Acknowledgement
ACKNOWLEDGEMENT

No words would suffice to express my deep sense of gratitude to my guide Dr. E.P. SAINUL ABIDEEN, Professor and Head of the Department of Commerce and Management studies, whose invaluable guidance and help made this work possible. The sincere and affectionate assistance given by him influenced me considerably and will remain a source of inspiration through out my life.

My respectful tributes to memories of my beloved father who had been by my side constantly motivating me with affection and support—but did not live long to see the fruition of my efforts.

I gratefully acknowledge my indebtedness to Dr. K.C. VIJAYAKUMAR, Professor and former head of the Department of Commerce and Management for his unstinted help.

I also express my thanks to Dr. MOOSA BAKER and to all the faculty of the Department of Commerce and Management for the warm support extended for the completion of this work.
I record my gratitude to the *Kerala Agricultural University* and staff of the *College of Co-operation, Banking and Management* for permitting and supporting me to do this work.

I cannot fail to mention the debt of gratitude I owe to the office staff of Department of Commerce and Management, library and various sections in the University of Calicut for their immense help in times of need.

My thanks to the offices of the Kerala State Handicraft Apex Co-operative Society the Kerala State Handicrafts Corporation, The Directorate of Handicrafts, The Kerala State Export Promotional Council, The Department of Industries, Secretaries of the Primary Handicraft Co-operative Societies and Private Handicraft Traders for their help in the collection of data.

My heartfelt thanks to *Sri. T.S. SUMESH*, *Kum. SINDHU K BABY* and *Sri. N. SUKUMARAN* of Delta Computers Mannuthy, for their co-operation in bringing out this work.

I am happy to convey my regards to *Sri. MAMBULLIKALATHIL KRISHNANKUTTY MENON* Retd.
Sr. Superintendent of Post Office for going through the proof.
I thank my beloved mother Smt. SARASWATHY AMMA, mother in law Smt. KUNHIKUTTY AMMA, husband MR. M.S. MENON brother Mr. P. KARUNAKARAN and sister Mrs. VASANTHA MENON for their encouragement and support.

Also my thanks go to RAJEEV, RAMJANA and my daughter DEVAKI who have charmed and inspired me.

VANAJA MENON