

## **Glossary**

CGI	Consulate General of India
CIS	Commonwealth of Independent States
COS	Committee of Secretaries
CRs	Commercial Representatives
DGFT	Director General of Foreign Trade
DOC	Department of Commerce
EAM	External Affairs Minister
EI	Embassy of India
EPC	Export Promotion Council
ERC	Expenditure Reforms Commission
FDI	Foreign Direct Investment
FT	Foreign Trade
HCI	High Commission of India
ITP	Investment and Trade Promotion
ITPO	India Trade Promotion Organisation
MEA	Ministry of External Affairs
MICRA	Manual of Instructions to Commercial Representatives Abroad
MOF	Ministry of Finance
PAAs	Personal Assistants
PPS	Probability Proportional to Size
UK	United Kingdom
USA	United State of America