ZIMBABWE’S ENGAGEMENT WITH THE EAST: ANALYSING THE COUNTRY’S ECONOMIC RELATIONS WITH CHINA AND INDIA FROM 2003 TO 2015

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DEDICATION

I dedicate this study my wife Arina Chideya and children whose time and parental love was compromised due to the studies.
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ABSTRACT

Zimbabwe adopted the Look East Policy in response to sanctions imposed by the United States and her allies in the West. As a result of the sanctions the country experienced runaway inflation, shortage of foreign currency, shortage of basic goods, and closure of industries, a declining health and education system. Faced with a hostile West in its international economic relations, Zimbabwe responded by announcing the LEP as an alternative foreign policy. India and China became major partners among other eastern world countries. This study utilised the documentary review and key informant interview guide as data collection tools. The key informant interview was done with academics in the field of International Relations, Captains of industry, and officials from various governments. Data collected from the interviews show that there is economic interaction between Zimbabwe and the two Asian countries India and China. It also shows that Zimbabwe is still facing serious economic challenges 14 years after the adoption of the LEP thereby leaving questions on whether Zimbabwe will achieve any economic benefits from the policy. The study recommended that the country should reengage with the West and other economies in the international system for economic growth. Zimbabwe should also enact a law that promotes value addition of raw materials within the country and export finished products. There is also need to encourage and promote research on how best the country can promote economic growth in light of the anarchic international system.
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ABBREVIATIONS

LEP: Look East Policy
ZANU PF: Zimbabwe African National Union Patriotic Front
PF ZANU: Zimbabwe African People’s Union Patriotic Front
ITEC: India Technical and Economic Cooperation
WAPCOS: Water and Power Consultancy Services
TCIC: Telecommunication India Ltd
IT: Information Technology
HIFA: Harare International Festival of Arts
ZIFF: Zimbabwe International Films Festival
IIFF: Internal Images Films Festival
ZACC:
CHAPTER 1

INTRODUCTION

Background to the Study

1.0 Zimbabwe’s relations with China and India

Foreign Policies are designed by the government with the aim of achieving complex domestic and international agendas. In many instances, a country’s foreign policy is influenced by many factors. The Zimbabwean government’s foreign policy certainly has been shaped by a number of factors and this research sought to explore the impact of the look east policy on the socioeconomic development of Zimbabwe. The policy was, as argued by many scholars, influenced by the desire by Zimbabwe to keep afloat her economy following the imposition of sanctions by the United States and the European Union at the turn of the new millennium. The Look East Policy is a policy adopted by the Zimbabwean government in 2003 after a fall out with Britain and The United States of America. The European Union (EU) block also got dragged into the conflict as Britain then was a member of the EU. With the waning of relations between Zimbabwe and the UK along with its western allies, the country officially announced a Look East Policy (LEP) for economic salvation. According to Maroodza (2011), Zimbabwe adopted the Look East Policy with a view to deal with Zimbabwe’s severe economic problems and estrangement from western technology, sources of capital and trade. The Look East Policy which has seen Zimbabwe enjoying cordial relations with South Asian countries and Far Eastern countries like China, Malaysia, Singapore, Indonesia, India and Pakistan gave birth to a number of agreements with various countries. While this move was certainly not unprecedented considering the economic clout that China now enjoyed globally, it drew condemnations from the opposition political parties in the country on the grounds that China had a unsavory human rights record. Despite these cries, the government of Zimbabwe has gone ahead to cement ties with China alongside the rest of Africa. Mudavanhu,(2014) defines the LEP as a country’s relationship with states in the East such as China, Korea, Japan, Malaysia, and India just to mention a few. She observed that for Zimbabwe the policy was created as a response to the effects of the sanctions that were imposed on Zimbabwe by the Western States. Youde (2012) observed that Zimbabwe’s LEP was based on the belief that it
was better to find a new group of allies that would engage Zimbabwe without worrying about its domestic policies, rather than try to carry favour with states that seek only to weaken the country. In implementing the policy, the government has primarily, but not exclusively cultivated closer ties with Asian states, including China, Indonesia, Iran, Malaysia and North Korea.

Matahwa (2007) observed that China has overwhelming economic interest in Zimbabwe over the past two years with over 35 Chinese companies operating in Zimbabwe. The government has issued business permits to Chinese shopkeepers and street traders such as confetti. This has received widespread criticism as this has pushed locals into bankruptcy. China intellectually promoted students at Chinese Universities, (Chigora&Chisi, 2009). This has seen many Zimbabwean students accessing education at Chinese universities. The collapse of the bipolar system and the emergence of the unipolar world under the leadership of the USA gave way to neo-liberalism which flourished as the ideology to guide development. As a counter-strategy, East Asian Tigers emerged with China claiming pole position among the world’s great powers (Chigora and Chisi, 2009). This boosted interaction between China and the developing world. Much has been written on these relations focusing on political survival strategies adopted by the developing world against bullying by the West, (Matahwa, 2007) as well as economic developments as a result of interaction with the East, (Mudavanhu, 2014). The nature of international economic relations is influenced by the relations that existed during the period of decolonization. Matahwa (2007) also observed that China is happy to exploit the many natural resources Zimbabwe has to offer. Matahwa also noted that China offered Zimbabwe a loan facility of US$58 million for the purchase of farming equipment., implements and tools in return Zimbabwe would deliver 110 000 tonnes of tobacco. It was feared that the fall in tobacco production would affect the deal.

In any case, Sino-Zimbabwe relations have a long history and China rendered huge support to the people of Zimbabwe during the struggle for national liberation, (Chigora and Chisi, 2009). Zimbabwe African National Union-Patriotic Front ZANU (PF) and Zimbabwe African People’s Union-Patriotic Front (PF) ZAPU respectively obtained military training and support from China and the then Soviet Union. (Edinger and Burke, 2008) also observed that a number of Zimbabwe’s senior officials and military commanders, including the legendary guerrilla war hero General Josiah Magama Tongogara, received training in China. After 1980, the Chinese government and people continued to offer considerable assistance to Zimbabwe for its national
development. (Chigora and Chisi, 2009) also observed that a number of joint activities were carried out between Zimbabwe and China, for example, China assisted with the construction of the National Sports Stadium in Harare, hospitals, dams, school dormitories, wells, and clothing factories, (Friedrick-Ebert-Stiftung, 2004). The China Capital and Steel Corporation also took part in the construction of number four blast furnaces of the Zimbabwe Iron and Steel Corporation.

Zimbabwe imported manufactured products such as machinery, electrical items, engine and motor parts, plastics, telecommunications items. Interestingly thus, the trade relations are characterized by the classical pattern of trade between developing and developed economies. Mudavanhu (2014) argued that the Look East Policy has not brought any tangible benefits to the Zimbabwe. At the time of this study, the country had signed some mega deals with China which were still to be translated into real benefits for the country. According to Tendi (2011), the objections to the look east policy and its vehement criticism of the negative effects of Chinese investments have not deterred much but it is possible that the opposition movement has managed to manipulate some public opinion against Chinese business investment in the country. Against this background, there has been intense scrutiny of Zimbabwe and China’s trade relations. According to Zimstats (2014), the official exports of Zimbabwe to China amounted to mere $US 47 000, which is quite a pittance and this contrasts with huge amounts of goods which are found in Zimbabwe. Particularly the issue of trade involves many stakeholders like industrialists and business and this research intended to assess the socioeconomic benefits of the Look East Policy.

India and Zimbabwe have a long history of close and cordial relations dating back to the era of the Munhumutapa Kingdom in the 17th century. Later the Indian merchants established strong links with Zimbabwe trading in textiles, minerals and metals (Nyamadzawo and Chigumira, 2010). India has extended support to the liberation movement of Zimbabwe and in 1980 Indira Gandhi participated in the Independence Day celebrations. Since then several Indian Prime Ministers and then President Dr S. D. Sharma has visited Zimbabwe and President Mugabe has visited India several times (Nyamadzawo and Chigumira, 2010). India and Zimbabwe share a similarity of views on most international issues and closely cooperate at United Nations (UN), Non-Aligned Movement (NAM) and other multilateral fora like World Trade Organisation and G 15 Nyamadzawo and Chigumira). Zimbabwe has been seen to support India’s election in position at such forms. In turn, India supported Zimbabwe election on the Human Rights
Commission. On the aspect of development, India has assisted Zimbabwe in the field of education, telecommunications and power sectors. The ITEC programme has been a regular feature of India’s assistance to Zimbabwe for capacity building. ITEC is a scholarship programme offering short-term courses and has been an important aspect of the bilateral relations.

