

TABLE OF CONTENTS

Cover	i
Approval Sheet	ii
Autorization Sheet	iii
Letter of Statement	iv
Acknowledgment	vi
Foreword	ix
Abstract	x
Selected Abbreviations	xii
Table of Contents	xiii
CHAPTER I	
INTRODUCTION	
1.1 Background	1
1.2 Research Question	3
1.3 Conceptual Framework	3
1.4 Main Argument	7
1.5 Research Range	8
1.6 Research Methodology	8
1.7 Writing Organizations	9
CHAPTER II	
India's Foreign Investment Policy	10
2.1 Introduction	10
2.2 Foreign Investment Policy in India	11
2.3 FDI Policy with Regard to Retailing in India	12
2.3.1 Definition of Retail	13
2.3.2 Division of Retail Industry (Organised and Unorganised Retailing)	14
2.4 FDI in Multi-Brand and Single-Brand	16
2.5 India's Government Efforts to Protect Small Industry	19
CHAPTER III	
Walmart Principles in Its Expansion to have Majority Ownership	22
3.1 American Multinational Characteristic	22
3.2 Walmart Company Strategy	23
3.3 Walmart's Principle in their Expansion	24
3.4 Walmart's path in India: Entry Option under the Government Route	27
CHAPTER IV	
Walmart Strategy: The Negotiation Process	33
4.1 Walmart International Expansion: Success or Failure ?	33
4.2 Walmart Strategy after dissolved Joint Venture with Bharti	34
4.3 The Negotiation Process and Government Respons	36
CHAPTER V	
CONCLUSION	41
BIBLIOGRAPHY	44