Contents

Foreword - William Antholis, Managing Director, The Brookings Institution xi
Preface xix
Acknowledgments xxix

1 Asia’s Best-Kept Secret
Growing Economic Ties Between India and China 1

2 Succeeding in China
Opportunities and Challenges 45

3 Leveraging India’s Home-Country Advantages
Tata Consultancy Services in China 89

4 Making China a Second Home
Mahindra Tractors in China 115

5 Partnering with Chinese Institutions
NIIT in China 137

6 Driving Indirectly into China
Tata Motors and Jaguar Land Rover 161
CONTENTS

7  Committed Pioneers
    Chinese Companies in India  179

8  A China Roadmap for Indian Companies  223

Notes  249
About the Authors  257
Index  265