparting management education.

The Institute visualises its future role as a) A catalyst for new ideas, concepts and skills for the internationalisation of the Indian economy, b) The primary provider of training and research-based consultancy in the areas of international business, both for the corporate sector, Government, and the students community, c) An institution with proven capability to continuously upgrade its knowledge base with a view to serving the requirements of the Government, trade and industry.

The Institutes's portfolio of long-term programmes is diverse, catering to the requirements of aspiring International business executives and mid-career professionals alike. The Institute has also trained more than 40,000 business professionals across 30 countries in various facets of international business and trade policy via its Management Development Programmes.

The MBA (International Business) is a six-trimester general management programme with a focus on international business. The Programme aims at providing a comprehensive coverage incorporating all the important areas and

disciplines relevant to international business activities. The syllabus for MBA (IB) compares favourably with the syllabus of some of the world's best International Business Schools.

Requirements, Procedure and Format of IIFT Entrance Examination (As per the IIFT website & bulletin):

I. Eligibility for appearing in IIFT: Candidates applying for admission to the first year of MBA (Full-Time) Programme must have pursued a recognised bachelor's degree of minimum 3 years duration in any discipline. Candidates appearing for a qualifying examination can also apply subject to submission of proof of requisite qualification. There is no age limit for applying for the same.

II. Mode of Test: IIFT entrance examination is a written test.

III. Test Duration & Pattern: The duration of the test is two hours. It normally consists of around 200 questions covering English Comprehension, General Knowledge & Awareness, Logical Reasoning and Quantitative Analysis.

IV. Test Centres:
For General/SC/ST/PH/OBC candidates :

The Written Test is organised at Ahmedabad, Allahabad, Bangalore, Bhubaneswar, Chandigarh, Chennai, Coimbatore, Delhi, Dehradun, Guwahati, Hyderabad, Indore, Jaipur, Jamshedpur, Kochi, Kolkata, Lucknow, Mumbai, Nagpur and Visakhapatnam. Based on marks obtained in the written test, candidates are called for Group Discussion and Interview to be held between fourth week of January and middle of February at Bangalore, Chennai, Delhi, Hyderabad, Kolkata, Lucknow and Mumbai

For Foreign Nationals/NRI candidates :

For foreign nationals / NRI candidates short listing is done on the basis of General Management Aptitude Test (GMAT).

Registration for IIFT: Candidates can submit application online by visiting IIFT's website www.iift.edu and clicking the admission 2010 icon available on the homepage wherein detailed guidelines are available (information available only at the time of admission).



By Cash (personally): The prospectus and application form can be obtained from Indian Institute of Foreign Trade on all working days by making a cash payment of Rs. 1500.

By Post: The prospectus and application form can be obtained by post by sending a request accompanied by Demand Draft/ pay order of Rs. 1500 favouring INDIAN INSTITUTE OF FOREIGN TRADE payable at NEW DELHI .

Preparation For the IIFT Entrance Test

1. Assessment of Personal Strengths & Weaknesses : Every individual has his/her own set of strengths and weaknesses and therefore it is important to identify them and accordingly prepare for the exam. For example, if one feels that one's weak area is Mathematics, then an additional effort needs to be made in that area. Having formulas at your fingertips, being strong in mental calculations and developing your own short cuts will prove very useful to score speedily in Quantitative Analysis sections whereas reasoning section requires thorough practice in all types of questions. Since there are no fixed formulae to tackle them, the scores depend on how much you are familiar with myriad of questioning patterns.

2. Importance of Speed & Accuracy : One of the most important factors to consider while preparing for any competitive entrance exam like IIFT is maintaining a good balance between accuracy and speed. The time given for completing the exam is limited and hence answering the questions accurately keeping in mind the time consideration is the key. Towards the last days of the test, developing a proper test taking strategy is an approach that an aspirant

must develop in order to ensure that he/she is able to leverage his/her strengths while attempting the tests.

3. General Knowledge & Awareness : One of the sections in the IIFT examination is General Knowledge & Awareness. In order to prepare well for this particular part of the paper, one must devote ample amount of time everyday to update oneself with General Knowledge across the span of Economics, Politics, national and international issues. Unlike preparing for the other sections like Mathematical Skills and Data Analysis & Sufficiency, general and business awareness requires keeping abreast of happenings through newspapers and other reliable sources of information. Reading English newspapers and magazine also helps the aspirant in improving their English Comprehension-related skills.

