ACKNOWLEDGEMENT

The thesis is the outcome of the inspiring and enthusiastic guidance of my research supervisor, Dr. T.R. Gurumoorthy, M.Com., M.Phil., Ph.D., Reader, Department of Commerce, Alagappa University, Karaikudi. I am grateful for his valuable guidance and constant motivation, throughout the course of this research work, without which this research work, would not have been completed.

I thank Dr. M.A. Arulanandam, M.Com., Ph.D., (Late) former Professor and Head, Department of International Business and Commerce, Alagappa University, Karaikudi, for having permitted me to join Ph.D., under F.D.P. of UGC.

I am sincerely thankful to Dr. M. Selvam, M.Com., M.B.A., Ph.D., Professor and Head, Department of International Business and Commerce, Alagappa University, Karaikudi, for his constant support in my efforts and endeavour.

I thank all the Faculty Members of the Department of International Business and Commerce, Alagappa University for their valuable guidance during the period of my research studies. I also thank the Clerical staff of International Business and Commerce, Alagappa University, Karaikudi for their help on all occasions.

I thank the Management Council members of Sourashtra College, for having allowed me to join Ph.D., under F.D.P at Alagappa University, Karaikudi.

I also express my heartfelt thanks to Prof. M.D. Manoharan, B.Tech., M.B.A., Principal, Sourashtra College, Madurai for his encouragement to pursue Ph.D. Degree in Alagappa University, Karaikudi.
I thank Prof. G. Ramakrishnan, M.Com., M.Phil., and Prof. S.S.M. Sundaram, M.Com., M.Phil., former Heads of Department of Commerce, Soroushtra College, Madurai for having showered their blessings on me.

I am also thankful to Prof. V. Gopathy, M.Com., M.B.A., M.Phil., Dr. M. Muthupandi, M.Com., M.Phil., Ph.D., Prof. M. R. Sridharan, M.Com., M.Ed., P.G.D.C.A., of Commerce Department and Prof. K. Mohan, M.Com., of Corporate Secretaryship Department, Soroushtra College, Madurai for their continuous help and encouragement.

I am thankful to the members of the Commerce Department, Soroushtra College, Madurai for their help and timely assistance.

I thank Prof. T.A. Vijayan, M.Sc., M.Ed., M.Phil., for having helped me and encouraged me on all occasions.

I am grateful to Mr. K. Panneer Selvam, B.Com., and Mr. Muthukamatchi, B.Com., for their sincere help.

I am extremely thankful to Dr. D. Venkatraman, M.Sc., M.A., Ph.D., Junior Research Officer, UGC, Southern Region, Chennai for having continuously encouraged me and motivated me in my research work.

I am very much thankful to Prof. A. Thangamani, M.Sc., M.Phil., Department of Chemistry, VOORHEES College, Vellore (NA DT.) for having continuously encouraged me and supported me in the completion of my research work.
I express my sincere thanks to all the exporters for having helped me by filling in the questionnaires administered to them.

I thank the authorities of Embassies of various countries for having provided me with the requisite secondary data from their records.

I owe my thanks to the Librarians of Alagappa University, Karaikudi, Indian Institute of Technology, Chennai, Madurai Kamaraj University, Madurai, Sri Venkateswara University, Tirupathi, and University of Madras, Chennai.

I thank the Librarian of Sourashtra College, Madurai for providing me the books, journals whenever I required to pursue for my Ph.D., research work.

I am grateful to the library authorities of Institute of Financial Management and Research, Chennai, and Madras Institute of Development Studies, Chennai. I also thank the authorities of Central Leather Research Institute, Chennai, Apparel Export Promotion Council, Chennai, Council for Leather Exports, Chennai, Engineering Export Promotion Council, Chennai, Plastic Export Promotion Council, Chennai, the authorities of ICSSR, New Delhi, Indian Institute of Foreign Trade, New Delhi, EXIM Bank, Mumbai, ECGC, Madurai, and Small Industries Development Bank of India, Chennai, for having provided the necessary secondary data and valuable information related to export incentives.

I am extremely thankful to the UGC authorities for permitting me to do Ph.D., degree course at Alagappa University, Karaikudi under the Faculty Development Programme.
I thank the Joint Director of Collegiate Education, Madurai Region, Madurai for permitting me to do Ph.D., at Alagappa University, Karaikudi.

I am thankful to Prof. V. Sankarasubramanian, M.A., M.Phil., Department of English, Madura College, Madurai, who has gone through the research report carefully and his moral support in the completion of my thesis.

I am thankful to Shri. P.T. Kumaran, M.Sc., SIME Computers, Madurai for the neat execution of this research work.

I will always be grateful to Shri. K.R. Krishnan (Late), my father and Thirumathi K.K. Vairamani, my mother for their blessings.

Finally, I express my gratitude to my wife, Thirumathi K.J. Selvamani and my sons Mr. K.J. Omnath Balaji, Mr. K.J. Duvaraganath Balaji, who have constantly and continuously helped me by relieving me from looking after domestic work.

K. JEYACHANDRAN