India’s public-sector companies have a successful history of engagement with Zimbabwe like the water and power consultancy services (WAPCOS) AMT and Telecommunications India Ltd (TCIL) have executive projects in Zimbabwe. TCIL has installed IT equipment and software at the University of Zimbabwe, Parirenyatwa hospital and has set up hotline links of the heads of state. In 2012 India has approved US $28.6 million line of credit for upgrading of Deka power station and river water intake system in Zimbabwe (Nyemba et al 2013). However, the level of bilateral trade and investment is not yet commensurate with political relations. Total bilateral trade between the two countries was around US125.51 million in the year 2010-2011 but has almost increased two times and a half in the last five years. Despite concerns over the indigenization law, smaller Indian companies continued to come in for mining in gold, chrome, coal and diamonds (Nyemba, Zungura and Mhandara, 2013).

India and Zimbabwe signed an agreement on Cultural cooperation in May 1981, this agreement expired in 1994. Owing to economic problems Zimbabwe has failed to reciprocate thereby failing to send cultural groups to India at their cultural events. However, Indian cultural groups have participated in cultural events such as (Harare International Festival of Arts (HIFA), Zimbabwe International Films Festival (ZIFF) AND International Images Film Festival for Women (IIFF). The presence of over 10 00 Zimbabweans of Indian origin is a dimension worth noting. These have never experienced any form of discrimination but are rather well respected. Senator K. G Patel who died in 2011 was a member of the politburo and central committee of the ruling ZANU PF party and was accorded national hero status. Mr Bharat Patel is a Supreme Court judge and Justice Ahmed Ibrahim and Adam have retired as Supreme Court and High court judges (www.mea.gov.in).

Specifically looking at the India -Zimbabwe relations there has been a surge in economic relations between the two countries, all against the backdrop of Zimbabwe’s Look East Policy. India imports raw materials from Zimbabwe such as nickel, diamonds, dyes, and non-ferrous metals, whilst Zimbabwe imports finished products such as pharmaceuticals, chemicals, cars
and machinery (Sibanda G, 2013). Such trade relations are typically neo-colonial and exploitative in nature in that Zimbabwe exports cheap raw materials which they import as expensive finished products. On the positive side (Mpofu, 2012) observed that the largest Indian investment in Zimbabwe was instituted in 2010 when Essar Africa Holdings Limited (EAHL) won a tender to take over the financially beleaguered Zisco Steel. However, the volume of trade between India and Zimbabwe does not reach the epic proportions of China-Zimbabwe trade figures.

What is noticeable is that over the past five years there has been an upsurge in the volumes of trade between the two countries. As such prospects for growth are very high. Sibanda (2013) however notes that trade between India and Zimbabwe continue to be skewed towards the latter. This scenario appears to be the case with Sino-China trade as well. Against this backdrop, this study seeks to assess the trade relations between Zimbabwe and two of its trade partners in its LEP. More importantly, this study intends to find strategies to improve Zimbabwe’s trade relations with these two countries.

It is against this background that this research sought to interrogate the success of the country’s look east policy if there are any by focusing on Zimbabwe’s economic interaction with specifically India and China.

1.1 Statement of the problem
Zimbabwe embarked on the look east policy after the imposition of economic sanctions by the West in 2003. The effectiveness of the look east policy as a measure to ensure economic development of Zimbabwe has been met with mixed feelings. Various authors have tried to analyze the effectiveness of the look east policy in relation to the Zimbabwean situation, (Mudavanhu 2014, Matahwa 2007, Sibanda 2013) More importantly Zimbabwe has continued to struggle economically despite having astute diplomatic relations with the likes of China and India. Mudavanhu (2014) observed that the Look East Policy is neo-colonial and exploitative in nature.

1.1 Aim
- To compare the level of economic engagement of Zimbabwe with China and India.
1.2 Objectives

- To evaluate the nature and level of economic cooperation between Zimbabwe and China from 2003-2015.
- To explain the level of economic relations between Zimbabwe and India.
- To assess ways in which economic relations between China and India can be enhanced for Zimbabwe’s benefit.

1.3 Research questions

- What were the contributions of China to the economic development of Zimbabwe in the face of sanctions from 2003-2015?
- What is the level of economic engagement between Zimbabwe and India.
- What strategies can be put in place for Zimbabwe to benefit from its economic relations with China and India?

1.4 Assumptions

Zimbabwe is not getting substantive benefits from the Look East Policy. Since its adoption, the country is still struggling economically with almost all industries have closed shop.

1.5 Justification

This study is important because it comes against the backdrop of Zimbabwe being in limbo economically fourteen years after the adoption of the LEP. The Look East Policy initiative by the government remains a key and defining the position of the country’s foreign policy. At the same time, it is worth noting that the LEP position has been in existence for some time, even when the country experienced serious economic challenges. As such this study is important to economic players as well as politicians as it will also find strategies to actually make the LEP benefit the country. The economic stagnation currently obtaining in the country requires serious and urgent solutions and the look east policy also represents serious intend as China and India have also experienced some economic growth. As such the country could seriously benefit from such trading alliances if proper measures are put in place to realize this potential. This study contributes to both literature and theory of the LEP on Zimbabwe and with the developing world in general. Furthermore, this research will benefit a number of stakeholders such as
researchers, who can carry out further research. Students of policy studies and international relations will find the document useful in their studies.

1.6 Delimitations
While Zimbabwe has engaged numerous countries from Asia, this study only focuses on Zimbabwe’s economic engagement with China and India. On the time aspect, Zimbabwe has a long history of engagement with the selected countries. For example, Zimbabwe’s liberation struggle was aided by the Chinese government but this study will, however, be limited to the interaction between Zimbabwe and the two countries after 2003 when Zimbabwe deliberately adopted the LEP. Furthermore, the researcher acknowledged that there is a wide range of theories explaining the issues raised in the study. The study, however, was guided by the provisions of the realist and neo-liberal theoretical framework.

1.6 Limitation
- Limited resources could have affected travelling. The researcher got financial support from friends and relatives.
- Some respondents were not available to respond to the questions due to commitments elsewhere. The researcher made appointments with the respondents and used a landline to interview them during their free time.
- Some respondents felt uncomfortable to criticize government policy. The researcher shall explain to the respondents that all information shall be kept confidential and names of respondents shall not be published as the study is for academic purposes.

1.7 Definition of terms

**Look East Policy**: as a country’s relationship with states in the East such as China, Korea, Japan, Malaysia, and India (Mudavanhu, 2014).

**Economic Sanctions**: are commercial aid financial penalties applied by one or more countries against a targeted country or an individual, (Collins English Dictionary).

**Foreign policy**: General objectives that guide the activities and relationships if one state in its interactions with other states, Weman Webster, [www.meriam-webster.com](http://www.meriam-webster.com)
**Human rights**: The policy of a sovereign state and its interaction with other sovereign state, HCR [www.ohchr.org](http://www.ohchr.org)

**Economic interaction**: are conducted between economic agents, individuals and collectives, through exchange of natural or artificial entities-goods, services and money, in a myriad of combinations, J. Stepanic Jr 2003, [www.mdpi.org/entro](http://www.mdpi.org/entro)

**Political realism**: is a theory of political philosophy that attempts to explain. It takes as its assumption that power (is ought to be), the primary end of political actions, whether in the domestic international arena, Keneth Minoque [www.iep.ut.edu](http://www.iep.ut.edu),

**Liberalism**: is a political doctrine that takes protecting and enhancing the freedom of the individual to be the central problem of political, [www.britannica.com](http://www.britannica.com)

**Inflation**: is the rate at which the general level of prices for goods and services is rising and consequently, the purchasing power of currency is falling, [www.investopedia.com](http://www.investopedia.com)

**Civil rights**: are an expansive aid significant set of rights that are designed to protect individuals from unfair treatment, they are the rights of individuals to receive equal treatment (aid to be free from unfair treatment of discrimination). In a number of settings including education, employment, housing, public accommodation and more based on certain legally-protected characteristics, [www.civilrights.findlaw.com](http://www.civilrights.findlaw.com)
CHAPTER 2

LITERATURE REVIEW

2.0 Introduction
This chapter focuses on the theoretical framework guiding this research and review of related literature from different authors who researched on the same subject. This study looked at two theoretical frameworks, thus; Liberalism and Realism.

Realism has two classes, classical and neo-realism as theories that apply to the decision by the government of Zimbabwe to engage with China and India in its international economic relations. The literature review focused on what other writers found out on Zimbabwe’s historical engagement with the East especially India and China.

2.1 Theoretical Framework
There are many theories in international relations. This study is based on the theories of liberalism and neo-realism. The assumptions of each theory are examined and illustrated using examples from Zimbabwe, China and India.

