ACKNOWLEDGEMENTS

The herculean task of completing this work would never have been achieved without the help, support, encouragement and guidance of my professors, family and friends.

I first and foremost express my gratitude and heartfelt thanks for the guidance and encouragement given to me by my supervisor Dr. R.K. Jain, who has not only been my guide in the true sense of the word but without his support this study would never have seen the light of the day.

I would like to thank Prof. B. Vivekanandan, Chairperson Centre for American and West European Studies, for his support. Besides, my special thanks are due to all Faculty members of the Centre for American and West European Studies, School of International Studies, Jawaharlal Nehru University.

My heartiest thanks go to Prof. H.S. Chopra who encouraged and motivated me to start my work on this topic.

Dr. O.P. Sharma of the Planning Commission, Mr. R. Dayal of Indo-German Export Promotion Project, Mr. Kapoor of the German Embassy in India and Mr. Venkataraman of the Europe Desk, Ministry of Commerce deserve a special mention. I am grateful to them for their help and invaluable suggestions.

Special thanks also go to Mr. Thakur of Associated Chambers of Commerce and Industry of India, Mr. A.S. Pundle of Indian Machine Tool Manufacturers’ Association and Mr. Prem Kumar of Automotive Component Manufacturers’ Association of India for providing me with the relevant material for my research work.

Over and above, completion of this work would not have been possible without constant bestowal of affections, blessings and unending support of my parents and my brother Tarun. They have not only been for me the main pillars of support but also my main source of encouragement. A very special thanks go to my seniors Dr. Ummu Salma Bava and Dr. Swapan Bhattacharya for giving me useful suggestions. I am also thankful to my friends at Max Mueller Bhavan, whom I dragged along to various Libraries, for collecting relevant material. Thanks are also due to the entire Kapoor family for motivating and encouraging me to complete my thesis.

My acknowledgements would be incomplete without a special mention and a very special thanks to Mr. Kausar Ali, for not only typing several drafts of the thesis but also for his patience and useful suggestions.
Above all, I would like to thank the Almighty God for giving me this opportunity to enhance my knowledge.

(SONU CHHABRA)