Doing Business in India

Building research-based practice

Edited by Pawan S. Budhwar and Arup Varma

Contents

	List of figures	1X
	List of tables	X
	List of boxes	xi
	Contributors	xii
	Acknowledgements	xiv
	Foreword	xv
	RAVI KANT	
	D. W.	
	ARTI	
Γh	e business context	1
1	Introduction: the business context PAWAN S. BUDHWAR AND ARUP VARMA	3
2	Economic environment and challenges	10
	MAMTA KAPUR AND RAJESH PILLANIA	
3	Employment law framework: structure and potential hu	ırdles 23
	DEBI S. SAINI	-10100 20
1	Cools sultural and institutional contact	46
4	Socio-cultural and institutional context	40
	PAWAN S. BUDHWAR, ARUP VARMA AND	
	SUKANYA SENGUPTA	
5	Dynamics of corruption and cronyism	61
	NARESH KHATRI	
6	Infrastructure	79
U	DEVENDRA KODWANI	1)
	DEVENDRA KODWANI	
PA 1	RT II	
	onducting business in India	101
	_	103
1	Entry modes and dynamics	103
	VIKAS KUMAR AND OLGA ANNUSHKINA	

viii	Contents	
viii	Contents	

8	Markets, consumers and consumption patterns RAVI SHANKAR AND DEBDEEP DE	122
9	Issues and challenges of managing projects in India: a case study PRASANTA DEY	147
10	Management of human resources PAWAN S. BUDHWAR AND ARUP VARMA	164
11	Conflict management and negotiation JACOB D. VAKKAYIL AND RAJIV KUMAR	183
PAI	RT III	
India and the world		
12	Outsourcing and offshoring to India CHARMI PATEL AND PAWAN S. BUDHWAR	201
13	Lessons from Indian success stories JYOTSNA BHATNAGAR AND ASHOK SOM	224
14	Living in India ARUP VARMA, BHASKAR DASGUPTA AND PAWAN S. BUDHWAR	238
15	Indian multinationals overseas: tracking their global footprints MOHAN THITE AND BHASKAR DASGUPTA	250
	Appendices Appendix 1: Useful resources Appendix 2: Useful links for expatriates living/working in India	267 269 271
	Index	273