2.2 Neorealism
Realism is viewed as the main theoretical framework for the study of international relations. Realists believe the principal aim of a state is survival, states are rational actors, and each state has military capacity, great powers have the most economic and military capacity. The theory is based on the assumption that states are the main actors and legitimate representatives of their citizens and therefore the fundamental analysts of international relations. States pursue self-interests of which the main interest is to acquire power defined in military capabilities (Baylis and Smith, 2006). Smith et al, (2008) observed that states are responsible for their own survival and wellbeing.

Given the state of affairs in the international arena Zimbabwe, China and India are states trying to seek self-driven goals in the face of anarchy. In light of this, Zimbabwe faced with domestic problems ranging from inflation, closure of local industry, unemployment, the disappearance of basic goods in shops among other things looked east for economic survival. From a neo-
realist perspective, each state is responsible for its own survival and well-being (Smith et al., 2008). Therefore, Zimbabwe is a state which has engaged in a foreign policy that seeks self-driven goal and survival in an anarchic world system. The country had to seek an alliance with countries in the East China and India in order to survive internal economic and political turmoil.

From a realist perspective, Zimbabwe’s LEP was a result of external pressure from the United States and its Western allies. Zimbabwe was faced with sanctions from the West resulting in poor economic performance and therefore was left with no option but to look east for a new set of friends for economic survival. China and India discovered an opportunity to strengthen their economy given the abundant natural resources in Zimbabwe. (Smith et al, 2008) Observed that realism seeks to uncover the extent to which a state’s foreign policy is a response to external pressures and incentives as opposed to internal pressures. Waltz (2000) in Baylis & Smith (2006) asserts that globalization is made in America, that is, current institutions and rules that sustain and promote the global economy is under American control. The state has not lost power; in fact, the state has expanded its functions and its control over societies and economies at home and abroad. Waltz (2000) went on to make a case against those who argue that states are less important than corporations, markets, or other non-state actors. In the face of anarchy in the international system, for neo-realists, the state has the power to respond and make the decision for its survival. The LEP is a response to external pressure especially institutions under American control such as the International Monitoring Fund (IMF) and the World Bank (WB) which has limited support to Zimbabwe under Zimbabwe Democracy and Economic Recovery Act (ZIDERA) until the country meets certain requirements such as free and fair elections and rule of law among other things.

2.3 Liberalism

Liberalism resembles a family portrait of principles and institutions, recognizable by certain characteristics such as individual freedom, political participation, private property, and equality of opportunity that all liberal democratic societies, by definition, share to some degree, (Dolye and Recchia, 2011). Dunne in Baylis & Smith (2006) defines liberalism as an ideology whose central concern is the liberty of the individual; liberals see the establishment of states as a necessary part of preserving liberty either from harm by other individuals or by states, the state must always be the servant of the collective will, not the master, and democratic institutions are the means of guaranteeing this. (Mudavanhu, 2014) observed that states, in the view of
liberalism, are configurations of individual and group interests who then project those interests into the international system through a particular government.

Faced with domestic problems such as shortage of basic goods and inflation as a result of sanctions that were harming the ordinary people, the country forged alliances with countries in the east such as China and India. As already alluded to, states are the servants of the collective will of the people. For liberals the LEP as a foreign policy was influenced by individuals, social forces and political institutions specifically the ZANU PF government and its leadership. The LEP can be seen as a failure by the government of Zimbabwe to observe the four essential institutions of the ideal version of liberalism. According to Dyle and Recchia, (2011) the four institutions are: First, citizens possess juridical equality and other fundamental civil rights such as freedom of religion and the press. Second, the effective sovereigns of the state are representative legislatures deriving their authority from the consent of the electorate. Third, the economy rests on recognition of the rights of private property, including the ownership of the mean of production. Fourth, economic decisions are predominantly shaped by the forces of supply and demand, domestically and internationally, and are free from strict control by bureaucracies. The government of Zimbabwe is blameworthy for failure to respect civil rights, the rule of law and respect private property rights.

For China and Zimbabwe, both countries have bad human rights record. As for Zimbabwe the land reform program, Operation Murambatsvina and the violent 2008 election has left a dent on its human rights record, (Mudavanhu, 2014). On the same note, China has a bad human rights record that stifles individual liberty such as the Tiananmen Square massacre (Engel, 1994 in Mudavanhu, 2014). China restricts internet content reaching its citizenry. In 2008, the political violence in Zimbabwe further tainted its human rights record. Many people were beaten for supporting the supposedly ‘wrong’ party. The government had gone as far as restricting Zimbabweans from hearing or viewing foreign broadcasts. Zimbabwe acquired equipment from China to monitor mobile phone and internet communications as an attempt to resist regime change (Friedrhc-Ebert-Stiftung, 2004) in (Mudavanhu, 2014). This is enough to portray Zimbabwe as a country that has not fully adopted liberalism as an ideology to guide its political economy.

The sanctions by the USA and its allies were a threat to Zimbabwe’s economy hence she decided to look for new friends in the east for economic salvation. Globalization and free trade made it easy for Zimbabwe to find a new group of friends hence China and India. (Balylis and
Smith, 2006) pointed out that liberalism is primarily a theory of government, one that seeks to reconcile order (security) and justice (equality) within a particular community.

2.4 China’s relations with Zimbabwe

At the beginning of the new millennium, Zimbabwe received widespread condemnation from the western countries and was slapped with sanctions. The reasons for the sanctions among other things were that Zimbabwe was accused of violently seizing farms, abuse of human rights, winning questionable elections and running the economy down (Moyo and Mdlongwa, 2015). The Look East Policy was a counter strategy to curtail the effects of these sanctions (Matahwa, 2007). The policy saw the development of cordial relations between Zimbabwe, Southeast Asia, and Far East countries, such as the People’s Republic of China, Malaysia, Singapore, Indonesia, India, and Pakistan, (Chigora and Chisi, 2009).

There is a sizable empirical and theoretical literature on Zimbabwe’s look east policy in general. The desire by most African countries to jump-start their economies appear to have influenced the interaction between African states and the Asian countries (Chun 2014). The role played by such countries such as China and India towards the independence of African states from colonialism all influenced the ties that exist between the two countries and Zimbabwe. Studies around the subject have, however, mainly been case studies assessing the challenges and opportunities experienced by some African countries in their engagement with the east and recent researchers have also focused on assessing the level of integration between the Asian countries and the African countries (Heshmati 2010). Furthermore, this study explains how Zimbabwe can learn from the Chinese participation in global trade. For instances, Zimbabwe needs capital and technological injection for her economy to grow, which is the same experience that China went through to come to her current stance on trade and development.

Chun (2014) analyzed the relations between Zimbabwe and China as a model to analyze the relations between China and Africa. The study stressed the relations back from the pre-colonial history. The study, among other things, noted that the relations between China and Zimbabwe have always been positive noting various stages. While acknowledging that, the relations between China and Zimbabwe have been viewed with mixed feeling, China-Zimbabwe relationship is a possible model for China–Africa relations as a whole. Zimbabwe’s policy
towards China is, mainly guided by the country’s Look East Policy while China’s engagement with Zimbabwe is guided by the Forum on China–Africa Cooperation (FOCAC). The paper indicates that Zimbabwe and China, following the support is given by the latter to the former during the liberation struggle between the 1960s and 1980, continue to have positive relations. The relations between the two countries are reported to have gathered extensive momentum in early 2000 following the adoption of the LEP by Zimbabwe. Since then, Zimbabwe and China have signed multiple bilateral agreements in areas of trade, energy, transport, infrastructural development, tourism and human development among other areas. The China-Zimbabwe relationship is unique in that it is driven by two elements, namely the sanctions imposed on Zimbabwe by the US and the EU and the re-engagement policy of China and it is balanced on the political and economic spheres. As such, relations can be inferred to other states of Africa (Chun, 2014).

China’s engagement with African countries is largely premised on economic trade and commercial interests underpinned by a ‘steadfast’ non-interference policy. Trade between Zimbabwe and China has been increasing steadily since 2000, with exports rising from US$100 million recorded in 2000, peaking to US$167 million in 2003 before falling to around the US $140 million in 2009. Similarly, imports FROM China rose from an average of US$30 million between 2000 and 2003 to the US $197 million in 2007 before falling to $132 million in 2008. On the back of strong exports, the country enjoyed trade surpluses for the greater part of the period under review except for 2007 and 2009, (Nyamadzawo and Chigumira, 2010). They also observed that the composition of exports to China has been predominantly agriculture and extractive industrial products such as asbestos, iron and steel, chrome and platinum. Zimbabwe imported manufactured products such as machinery, electrical items, engine and motor parts, plastics, telecommunications items. Interestingly thus, the trade relations are characterized by the classical pattern of trade between developing and developed economies. There is one marked difference, however; the trade balance is significantly tilting in favour of Zimbabwe.

