



Aiming Big with Small Cars: Emergence of a Lead Market in India (India Studies in Business and Economics)

Rajnish Tiwari, Cornelius Herstatt

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This book focuses on the small car segment of India's automotive industry to explain the emergence of lead markets. The authors contend that the current understanding of lead markets does not sufficiently explain the business practices that are born out of the intensified globalization of innovation. Lead markets are considered crucial for the global diffusion of new products and this book investigates whether sustainable lead markets can also emerge in developing economies, and if so, under which conditions. The authors question the conventional wisdom and propose updates and extensions to the lead market theory to better reflect the changing ground realities on ground.

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