CONTENTS

ACKNOWLEDGEMENTS

LIST OF TABLES

CHAPTER | TITLE | PAGE
--- | --- | ---
I. | Introduction and Research Design of the Study | 1-42
   1.1 | Introduction | 
   1.2 | Foreign Trade Policy | 
   1.3 | Objectives of Foreign Trade Policy 2009-2014 | 
   1.4 | Highlights of Foreign Trade Policy 2009-2014 | 
   1.5 | New Foreign Trade Policy 2015-2020 | 
   1.6 | Objectives of New Foreign Trade Policy 2015-2020 | 
   1.7 | Highlights of New Foreign Trade Policy 2015-2020 | 
   1.8 | Statement of the Problem | 
   1.9 | Review of Related Literature | 
   1.10 | Need and Importance of the Study | 
   1.11 | Scope of the Study | 
   1.12 | Objectives of the Study | 
   1.13 | Hypotheses of the Study | 
   1.14 | Operational Definition of the Study | 
   1.15 | Methodology of the Study | 
   1.16 | Types of Data | 
   1.17 | Pre-Testing and Pilot Study | 
   1.18 | Tools of Analysis | 
   1.19 | Sampling scheme of the Exporters in Southern states of India | 
   1.20 | Period of the Study | 
   1.21 | Collection of Data and Processing of the Data | 
   1.22 | Framework of Analysis | 
   1.23 | Preparation and Contents of the Questionnaire | 
   1.24 | Limitations of the Study | 
   1.25 | Plan of the Study |
II. Commodity-wise and Country-wise Export Performance of Engineering Goods Exports of India

2.1 Introduction
2.2 Classification of Engineering Sector
2.3 Heavy Engineering
2.4 Light Engineering
2.5 Growth of Indian Engineering Sector
2.6 India Manufactures a Diversified Range of Engineering Product
2.7 Domestic Performance
2.8 Industry Demand is driven by Investment in Core Sectors
2.9 Government Initiatives
2.10 Share of Engineering Goods in India’s Total Exports
2.11 Export Performance of India’s Engineering Industry
2.12 Commodity-wise Export of Engineering Goods from India
   2.12.1 Commodity-wise Export Performance of Engineering Goods in India during the period 1995-96 to 1999-00
   2.12.2 Commodity-wise Export Performance of Engineering Goods in India during the period 2000-01 to 2004-05
   2.12.3 Commodity-wise Export Performance of Engineering Goods in India during the period 2005-06 to 2009-10
   2.12.4 Commodity-wise Export Performance of Engineering Goods in India during the period 2010-11 to 2014-15
2.13 Growth of Engineering Goods Exports from India during the Period 1995-96 to 2014-15
2.14 India’s Major Importer of Engineering Goods
2.15 Country-wise Export of Engineering Goods from India
   2.15.1 Country-wise Export Performance of Engineering Goods in India during the period 1995-96 to 1999-00
   2.15.2 Country-wise Export Performance of Engineering Goods in India during the period 2000-01 to 2004-05
   2.15.3 Country-wise Export Performance of Engineering Goods in India during the period 2005-06 to 2009-10
   2.15.4 Country-wise Export Performance of Engineering Goods in India during the period 2010-11 to 2014-15
2.16 Trend Analysis of Export of Engineering Goods
2.17 Iron and Steel
2.18 Manufactures of Metals
2.19 Machine Tools
2.20 Machinery and Instruments
2.21 Transport Equipment
2.22 Electronics Goods
2.23 Other Engineering Goods
2.24 Engineering Goods Exports from India to World
2.25 Engineering Goods Export Forecasting 2015-2019
   2.25.1 Iron and Steel
   2.25.2 Manufactures of Metals
   2.25.3 Machine Tools
   2.25.4 Machinery and Instruments
   2.25.5 Transport Equipment
   2.25.6 Electronics Goods
   2.25.7 Other Engineering Goods
   2.25.8 Total Engineering Goods
2.26 Region-wise Export Performance of Engineering Goods from India
2.27 Region-wise Export of Engineering Goods from India
   2.27.1 Region-wise Export of Engineering Goods during the Period
       1995-96 to 1999-00
   2.27.2 Region-wise Export of Engineering Goods during the Period
       2000-01 to 2004-05
   2.27.3 Region-wise Export of Engineering Goods during the Period
       2005-06 to 2009-10
   2.27.4 Region-wise Export of Engineering Goods during the Period
       2010-11 to 2014-15
2.28 Trend Analysis of Engineering Goods Export Region-wise
2.29 Region of Africa
2.30 Region of Latin America
2.31 Region of Europe
2.32 Region of Asia
2.33 Region of Oceania
2.34 Summary
III. Dynamics of Export Earnings of Engineering Goods Exports in India 105-146

3.1 Introduction
3.2 Gravity Model
3.3 Variables of the Gravity Model
   3.3.1 Trade Balance of the Engineering Goods Performance in India and Partner Countries
   3.3.2 Gross Domestic Product
   3.3.3 GDP Per Capita Income
   3.3.4 Distance between India and Partner Countries
   3.3.5 Language
3.4 The Standard Expression for the Trade Gravity Equation
3.5 Estimation of the Econometric Trade Model
3.6 Determination of Efficient and Inefficient Trade Partnerships for India
3.7 Growth of Iron and Steel Export Performance of India
3.8 Trend and Growth of Iron and Steel
3.9 Growth of Manufactures of Metals Export Performance of India
3.10 Trend and Growth of Manufactures of Metals
3.11 Growth of Machine Tools Export Performance of India
3.12 Trend and Growth of Machine Tools
3.13 Growth of Transport Equipment Export Performance of India
3.14 Trend and Growth of Transport Equipment
3.15 Growth of Other Engineering Goods Export Performance of India
3.16 Trend and Growth of Other Engineering Goods
3.17 Summary
IV. Analysis of Business Profile of Sample Engineering Goods Exporters in Southern States of India

