Acknowledgements

I will always be grateful to all those, mentioned and not mentioned here, who made this accomplishment possible. Particularly, my dissertation Supervisor — Prof. Rakesh Mohan Joshi, who provided tremendous support and encouragement throughout my doctoral journey, even when things did not seem to be going so well. Prof. Pinaki Dasgupta and Prof. Biswajit Nag for their support not only during the dissertation process but also during the six-year journey. I am equally thankful to the Faculty members at Indian institute of Foreign Trade, for their belief in the soundness of my ideas as well as my Ph.D. batch mates, Subhajit Chakrabarty, Anupama Gupta, Pravin Jadhav, Sejuthi Jha, and Vidit Singh for providing consistent encouragement and for being my social support.

I am also thankful to numerous European embassy officials, representatives from the several joint trade & commerce associations, and most significantly the expatriate managers themselves for assisting me in collecting the data “right on time”. My sincere thanks also goes to all staff members of the computer centre and Library of the institute, who went out of their way to help me in their own way. Last but not the least, I am indebted to my angel supporters, Pihu Shubhi (niece), Ketan (nephew), Vimal Kumar, Chetan Bundela, Vindhyesh Gupta, Ankit Jaiswal and Sampada Dash, who gave moral support throughout the good and difficult times in the Ph.D. program.