Trade relations with China present a number of opportunities and challenges for the Zimbabwean economy. The major opportunities lie largely on cheap imports and hence affordability, especially by industry and the general populace. In comparison with traditional sources in Europe, America and from within the region Chinese products are 75% cheaper, (Nyamadzawo and Chigumira, 2010). This presented an opportunity to improve the livelihood of the people of Zimbabwe given the runaway percapita income and weak purchasing poor. It
was argued that competition from Chinese imports may discourage monopolistic tendencies and profiteering by both traditional trading partners and local producers. It improves efficiency and price stability on the market. Customs duty generated from imports contributes 14.3% of total revenue resulting in improved fiscal position, (Nyamadzawo and Chigumira, 2010).

The challenge posed regarding Zimbabwe’s trade relations with China is that terms of trade remain in favour of China, mirroring the trade relationship with Europe and America. Zimbabwe remains a producer of raw, low-value exports to China and a market for Chinese finished goods. There is fear that over-reliance on Chinese cheap products may end up overcrowding locally produced goods resulting in factory closure and the inevitable job and income losses in the country as industries across the whole economy may find it unattractive and challenge to compete with cheap Chinese imports, (Nyamadzawo and Chigumira, 2010).

The tourism sector has seen an influx of visitors from China into the country and Zimbabwean visitors into China have also increased. China has granted Zimbabwe an Approved Destination status through an agreement signed by the two countries (Chigora and Chisi, 2009). Zimbabwe has responded to the influx of Chinese tourists by introducing direct flights. Despite the agreement, Zimbabwe is yet to be ranked as one of the favoured destinations due to bad publicity. A lot of effort has to go towards international publicity to portray itself as a safe destination and good place to visit (Friedrich-Stiftung, 2004). On the same note (Moyo, 2014) argues that of the 80 000 Chinese tourists who visited Southern Africa, only 5 000 visited Zimbabwe. Relaxation of visa requirements, by several government ministers, has not yielded much.

The retails sector has seen an increased sale of Chinese made products which are more affordable to the ordinary Zimbabwean and below the price of local products (Friedrich-Ebert-Stiftung, 2004). This has greatly affected the local textile and leather industry which is finding it difficult to compete with these Chinese products. Mudavanhu, (2014) observed that retail trade has remained one-sided as China has made it difficult for Africans to establish African markets or business in the country.

As already been alluded to, China is also interested in the extraction of raw materials such as iron, steel, chrome, diamonds and platinum. Several cooperations and trade agreements have been signed granting these Chinese companies access to mining exploration rights, (Friedrich-
Ebert-Stiftung, 2004). Such trade relations make it impossible for Zimbabwe to diversify its own economy as it relies on the limited income from the sale of raw materials needed by China.

China has also contributed to the development of steel manufacturing in Zimbabwe through the construction of the blast furnace now at the Zimbabwe Iron and Steel Company (ZISCO). Furthermore, China gave interest-free loans and grants to Zimbabwe for different infrastructural development projects. This has led to a situation where at present approximately 30 Chinese companies are established in Zimbabwe with a marked presence in the construction sector such as cement, tile and brick and road construction. The agricultural sector has also received support from China with the purchase of tractors and other agricultural equipment, (Friedrich-Ebert-Stiftung, 2004).

The transport sector is one of the biggest beneficiaries of the LEP. Air Zimbabwe bought two long hauls MA60 bringing the number of its fleet to 8 and Air Zimbabwe was able to expand its domestic, regional and international routes (Chigora and Chisi, 2009). Through an agreement signed between National Railways of Zimbabwe (NRZ) and China Northern Locomotive and Railway Stock Industry (CNR), NRZ was able to buy parts to replace those worn out and bring business back but not to full capacity. The Zimbabwe United Passenger Company (ZUPCO) acquired 135 conventional buses and 41 minibuses from China (Chigora and Chisi, 2009). However, these buses provided temporary relief but could not last long due to lack of spare parts.

On the military sphere, China’s military ties with Zimbabwe are among the closest of any country in the African continent, (Edinger and Burke, 2008). They also observed that a number of Zimbabwe’s senior officials and military commanders, including the legendary guerrilla war hero General Josiah Magama Tongogara, received training in China. The military continues to play a prominent role in Zimbabwe’s politics and the high level of cooperation and exchange between the militaries of the two countries has been an important element in their strong relations. China has become an increasingly vital source of military equipment since the implementation of Western military embargoes.

Though, recently with the fall in tobacco production in Zimbabwe from 240 million kg in 2000 to 80 million kg in 2003, the trade balance tends to even out and the overall value of trade was reduced by two thirds (Freidrich-Ebert Stifting, 2004). On the same note, Matahwa (2007)
observed that 110 000 hectares in the area around Harare are committed to growing tobacco and it was Zimbabwe’s principal foreign export. Historically, it was ranked as one of the world’s leading exporter of tobacco. Analysts say that Zimbabwe earned about US 400 million from tobacco export at the peak of production in the late 1990s. Also in peak times, the industry employed nearly three-quarters of a million people. Matahwa (2007) went on to assert that 2007 was the first year Zimbabwe dropped out of the top six exporting nations, cotton replaced tobacco on Zimbabwe’s principal export. The downward trend then was attributed to commercial farms being negatively affected by the issue of the land reform.

As observed above, China and Zimbabwe have been involved in economic cooperation which has been loop sided with China getting the lion’s share of the trade exchange. At the same time, Zimbabwe experienced rapid economic decline which reached crescendo levels in 2008.

After stabilization of the economy brought about by Government of national unity, in 2009 there are still some concerns about the look east policy and especially trade with China as this has not translated into any tangible economic benefits (Matahwa, 2007). At the time of this research, the country had signed some mega deals with China which were still to be translated into real benefits for the country and against this backdrop, this study intended to understand in-depth the perception of the people towards the LEP and to what extent it has been fruitful for the country.

2.5 India’s relations with Zimbabwe

India’s relations with Zimbabwe are mainly attributed to the country’s shared historical background with Africa. Main issues are around colonialism, a large population, natural resources, low literacy levels and poverty (Lunogelo and Baregu, 2013). Walters (2010) noticed that as emerging economies, India and Africa have a large domestic market and, if taped into, can allow for economic growth. Just like the Chinese policy on Africa, India’s policy on Africa has been there for long but only intensified at the turn of the millennium in the last decade of the 20th century (Lunogelo and Baregu, 2013). On the same note (Nyamadzawo and Chigumira, 2010) observed that India and Zimbabwe have a long history of close and cordial relations dating back to the era of the Munhumutapa Kingdom in the 17th century. Later the Indian merchants established strong links with Zimbabwe trading in textiles, minerals and metals. India has extended support to the liberation movement of Zimbabwe and in 1980 India’s Gandhi participated in the Independence Day celebrations. Since then several Indian
Prime Ministers and then President Dr S. D. Sharma has visited Zimbabwe and President Mugabe has visited India several times (Nyamadzawo and Chigumira, 2010).

The intensified relations between India and Africa have been visible in trade volumes that have dramatically been on the rise since. For instance, Indo-Africa trade increased from US$967 million in 1991 to more than $9.5 billion in 2005 (Modi 2011). In the same vein, (Lunogelo and Baregu (2013) opine that Indian exports to Africa rose from $2 billion to $14.813 billion, and imports by India from Africa increased from $3 billion to $24.728 billion during the same period (Vines 2010). The partnership between India and Africa has been managed through a number of bilateral and multilateral agreements that the two observe. For instance, Walter (2011) points out that in March 2010, the Confederation of Indian Industries (CII) together with the India EXIM Bank hosted a meeting with 34 African countries with the sole aim of giving the represented African countries some guides on how best to create short and long-term visions for economic development.

India’s participation in trade has also been enhanced by the country’s membership to the BRICS. Didier and Hoarau (2013) analyzed factors influencing bilateral trade flows between Sub-Saharan African [SSA] and BRICs countries. The BRICs comprises of Brazil, Russia, India, and China. The study achieved this by assessing bilateral exports and imports of 47 Africans countries relative against BRICs at multilateral and bilateral levels between 2000 and 2010. The research found that distance and geographical remoteness had a negative impact on the trade development between SSA and BRICs. It, however, as noted by (Lunogelo and BareguI, 2013) that the GDPs of both SSA and the BRICs continued to rise during the period under review. The findings of the study clearly shows that Indian relations with Africa are mainly influenced by the colonial history the two shares as indicated by Burger et al (2009) that Africa is strengthened by her abundant natural resources is an indication of the nature of trade that exist between Africa and most Asian countries including those not part of the BRICs. The study justifies the relations that exist between India and Zimbabwe both of whom the former colonies of Britain. The ties between the duo can thus be traced back to the colonial background which is of effect to the economic trajectory followed by both countries.