4.1 Introduction
4.2 Age of the Sample Exporters
4.3 Gender-wise Classification of Exporters
4.4 Marital Status of the Sample Exporters
4.5 Educational Level of the Exporters
4.6 Hypothesis Testing relating to Level of Satisfaction of Government Measures to improve the Competitiveness of the Exporters
4.7 Classification of Exporters
4.8 Experience in Export Business
4.9 Ownership Pattern of Sample Export Units in Southern States of India
4.10 Capital Structure of Sample Export Units
4.11 Ownership Pattern and Capital Structure of Sample Export Units
4.12 Types of Exporters
4.13 Status Holders of Exporters
4.14 Golden Status Certificate
4.15 Status Holders of Sample Exporters
4.16 Export Oriented Units (EOUs)
4.17 Product Exported by Sample Exporters
4.18 Ownership Pattern and Commodity-wise Exports
4.19 Major Exporting Countries
4.20 Methods of Payment
4.21 Types of Letter of Credit
4.22 Realisation of Payments
4.23 Sources of Export Orders
4.24 Mode of Export Goods
4.25 Usage of Electronic Data Interchange (EDI)
4.26 Foreign Collaboration and Investment
4.27 Membership in Chamber of Commerce and Industry
4.28 Export Promotion Council
4.29 Role of Engineering Export Promotion Council
4.30 Functions of Engineering Export Promotion Council
4.31 Membership in Engineering Export Promotion Council
4.32 Registration Fees Charged by EEPC
4.33 Participation in Trade Fairs
4.34 Fees Charged by EEPC for Participation in Trade Fairs
4.35 Market Information Availed through EEPC
4.36 Opinion about Market Information
4.37 Buyer and Seller Meets
4.38 Seminars and Awareness Program Attended
4.39 Trade Information Collected from EEPC
4.40 Supply of Trade Information and Ownership Pattern
4.41 Best Exporter’s Award
4.42 Exporters and Importers Directory
4.43 Subscription Paid for Publication
4.44 Exporter Status and Subscription Paid for Publication
4.45 Summary
V. Financial and Non-Financial Problems faced by the Engineering Goods Exporters in Southern States of India

5.1 Introduction
5.2 Importance of Export Credit
5.3 Financial Needs of the Exporters
5.4 Commercial Banks and Export Credit
5.5 Utilization of Export Finance
5.6 Utilization of Sample Exporters towards Credit Facility Provided by Lending Institutions
5.7 Packing Credit/Pre-Shipment Finance
5.8 Utilization of Pre-Shipment Advance
5.9 Amount of Pre-Shipment and Post-Shipment Finance Availed
5.10 Interest Rates on Export Credit
   5.10.1 Short Term Interest Rate (International Comparison)
5.11 Opinion about Pre-Shipment and Post-Shipment Credit Interest Rate
5.12 Number of Days Availed for Pre-Shipment and Post-Shipment Credit
5.13 Pre-Shipment and Post-Shipment Interest Rate (Recommended)
5.14 Post-Shipment Advances Utilised by Sample Exporters
5.15 Types of Export Credit Schemes
5.16 Opinion about Satisfaction Level of Export Credit Scheme
5.17 Opinion about the Pre-Shipment Export Finance given by the Bank
5.18 Problems faced by the Exporters at the time of availing Export Finance
5.19 Types of Policies Undertaken by Sample Exporters
5.20 Time Taken by ECGC for Issuing Insurance Policy
5.21 Initial Premium Charged by ECGC
5.22 Subsequent Premium Charged by ECGC
5.23 Settlement of Claim
5.24 Reasons for Non-Acceptance of Goods/Consignment not accepted by Buyers
5.25 Duty Drawback (DBK)
5.26 Duty Drawback Rate
5.27 Disallowed Claim of Drawback
5.28 Time Taken for Getting Drawback Claim
5.29 Opinion about the Procedural aspects of Duty Drawback Scheme
5.30 Market Development Assistance and Market Access Initiative
5.31 Exporters while Selecting Market Development Assistance
5.32 Exporters while Selecting a Market Access Initiative
5.33 Opinion Regarding Market Development Assistance / Market Access Initiative Scheme
5.34 Opinion about Sufficiency of Market Development Assistance
5.35 Focus Area Programme
5.36 Subsidies
5.37 Types of Subsidies
5.38 ISO Certification
5.39 Infrastructure Facilities
5.40 Satisfaction of the Southern States of Exporters towards Infrastructure Facilities
5.41 Problems in Export Documentation Process
5.42 Factors Considered for Fixing the Export Price of the Product Internal Assessment of the Companies
5.43 Factors Considered for Fixing the Export Price of the Product External Assessment of the Companies
5.44 Problems Encountered by the Engineering Goods Exporters - Factor Analysis
5.45 Rotated Factor Matrix
5.46 Government Measures to improve Export Business for Engineering Goods Exporters - Factor Analysis
5.47 Rotated Factor Matrix
5.48 Summary
VI. Summary of Findings and Suggestions and Conclusion

6.1 Introduction
6.2 Findings of the study
6.3 Suggestions
6.4 Conclusions
6.5 Scope for Further Research