I am pleased to present to the authorities of the University of Poona my Ph.D. thesis on 'The Efficacy of the Import Export Policy as a Tool for Export Promotion with Special Reference to Some Exporting Units'.

I have chosen this topic for the purpose of analysis and research as it has been one of the important issues of the 1980's not only for India but also for the global economy.

As we approach the turn of the century, with unprecedented changes taking place the world over; with nations politically and economically coming closer we in India find ourselves distanced from these global changes and are consequently loosing ground in the world market. The Commerce ministry has shown concern over this issue from time to time made efforts to liberalise the controls or provide incentives to boost exports.

I have attempted to study the imperfections of the present system which seem to fall short of the main objective of developing a healthy base for achieving the required export growth.
Forty years have passed since economic planning began in India and during the entire period, barring a few years exports have never exceeded imports nor have the foreign exchange earnings outpaced the out go. The policy of import substitution had failed to create the right environment and hence in the mid eighties an effort was made to liberalise the trade policy. The thesis attempts to judge the efficacy of the liberalised policy by identifying the shortcomings loopholes and flaws.

It is my contention that the changes have been superficial. In view of the performance of the economy over the years we can say that the disequilibrium is more of a fundamental nature and requires bolder initiatives and macro balances.

My study has enabled me to observe various complementary or inverse cause and effect relationships among variables. This has helped me to suggest reforms of a pragmatic nature more suited to the current problem.

I am grateful to my research guide Dr. M. C. Dixit for the confidence and encouragement given by him. His intellectual acumen has been of great help in providing timely direction to my work.

I also wish to thank the members of the exporting community, and the authorities of various Chambers of Commerce for sparing their valuable time to comment on the intricacies of the Policy issues affecting them.

- Mrs. Shaila C. Dias