



Doing Business in India

From Routledge



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In response to the increasing interest in the growth and developments in the Indian economy, and the dynamic nature of the rapidly changing Indian business environment, this textbook is designed to provide a comprehensive guide to doing business in the Indian context.

Written by academic experts in their respective fields, this book is divided into three parts: the Indian business context, conducting business in India, and India and the world. Key information is presented on a wide range of topics, including:

- Both the shortcomings and opportunities associated with the Indian business environment
- The economic development model in India
- Critical skills for negotiation and incentives for foreign investors, including case studies of Italian companies that have entered the Indian market in different ways
- Business culture in India, including particular customs and etiquette

In addition to the pedagogical features, each chapter contains a set of key issues, and there is also a list of useful websites covering a wide range of business needs. This book introduces students to business in India, and will be also be of use to investors, organisations and managers who are already doing business, or intend to start one, in India.



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Editorial Review

Review

'This book is genuinely insightful and offers a real insiders' account of how to do business in India, with sensitivity to the socio-cultural context in which Indian business works. The book provides a much-needed understanding of some of the key issues of Indian business environment -- such as corruption, human resources and employment, infrastructure, outsourcing, and dynamics of growing consumer market. Well-written and logically organized, the book offers valuable insights for both knowledgeable business executives and anyone interested in gaining a better understanding of India's rapidly changing business environment.'

- Kishore Dash, Thunderbird School of Global Management, US

About the Author

Pawan Budhwar is Professor of International HRM and Associate Dean for Research at Aston Business School, Birmingham, UK. He is the Director for the Aston India Foundation for Applied Business Research. His previous publications include The Changing Face of People Management in India (2008, Routledge) and Human Resource Management in Developing Countries (2004, Routledge).

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