4. Coaching Institutes : Coaching classes help in giving the aspirants a fairly

good idea of the character and content of the entrance exam.

5. Sectional Approach : A sectional approach is one of the best ways of cracking well in most of the sections of IIFT Exam where an individual will need to break down his/her study schedule into verticals of each subject along with setting targets of qualifying in each section. It is best to concentrate on each section and devote equal time. Even within each section, there is a very clear need for a planned strategy of attempting questions. Unless a clear cut timed strategy for attempting the test is in place, there is every chance that one may miss out on very easy questions which may be at the end of the section and instead end up solving all the difficult questions that may have been given at the beginning.

6. The "Right" Attitude : As in anything and everything in life, the key to success lies in our attitude towards things and how we orient our minds

accordingly. The same rule applies here as well when we prepare ourselves well for something crucial such as the IIFT entrance exam. If one looks at this exam as something unachievable or very difficult, success is indeed going to be difficult to achieve. However, if one learns to look at it from the perspective of self-development and as a positive challenge, the whole mind-set towards it changes for the better. A positive attitude brings strength, energy and initiative

Conclusion :

The IIFT entrance exam is one of the most competitive admission entrance examinations in the country and is highly recommended for all MBA aspirants who especially want to specialise in the field of International Business. To summarise, a combination of knowledge, practice and confidence in self is the key to crack this important admission test. In the words of renowned educationist, John Dewey: "Education is not a preparation for life; education is life itself."

	CAT	MAT	XAT	FMS	IIFT
Level of the Test	1. CAT affiliated B-Schools (like IIMs and some other top B-Schools) are ranked a tad higher.	1. MAT affiliated B-Schools are mostly 2nd tier group of schools.	1. XAT affiliated B-Schools are considered to be generally ranked higher compared to MAT.	1. FMS is one of the premier institutes of the country and hence the test is considered to be of the same level as CAT, XAT etc.	1. IIFT is one of the prestigious admission entrance test and is of the same level as CAT, XAT, FMS etc.
Test Pattern	2. CAT has a total of 3 sections in the test and the total number of questions is 60-70.	2. MAT has a total of 5 sections in the test and the total number of questions is 200.	2. XAT has 3 sections in the test and the total number of questions may be more than 100.	2. FMS has 4 sections and the number of questions is likely to be 175.	2. IIFT has 4 sections and number of questions likely to be around 200.
Test Duration	3. The test duration in CAT is 2 hours and 15 minutes plus an additional 15 minutes for tutorials.	3. The duration of MAT is 2 hours and 30 minutes.	3. The test duration of XAT is 2 hours 30 minutes.	3. Test duration for FMS exam is 2 hours.	3. Test duration is 2 hours.
Mode of Test	4. CAT is a computer-based test.	4. In MAT, students have the option of attempting either a paper-pencil based test or computer-based test.	4. XAT is a paper-pencil based test.	4. FMS is a paper-pencil based test.	4. IIFT is a written test.
Eligibility Criteria	5. Candidate must hold a Bachelor's Degree, with at least 50% marks or equivalent CGPA.	5. Candidate should be a graduate; those who are in their final year of graduation can also apply for MAT for provisional admission subject to completion of their graduation.	5. Candidates, who are graduates and are in their final year of graduation, can apply. Candidates with less than 50% marks in graduation are also eligible to apply.	5. <ul style="list-style-type: none"> ● Candidates, who are graduates and are in their final year of graduation, can apply. Candidates need Arts, Commerce or Social Sciences - 50% ● Sciences - 55% ● Mathematics or Statistics - 60% ● Medicine, Engineering or Technology - 60%/CGPA of at least 6.00 in a scale of 10.00 	5. The candidates applying for IIFT entrance exam should have a recognized Bachelor's Degree of minimum three years duration in any discipline.
Frequency of the Test	6. CAT is conducted once a year.	6. MAT is conducted 4 times in a year— February, May, September and December.	6. XAT is conducted once in a year, during the month of January.	6. FMS is conducted once in a year.	6. IIFT is conducted once in a year