1. Record Nr. UNINA9910788185003321 Perspectives on India's defence offset policy / / edited by ManMohan S. **Titolo** Sodhi, Rajiv Bhargava Pubbl/distr/stampa New Delhi, India:,: SAGE,, 2015 ©2015 **ISBN** 93-5388-161-7 93-5150-503-0 93-5150-229-5 Descrizione fisica 1 online resource (263 p.) Disciplina 355.6/2120954 Soggetti Defense industries - India Defense industries - Economic aspects - United States Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Includes index. Nota di contenuto Cover; Contents; Foreword; Preface; PART I: AN OVERVIEW OF DIFFERENT PERSPECTIVES; 1 - Divergent Views on Defence Offsets; PART II: VIEWS FROM THE INDIAN GOVERNMENT AND ANALYSTS; 2 -India's Needs and Defence Offsets; 3 - Offsets: A Financial Perspective; 4 - Objectives and the Potential of Offsets; 6 - Chinese Takeaways for Building a High-tech Defence Innovation Base in India; 7 - Technology in Offsets: A Strategic Tool to Galvanize the Indian Defence Industry; 8 - The Value Chain in Defence Offsets: 9 - Knowledge Arbitrage through Defence Offsets; PART III: VIEWS FROM THE GLOBAL OEMs 10 - Offsets: A Global Prime Standpoint11 - FDI in Defence Offsets; 12 - Essential Elements of a Successful Offset Policy: 13 - Offset Policy: The Link between the OEM and Local Industry: 14 - Nurturing Longterm Relationships through Banking and Trading of Offsets; PART IV -VIEWS FROM THE INDIAN PRIVATE SECTOR: 15 - An Overview of Indian Defence Manufacturing; 16 - Dealing with the Government: An SME

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