



DANSK INSTITUT FOR INTERNATIONALE STUDIER

FREMSENDES UDEN FØLGESKRIVELSE

DATE 25-05-2009

IFØLGE AFTALE

TIL DERES ORIENTERING

ØNSKES RETUR

RING VENLIGST TIL

TIL VIDERE FORANSTALTNING

MED VENLIG HILSEN

Ulla Rødgaard  
Publ. afd.

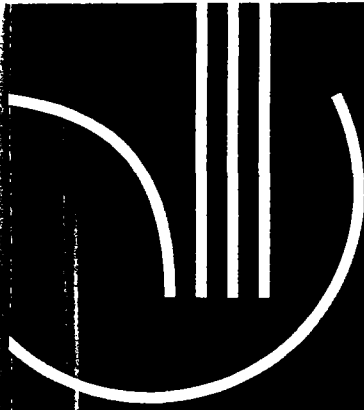
DANSK INSTITUT FOR INTERNATIONALE STUDIER  
STRANDGADE 56 · 1401 KØBENHAVN K  
Tlf. 32 69 87 87  
FAX 32 69 87 00  
diis@diis.dk  
www.diis.dk

Til  
Udenrigsudvalgets  
medlemmer +  
stedfortrædere

Efter aftale med forfatteren fremsendes hermed 1 eks. af DIIS Report 2009:09 "Lopsided Business Partnerships - An Ex-post Study of Danida's Private Sector Development Programme in India" u/ seniorforsker Steen Folke.

Ulla Rødgaard

Ulla Rødgaard



# DIIS REPORT



Steen Folke

---

Lopsided Business Partnerships  
An Ex-post Study of Danida's  
Private Sector Development  
Programme in India

---

DIIS Report 2009 : 10

**Table of contents**

List of tables	4
Foreword	5
Executive Summary	7
Implementation	9
Outcome	11
Concluding remarks	14
<b>Chapter 1. Introduction</b>	<b>16</b>
1.1 Danida's Private Sector Development Programme	16
1.2 The Private Sector Development Programme in India	19
1.3 The contents of this report	22
<b>Chapter 2. Approach and method</b>	<b>24</b>
2.1 Approach	24
2.2 Method	26
<b>Chapter 3. Description of the partnerships and the PS support</b>	<b>31</b>
<b>Chapter 4. Assessment of PS support for the partnerships: implementation</b>	<b>40</b>
4.1 Feasibility studies	40
4.2 Training	41
4.3 Technical assistance	44
4.4 Equipment supply	47
4.5 Administration of the PS programme	49
4.6 Cooperation between IFU and the PS programme	53
<b>Chapter 5. Assessment of PS support for the partnerships: outcome</b>	<b>55</b>
5.1 Commercial viability and character of the partnerships	55
5.1.1 Commercially viable partnerships	57
5.1.2 Partnerships that did not become commercially viable	60
5.1.3 The character of the partnerships	64
5.2 Employment, wages and working conditions	68
<b>Chapter 6. Conclusion</b>	<b>72</b>
6.1 Implementation	72
6.2 Outcome	75
6.3 Concluding remarks	79
References	82
Appendix 1. List of persons consulted and where interviewed	84