The diplomatic relations between Zimbabwe and India are very sound since they share common positions on international issues. This partly stems from the two countries having a similar colonial history and struggle to be free from the British. As a result of this the two countries
having a similarity of views on most international issues and cooperate closely at platforms like the UN, NAM and other multilateral institutions like G-15 and WTO. India has rendered support to Zimbabwe in the Human rights commission. In turn, Zimbabwe has supported India in its elections to ECOSOC, UNESCO and the council of the international civil aviation organization (ICAO), (Nyemba et al, 2013). There are many platforms where the two countries intersect and generally political relations between the two countries are cordial.

Trade between India and Zimbabwe stood at US$ 125.51 million during the period of 2010 to 2011. What these figures show is the improvement in the trade volumes between 2008 and 2011 leading to a growth of US11, 56million (Business Economy, 2011). Hence prospects for trade are quite high. It also shows that the partnership between Zimbabwe and India is advantageous to both countries and the possibility of stronger ties is very strong. According to Sibanda (2013), India imports diamonds, nickel, dyes and non-ferrous metals from Zimbabwe, while Zimbabwe, on the other hand, benefits from minerals trade with India. Sibanda (2013) further asserts that most diamond firms in Zimbabwe sell their gems to the Indian market, where they fetch better prices than elsewhere in the world. Adding on India was instrumental in leading a coalition of developing countries in opposing Western countries bid to label the country diamonds as `blood diamonds`. Zimbabwe was one of the leading diamond suppliers while India happened to be the major buyer. It can be inferred from this that both countries benefited from their economic relations.

According to Nyemba et al (2013), the impact of Indo – Zimbabwe trade and investment partnership has been tremendous. Nyemba (2013) contends that in the period 2002 to 2003, trade between Zimbabwe and India was at almost at par and slightly in favour of India. Trade between the two states began to increase steadily until in the 2007 and 2008 period where Zimbabwean exports to India began to decline dramatically particularly because of the economic crisis which had crippled the state. Even the signing of the Global Political Agreement did not increase Zimbabwean exports to India particularly because most local Zimbabwean industries have closed due to stiff competition from cheap Chinese goods, economic demise in the late 2000s and lack of foreign investment. However, as is shown by the table, Indian exports to Zimbabwe have increased phenomenally to US$113.95 against Zimbabwean exports to India which were US$11.56. These figures show that trade between the two countries, through reciprocal has been asymmetrically skewed in favour of India.
2.5.1 India-Zimbabwe Bilateral Trade 2002-2011

Table 1.1: India-Zimbabwe Bilateral Trade 2002-2011

<table>
<thead>
<tr>
<th>Year (April-March)</th>
<th>Exports to Zimbabwe in (million USD)</th>
<th>Imports from Zimbabwe (in million USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2002-03</td>
<td>15.83</td>
<td>14.04</td>
</tr>
<tr>
<td>2003-04</td>
<td>23.51</td>
<td>16.42</td>
</tr>
<tr>
<td>2004-05</td>
<td>23.45</td>
<td>27.15</td>
</tr>
<tr>
<td>2005-06</td>
<td>23.99</td>
<td>25.55</td>
</tr>
<tr>
<td>2006-07</td>
<td>31.90</td>
<td>32.18</td>
</tr>
<tr>
<td>2007-08</td>
<td>31.91</td>
<td>22.24</td>
</tr>
<tr>
<td>2008-09</td>
<td>58.99</td>
<td>13.77</td>
</tr>
<tr>
<td>2009-10</td>
<td>48.70</td>
<td>21.87</td>
</tr>
<tr>
<td>2010-11</td>
<td>113.95</td>
<td>11.56</td>
</tr>
</tbody>
</table>

This depicts a dependency picture where the metropolis or capitalist core has changed location from the West to the East and Zimbabwe remains a satellite or peripheral state. The notion of South-South cooperation in this case is problematic in the sense that India, the fourth largest and one of the fastest growing economies of the USA, China and Japan, and Zimbabwe, a country still recovering from a pre-Government of National Unity economic quagmire are engaged in an unequal trade and investment partnership.

Conversely, the discovery of diamonds in Marange District in Zimbabwe portrays a glimmer of hope for the country. Already the country has experienced economic growth rates ranging from 5% to 9% per annum following the discovery of the precious metals (Nyemba et al 2013). However, the current position at Marange diamond fields points to the fact that the diamond industry is failing to improve Zimbabwe’s economy. The capacity building efforts by India as well as the investment in value addition for Zimbabwean diamonds and other minerals will ensure that Zimbabwe, with time, begins to benefit from its engagement in trade and investment with India. However, India has in the past received international condemnation for taking part in illegal smuggling of diamonds extracted from Zimbabwe's Marange diamond fields which have been termed blood diamonds. (Mpofu, 2012) To what extent this is true remains to be
seen, but what is evident on the ground is economic progress for both countries as they engage
in trade and investment.

On the aspect of development, India has assisted Zimbabwe in the field of education,
telecommunications and power sectors. The ITEC programme has been a regular feature of
India’s assistance to Zimbabwe for capacity building. ITEC is a scholarship programme
offering short-term courses and has been an important aspect of the bilateral relations. India’s
public sector companies have a successful history of engagement with Zimbabwe like the water
and power consultancy services (WAPCOS) AMT and Telecommunications India Ltd (TCIL)
have executive projects in Zimbabwe. TCIL has installed IT equipment and software at the
University of Zimbabwe, Parirenyatwa hospital and has set up hotline links of the heads of
state. In 2012 India has approved US $28.6 million line of credit for upgrading of Deka power
station and river water intake system in Zimbabwe (Nyemba et al 2013). However, the level of
bilateral trade and investment is not yet commensurate with political relations. Total bilateral
trade between the two countries was around US125.51 million in the year 2010-2011 but has
almost increased two times and a half in the last five years. Despite concerns over the
indigenization law, smaller Indian companies continued to come in for mining in gold, chrome,
coal and diamonds (Nyemba,Zungura and Mhandara, 2013)

India and Zimbabwe signed an agreement on Cultural cooperation in May 1981, this agreement
expired in 1994. Owing to economic problems Zimbabwe has failed to reciprocate thereby
failing to send cultural groups to India at their cultural events. However, Indian cultural groups
have participated in cultural events such as (Harare International Festival of Arts (HIFA),
Zimbabwe International Films Festival (ZIFF) AND International Images Film Festival for
Women (IIFF). The presence of over 10 000 Zimbabweans of Indian origin is a dimension
worth noting. These have never experienced any form of discrimination but are rather well
respected. Senator K. G Patel who died in 2011 was a member of the politburo and central
committee of the ruling ZANU PF party and was accorded national hero status. Mr Bharat Patel
is a Supreme Court judge and Justice Ahmed Ibrahim and Adam have retired as Supreme Court
and High court judges (www.mea.gov.in). Specifically looking at the India -Zimbabwe
relations there has been a surge in economic relations between the two countries, all against
the backdrop of Zimbabwe’s Look East Policy. India imports raw materials from Zimbabwe
such as nickel, diamonds, dyes, and non-ferrous metals, whilst Zimbabwe imports finished
products such as pharmaceuticals, chemicals, cars and machinery (Sibanda G, 2013). Such
trade relations are typically neo-colonial and exploitative in nature in that Zimbabwe exports cheap raw materials which they import as expensive finished products. On the positive side (Mpofu, 2012) observed that the largest Indian investment in Zimbabwe was instituted in 2010 when Essar Africa Holdings Limited (EAHL) won a tender to take over the financially beleaguered ZISCO Steel. However, the volume of trade between India and Zimbabwe does not reach the epic proportions of China-Zimbabwe trade figures.

What is noticeable is that over the past five years there has been an upsurge in the volumes of trade between the two countries. As such prospects for growth are very high. Sibanda (2013) however notes that trade between India and Zimbabwe continue to be skewed towards the latter. This scenario appears to be the case with Sino -China trade as well. Against this backdrop, this study seeks to assess the trade relations between Zimbabwe and two of its trade partners in its LEP. More importantly, this study intends to find strategies to improve Zimbabwe’s trade relations with these two countries.

