Record Nr. UNINA9910458960803321 Doing business in India: building research-based practice / / edited by **Titolo** Pawan S. Budhwar and Arup Varma Pubbl/distr/stampa New York:,: Routledge,, 2011 **ISBN** 1-136-89505-1 1-136-89506-X 1-283-03871-4 9786613038715 0-203-84093-3 Descrizione fisica 1 online resource (296 p.) Altri autori (Persone) BudhwarPawan S VarmaArup Disciplina 330.954 Soggetti India - Economc conditions - 1991-India -- Economic conditions -- 1991-International business enterprises - India International business enterprises --India Investments, Foreign - India Investments, Foreign --India Commerce **Finance Business & Economics Local Commerce Investment & Speculation** Electronic books. India Economc conditions 1991-Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Book Cover; Title; Copyright; Contents; Figures; Tables; Boxes; Nota di contenuto Contributors; Acknowledgements; Foreword; Part I: The business

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hurdles; 4 Socio-cultural and institutional context; 5 Dynamics of corruption and cronyism; 6 Infrastructure; Part II: Conducting business in India; 7 Entry modes and dynamics; 8 Markets, consumers and consumption patterns; 9 Issues and challenges of managing projects in India: A case study; 10 Management of human resources 11 Conflict management and negotiationPart III: India and the world; 12 Outsourcing and offshoring to India; 13 Lessons from Indian success stories; 15 Indian multinationals overseas: Tracking their global footprints; Appendices; Appendix 1 Useful resources; Appendix 2 Useful links for expatriates living/working in India; Index

## Sommario/riassunto

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 In