

## CERTIFICATE

This is to certify that the thesis entitled '**Devising Market Entry Strategies for Indian Products in International Markets: An Approach Applied to GCC Countries**' submitted by Ms. Ruchi Agarwal, for the award of Degree of Doctor of Philosophy in the Faculty of Commerce and Management Studies, is a bonafide piece of research work carried out under my supervision and guidance. No part of this thesis has been submitted for award of any degree in any university. To the best of my knowledge, this is an original work of the candidate.

I recommend this thesis for evaluation and award of Doctor of Philosophy in the Faculty of Commerce and Management Studies.



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