2.6 Conclusion
The chapter has looked at the review of related literature of Zimbabwe’s engagement with China and India. Two theories of international relations thus, liberalism and neo-realism were examined in relation to the country’s LEP. The various authors who researched on the above subject matter found out that there are various contributions made economically by these countries engagement with Zimbabwe. However, to a large extent, China, as compared to India, has bigger volumes of trade with Zimbabwe

CHAPTER 3

METHODOLOGY

3.0 Introduction
This chapter presents the research methodology to be used in the study. It lays out the research paradigm, approach, philosophy and research design, study area, target population, sampling procedure, data collection methods, data analysis and presentation techniques as well as the
ethical consideration to be upheld in the research and the ways of ensuring validity and reliability of findings.

3.1 Research Paradigm
According to Denzin and Lincoln (2005:3), there are basically, three research approaches, namely quantitative, qualitative and mixed or combined approaches. Given the vertical orientation of this study, the researcher opted for qualitative research which according to Denzin and Lincoln (2005) is a situated activity that locates the observer in the world. It consists of a set of interpretive, material practices that make the world visible. These practices transform the world. They turn the world into a series of representations, including field notes, interviews, conversations, photographs, recordings, and memos to the self. At this level, qualitative research involves an interpretive, naturalistic approach to the world. This means that qualitative researchers study things in their natural settings, attempting to make sense of, or interpret, phenomena in terms of the meanings people bring to them.

Creswell (2005) concurs with this by arguing that qualitative research flows from philosophical assumptions to the school of thought or worldview, and through to theoretical underpinnings and studying the research problem investigating into the peculiar socially constructed meanings that individuals or groups ascribe to a social problem. In line with these conceptualizations, this approach as it is rooted in ISS paradigm it is about interpreting the Zimbabwean constructed social reality of foreign policy and how this perception has influenced the country’s interaction with the Asian countries since the adoption of the policy in 2003. This was done through inquiring into the meanings, perceptions, attitudes and views given to it by different individuals within the Zimbabwean context. Therefore, this approach was based on the belief that meanings about the social reality are mentally and socially constructed by people as they relate to, interact with and interpret the world they live in (Merriam, 2002; Schurink, 1998).

3.2 Research Design
This study adopted a single descriptive case study approach by focusing on Zimbabwe’s relations with India and China as the units of analysis. Case study is a research approach investigating into a contemporary phenomenon within some real-life context when answering such explanatory ‘how’ and ‘why’ questions where the researcher has limited control over events (Yin, 2009 and 2014) with which an in-depth understanding is a primary goal (Neuman,
2014; Stake, 1995). This approach was considered suitable for this study mainly because the study was focusing on inquiring a nuanced in-depth understanding of how Zimbabwean benefited from the LEP.

This research design has unique strengths over others such as phenomenology, grounded theory, ethnography and narrative analysis in that it reflects on four essential tests of validity, namely construct validity, external validity, internal validity and reliability (Yin, 2003 and 2009). Construct validity’s major aim is to confirm facts thereby reducing subjectivity in gathering factual data relating to why the Zimbabwean foreign policy since 2003. External validity is about confirming the credibility of findings through repeatability of results from which they can be analytically generalized to other settings. With reference to this, the original single case study research conducted by Allison (1972) in his Cuban Missile Crisis inquiry recommends that the explanation derived from his findings were analytically applicable to other situations and to this effect extending the relevance of his single-case study to other different settings. The researcher was thus of the opinion that the findings of this research would influence any related understanding on the relations of Zimbabwe and any other country in Asia and the relations between the Asian countries and any other country in Africa.

On this, Allison and Zelikow (1999) and Yin (2009) argue that a single case study has greater explanatory power to give significant explanations, descriptions and generalizations to other different settings. Internal validity’s main objective was done to demonstrate relationships among different factors; in this case, the inquiry interrogates the internal and external determinants of Zimbabwe’s experiences in dealing with India and China since the adoption of the Look East Policy. According to Yin (2009 and 2014 ), what makes a case study that unique is its unique advantage of being capable of dealing with a great deal of evidence relating to the phenomenon understudy to be collected from interviews, observations, documents and artefacts.

3.3 Data Collection Methods and Research Instruments
As case studies respect multiple sources of evidence, Yin (2009 and 2003) observed six most commonly used data collection techniques in them, namely documentary analysis, interviews, direct observation, participant observation, archival records and physical artefacts. However,
for the purposes of this study the two major sources of qualitative data collection, namely interviews and documentary analysis (Merriam, 2002b), will be used.

3.3.1 Primary Data

3.3.1.1 In-depth Interviews
Interviewing according to Kahn and Cannell (1957:149) is “a conversation with a purpose” or “guided conversations rather than structured queries” (Yin, 2003:89). Interviews are one of the most significant sources of case study data as most case studies are about human affairs (Yin, 2009 and 2003), in-depth interviews were used in this study. In-depth interviews are open-ended, discovery-oriented, and deeply examine the participant’s thoughts, feelings, opinions, perceptions, viewpoints and perspectives as well as analysing fresh issues in depth (Boyce & Neale, 2006; Guion, Diehl & MacDonald, 2011). Thus, this study by viewing the benefits that Zimbabwe got from her relations with India and China was viewed as a socially constructed phenomenon. In-depth interviews tend to be one of the major data collection techniques to be used in understanding people’s perceptions of it.

Thus, in-depth interviews were conducted to answer the following research questions: What were the contributions of India and China to economic development of Zimbabwe in the face of sanctions from 2003-2015? what is the level of economic engagement between Zimbabwe and India? and what strategies can be put in place for Zimbabwe to benefit from its economic relations with China and India? In soliciting data through this technique, an in-depth interview guide was used as a research instrument.

The in-depth interviews were conducted with key informants who were purposively selected. These were selected mainly from Ministry of Finance and economic planning, Department of Migration, Ministry of Public Labour and Social Welfare, Ministry of Foreign Affairs, Ministry of Industry and Commerce, captains of industries, academics and experts in the field of international relations and economic development.

3.3.1.2 Advantages of in-depth interviews
In-depth interviews are mostly used in qualitative research generally and case studies specifically because they furnish an in-depth undiluted individual understanding (Yin, 1994,
This is large because in-depth interviews have a vertical orientation to the subject understudy. By going vertical, this technique has five essential elements that best suit this ISS single case study research.

These are the advantages of combining structure and flexibility, its ability to allow further probing so as to understand the context and further elaboration, its face-to-face interaction allowed the researcher to capture non-verbal communications such as facial expressions which were essential for deep understanding, physical encounter with individual respondents allowing deep exploration, and finally its interaction orientation allowed knowledge generation depending on ideas, perceptions of feeling given by the respondents (Ritchie & Lewis, 2003).

3.3.3.3 Weaknesses of in-depth interviews
It is prone to bias and researcher reflexivity because respondents will be aware that they are being interviewed, hence they are bound to behave not in their natural settings and can express what the interviewer wants to hear. Further, it is difficult to generalize findings to the larger population using in-depth interviews because the researcher could not interview many of them. However, to circumvent these weaknesses, the researcher corroborated the data gathered using this technique with those gathered using documentary analysis so as to cross-validate the data.

3.3.2 Secondary Data

3.3.2.1 Documentary Review
To Scott (1990:123) a document is an artefact which has as its central feature an inscribed text. Mogalakwe (2006) defined documentary analysis as a qualitative data collection technique focuses on the investigation of various textual data from different primary and secondary data sources from both the private and public domain. It is one of the major qualitative data collection techniques (Merriam, 2002b) and mostly used in case studies (Yin, 2003). In utilizing this technique, this study made use of primary data sources. In this case, the primary documents used were on Zimbabwe’s social and economic ties with Asian countries. These included bilateral and multilateral agreements, minutes and reports from India-Africa forum and the FOCAC. Further, a series of resolutions, official speeches, official video and audio transcripts, policy documents and policy declarations, official correspondence, ministerial
policy statements, administrative reports, newspapers and letters, memoranda, communiqués, announcements and minutes of meetings relating to the subject under study.

3.4 Sampling

3.4.1 Purposive Sampling
Sampling is defined as the process of selecting apart from the population representative enough for the whole (Boyce & Neale, 2006). Given the qualitative nature of this study, purposive sampling technique was used in the selection of respondents for in-depth interviews and documents for documentary analysis. To Babbie (2010) purposive sampling is a non-probability sampling technique with a selection process of units of analysis based on the researcher’s judgment about their knowledge, experiences and expertise. On this (Lincoln & Guba, 1985) concurs by arguing that purposive sampling is a deliberate attempt to select certain participants with unique features in the research process.

Thus, the researcher purposively selected the relevant documents and 15 respondents comprising of high ranking officials in the named sectors, ministries and government departments. This was based on their unique knowledge, expertise and experiences of the phenomenon under investigation, the selection of this technique were mainly because some units of analysis are deemed more useful and possess the much needed unique information of the phenomenon understudy than others. Also, snow-balling sampling was also used to interview other key informants and in soliciting data from other documents relating to subject understudy which the researcher would get to know through these purposively selected units of analysis.

3.5 Data Analysis Methods
Data analysis, according to Yin (1994), entails the examination, categorization, tabulation or otherwise the recombination of evidence to address the initial propositions of a study. This study used the qualitative data analysis techniques, namely thematic and qualitative content analyses.
3.5.1 Qualitative Content Analysis

Qualitative content analysis has been viewed by Bryman (2004:55) as "the longest established method of text analysis among the set of empirical methods of social investigation". According to Mayring (2014), this technique is about the hermeneutical and dialectical interpretation of textual data through systematic coding of major themes, clusters, categories and or cases in an endeavour to extract deeper meanings and patterns within a written work. In this study, data to be collected through documentary analysis relating to the subject under study. This technique was used because its hermeneutical and dialectical lenses help in extracting major themes, patterns and meanings from different texts relating to Zimbabwe’s interaction with India and China. Thus, the researcher used this technique to analyse data drawn from artefacts of social communications such as pieces of legislation, reports, and newspaper articles, official video and audio transcripts relating to the subject being interrogated.

3.6.2 Thematic Analysis

In this study, the data collected through in-depth interviews were analysed thematically through thematic analysis on a case-by-case basis. To Rice and Ezzy (1999) thematic analysis is about identifying themes through careful reading and re-reading of the collected data. The technique involves examining and recording patterns of emerging themes from the data collected. The themes were formed categories of analysis. In this respect, the data collected through in-depth interviews were grouped into themes through a system of coding or indexing (Lacey & Luff, 2001) of data with similar characteristics and then analysed on a case-by-case basis.

Before analysis, the researcher first familiarizes himself with the collected data by immersing himself into it through reading and rereading the transcribed data. Data transcription was done to come up with major themes, patterns and meanings. This helped the researcher to immerse himself into the data. Therefore, when analysing these qualitative data, this technique required its organization into a logical way, followed by its categorization into meaningful groups, then interpretation scrutinizing it so as to establish major themes, patterns and meaning and finally to generalize (Leedy & Ormrod, 2005). Thus, in this study, the data collected through in-depth was first reduced through summarization and then organized into specific cases. These cases were further broken into different categories of similar elements. However, similar cases were combined to form categories of similar elements and these similar categories were further combined to form major themes of similar characteristics. This helped in providing useful
insights, patterns and meanings relating to the assessment of Zimbabwe’s association with India and China since the adoption of the LEP in 2003.

1.6. Ensuring Validity and Reliability

To Creswell (2007) validity is the process of establishing the authenticity, credibility and the accuracy of findings of the research. To ensure internal, external and construct validities this study used various strategies developed by Creswell and Miller (2000). Triangulation of methods of data collection is one of these strategies. It is about the usage of different theories, techniques of data collection, researchers and methods so as to furnish corroborating evidence (Milles & Huberman, 1994; Creswell, 2007). This study used multiple data sources such as document analysis and in-depth interviews to establish credibility, authenticity and accuracy of the research findings. According to Eisner (1991), this is called structural corroboration which means usage of multiple data sources to support or contradict the interpretation. In his words “we seek a confluence of evidence that breeds credibility that allows us to feel confident about our observations, interpretations and conclusions” (Eisner, 1991:112).

Further, peer debriefing or review strategy was used in this study to ensure validity. The researcher submitted the findings to the peers for their review about the validity of methods, meanings, interpretations, conclusions and feelings employed by the researcher in the compilation of findings (Creswell, 2007). This maximised validity in the sense that peers would ask objective, hard and honest questions relating to these issues. Also, the researcher consulted an external auditor regarding the credibility and accuracy of both the process and substance of the research (Creswell, 2009). Therefore, the researcher consulted an external auditor who has no connection with this study whatsoever so that he or she will examine objectively whether the findings, conclusions and interpretations are supported by the collected data.

To maximize validity the researcher from the beginning clarified his background since researcher reflexivity has greater implications on the interpretation of findings (Merriam, 1988). Thus, the researcher clearly demonstrated his prejudices, past experiences, assumptions, biases and orientations that have the probability of influencing data interpretation. Further, validity was ensured through member checking by soliciting the views of participants about the credibility and authenticity of the findings and their interpretations (Creswell, 2009; Stake, 1995). To Stake (1995) this strategy of giving participants the major role to play in the validation process was the most critical in ensuring the credibility of findings. Also, the study
provides a rich and thick description of findings which allows readers to make decisions relating to the transferability of these findings to other different settings (Creswell, 2009). This is due to the analytical generalizations suggested by this study since a detailed description and explanation of the phenomenon understudy and participants were provided. Thus, by using these detailed descriptions and explanations readers will establish patterns of behaviour and shared characteristics (Stake, 1995) which are useful for transferability and extrapolation of findings to a totally different setting.

On reliability check, the focus was on the repeatability of findings and conclusions if a similar research is to be carried out by another investigator in the same unit of analysis using similar methodology (Yin, 2009). This study is going to ensure reliability through documenting all the methodological procedures to be used in this study in order for the later investigator to replicate on.

3.7 Ethical Considerations
Research ethics provided guidelines for the responsible conduct of this research. The researcher proceeded to conduct the study after securing permission from responsible authorities beginning with Bindura University of Science Education Social Science faculty and the Department of International Relations. The researcher was guided by the obligations of carrying out the study in a way that does not harm the respondents while achieving the desired objectives. In carrying out the inquiry, the following key research ethics were observed: informed consent, voluntarism, right to privacy and protection from harm. The researcher committed to using all the obtained data for academic purposes only.

3.8 Conclusion
The chapter was concerned with the methodology used in the research. The research method used was qualitative research method. The case study approach was used to get to the core of issues under investigation. The research used in-depth interviews and documentary review as main data collection methods. The data analysis methods used were qualitative content analysis and thematic analysis. To ensure validity the researcher used triangulation of methods of data collection. The next chapter will dwell on data presentation and discussion of data collected using the data collection instruments discussed above.
CHAPTER 4

DATA PRESENTATION, DISCUSSION AND ANALYSIS

4.0 Introduction
This chapter presents findings from the research. Data collected from in-depth interviews and documentary review is presented. The feelings and perceptions of selected senior government officials, captains of industry and academics complemented with documents on the same subject matter portray the extent of the relationship between Zimbabwe India and China. Zimbabwe China and India have, however, cooperated in sectors. The data is presented in thematic areas that are trade, pharmaceuticals, extraction, energy, tourism, manufacturing and retail business, education.
4.1 Themes emerging from the study

4.1.1 Zimbabwe’s trade relations with China and India

Freidrich-Ebert-Stiftung (2004) observed that asbestos, iron and steel, chrome and platinum are also being purchased by China. Zimbabwe imported manufactured products such as machinery, electrical items, engine and motor parts, plastics, telecommunications items. Freidrich-Ebert-Stiftung (2004) noted that the trade relations are characterized by the classical pattern of trade between developing and developed economies. Both the academics and captains of industry interviewed view the trade relation between Zimbabwe China and India as neo-colonial and exploitative. Nyamadzawo and Chigumira (2010) also observed that the challenge posed regarding Zimbabwe’s trade relations with China is that terms of trade remain in favour of China mirroring the trade relationship with Europe and America. Zimbabwe remains a producer of raw, low-value exports to China and a market for Chinese finished goods.

China has become Zimbabwe’s biggest trade partner since the adoption of the LEP in 2003. Trade between Zimbabwe and China, according to Mandizha (2016) peaked up to nearly $1, 2 billion between January and November 2015 up from $1, 1 billion in 2013. Zimbabwe and China signed multiple multibillion-dollar deals whose objectives was to ensure maximum investment by the Chinese in the country. Many people and authorities have raised reservations towards these deals arguing that some of them are not fruition. One industrialist interviewed openly said “these Chinese and Americans are two sides of the same coin, the Chinese are imperialists who have taken advantage of the situation. They have opened markets for their goods which are flooding the market destroying local industry and forcing locals out of business.”

The fall in tobacco production in Zimbabwe from 240 million kg in 2000 to 80 million kg in 2003 the trade balance tends to even out and the overall value of trade was reduced by two thirds (Matahwa, 2007). As observed above, China and Zimbabwe have been involved in economic cooperation and this has been lop-sided with China getting the lion share of the trade exchange. At the same time, Zimbabwe experienced rapid economic decline which reached crescendo levels in 2008. After stabilization of the economy brought about by Government of national unity in 2009, there are still some concerns about the LEP and especially trade with China as this has not translated into any tangible economic benefits,
(Matahwa, 2007). Most respondents observed that the country had signed some mega deals with China which were still to be translated into real benefits for the country. One respondent said that it is sad that Zimbabwe has been paying its loans with unprocessed tobacco from auction floors of which the value is very low.

According to Tendi (2011), the objections to the look east policy and its vehement criticism of the negative effects of Chinese investments have not deterred much but it is possible that the opposition movement has managed to manipulate some public opinion against Chinese business investment in the country. Against this background, there has been intense scrutiny of Zimbabwe and Chinese trade relations. According to Zimstats (2014), the official exports of Zimbabwe to China amounted to mere $US 47 000, which is quite a pittance and this contrasts with huge amounts of goods which are found in Zimbabwe. Particularly the issue of trade involves many stakeholders like industrialists and business and this research intended to assess the socioeconomic benefits of the look east policy. Industrialists and businessman interviewed had reservations on the benefits of the trade relations. Most respondents felt the relationship that exists promoted Chinese interests more than Zimbabwean interests. A respondent in the capital said “Look at the volumes of goods entering the country from China imported by Zimbabweans and Chinese nationals then compare with products leaving Zimbabwe to China. This can only prove to the ordinary Zimbabwean that the country is benefitting almost nothing from China.”

Specifically looking at the India-Zimbabwe relations there has been a surge in economic trade between the two countries, all against the backdrop of Zimbabwe’s Look East Policy. However, the volumes of trade between India and Zimbabwe do not reach the epic proportions of China-Zimbabwe trade figures. However, what is noticeable is that over the past five years there has been an upsurge in the volumes of trade between the two countries. As such prospects for growth are very high. Sibanda (2013) however notes that trade between India and Zimbabwe continue to be skewed towards the latter for instance India exported to Zimbabwe goods worth 113.95 million dollars whilst Zimbabwe exported to India goods worth 11.56 million dollars. This scenario appears to be the case with Sino-Zim trade as well.

The Economic interaction between Zimbabwe and India was found to be involving a wide range of commodities. Trade between Zimbabwe and India grew by 66% in 2016 and the volume was approximately $222.31m in 2016 (Sibanda, 2013). The volume of the bilateral
trade and investment is not commensurate with political relations that the two countries enjoy as of 2016 indicating that India exported a total of US$131.68 million while the country exported nearly US$69 million worth of goods and services to India (Nyemba, 2014). On the same, not Nyemba (2013) observed that trade between Zimbabwe and India has been skewed in favour of India. In 2010-2011 India exports to Zimbabwe amounted to 113.95 million dollars and imports from Zimbabwe only 11.56 million dollars. This depicts a dependency picture where the metropolis or capitalist core has changed location from the West to the East and Zimbabwe remains a satellite or peripheral state.

Information on trade relations gathered from captains of industry and academics concurs with evidence from document analysis. They agreed that there was really a movement of goods to and from China but however indications were that Zimbabwe has become a dumping site for Chinese products which has killed local industry. One of the captains of industry was quick to point out that, “the textile industry was one of the most affected rendering thousands of people jobless.” Another businessman argued that the trade relations will not benefit Zimbabwe as long as the country export raw materials to China and India while Zimbabwe is importing finished products. An academic from one university in Zimbabwe indicated that while the relationship with China and India was that of survival Zimbabwe is using primary products which have a low value on the international market to balance trade. One respondent said, “The LEP is more of a political rhetoric and the economic benefits are minimal and next to nothing.”

4.1.2 Pharmaceuticals

India is one of the major sources of pharmaceutical products used in Southern African. According to the Trade and Law Centre (Tralac), India is one of the lowest-cost source of medical drugs in the world making it a favourable source of the products to most African countries. Zimbabwe has not been left out of these developments. Zimbabwe’s medical drugs bill from India rose from $14 million in 2008 to more than $50 million in 2013 (http://source.co.zw/2015/03/zimbabwe-india-trade-leaps-to-133mln-on-pharmaceuticals-but-cotton-exports-collapse/). An expert from one of the government ministries concurred with the fact that Zimbabwe was benefitting more from drug imports from India and China. These have become a common sight in most health service centres such as hospitals and pharmacies. One of the respondents pointed out that, “Natpharm which supply drugs is poorly funded and that
the government has not been paying to this national drug supplier hence it is importing drugs on credit from these countries.”

4.1.3 Extraction industry

Zimbabwe’s agricultural exports to India are mainly cotton which is used in the Indian cotton ginneries. The product earned Zimbabwe $20 million in 2012 but the volume of cotton exports to India continue to dwindle in the aftermath. Reasons have been ranging from natural disasters and the fall in global cotton prices. The latter has been instrumental in the fall in cotton production even in Western countries. In Zimbabwe, some respondents argue that the fall in cotton production was also influenced by the high demand of tobacco in the country which led to many farmers abandoning cotton production. However, some respondents said it is worth noting that Indian companies such as Grafix and Insing have contributed to the production and value addition of the cotton product through ginning, soap, cooking oil and cattle cake production. Above all the cotton sector created employment for local people. Captains of industry noted that cotton was being exported as raw material to countries such as India. One respondent said that “The value-added cotton products are for local use only but due to the influx of cheap Chinese products the textile industry which provides a market for lint has been hard hit.”

The presence of Chinese companies and people in the agricultural sector of Zimbabwe could not be ignored as many farmers, government stakeholders and academics expressed that China is now taking part in the sector. The sector remained one of the most challenged after the West had withdrawn their aid following the imposition of economic sanctions. China has emerged as both a buyer of agricultural products as well as the sponsor of much of the farming activities in the country. China has supported both grain and cash crop farming in various ways in Zimbabwe. Respondents on this aspect pointed out that China provided loans of agricultural equipment such as tractors and ploughs to support production by newly resettled farmers.

The most notable Chinese company in agriculture is the Tianze Tobacco which is a Chinese parastatal company involved in contracting local tobacco farmers as well as buying the produce by the same. Since announcing Zimbabwe’s Look East policy in 2003, Chinese investors have established a strong presence in Zimbabwe’s tobacco sector. In 2015 for instance, the Centre for Chinese Studies Stellenboch University noted that Zimbabwe exported over 54% of its tobacco to China the quantity of this export continue to grow as seen by the continued increase
in the total quantity of tobacco that Zimbabwe has been producing over the same period of time. A point that industrialists and farmers interviewed concurred with.

Respondents from the government departments and captains of industry noted that the mining sector has also benefitted from the relations with China and India with notable mines such as Trojan Nickel mine which was taken over by the Chinese. Mpofu (2012) observed that the largest Indian investment in Zimbabwe was instituted in 2010 when Essar Africa Holdings Limited (EAHL) won a tender to take over financially beleaguered ZISCO Steel. China is also interested in the extraction of raw materials such as Iron, steel, chrome, diamonds and platinum. Several cooperation and trade agreements have been signed granting these Chinese access to mining exploration rights (Freidrich-Ebert-Stifting, 2004). Such trade relations make it impossible for Zimbabwe to diversify its own economy as it relies on the limited income from the sale of raw materials needed by China. Respondents felt that the presence of the Chinese and Indians has not transformed the Zimbabwean economy given the fact that they have an interest in raw materials. One academic noted that, “nothing changed much since the adoption of the LEP there is still inflation even when we are using multi-currency system.”

However, the contributions of these countries in diamond minefields of Chiadzwa have been met with mixed feelings as the respondents felt that Zimbabwe did not benefit much citing poor remittances as also pointed out on one occasion by President Robert Mugabe. Academics lamented the contributions of these two countries in mining. One respondent pointed out that these countries are exploiting our natural resources whilst the country was benefitting little. He said that he has seen several 30-ton trucks loaded with raw material from a mine heading towards the border for processing outside Zimbabwe. Value addition was going to be done outside the country something not healthy for the economy. “These Chinese are exporting everything including the soil from the mines,” said one of the respondents.

According to Sibanda (2013), India imports diamonds, nickel, dyes and non-ferrous metals from Zimbabwe, while Zimbabwe, on the other hand, benefits from minerals trade with Zimbabwe. Sibanda (2013) further asserts that most diamond firms in Zimbabwe sell their gems to the Indian market, where they fetch better prices than elsewhere in the world. Adding on India was instrumental in leading a coalition of developing countries in opposing Western countries bid to label the country diamonds as ‘blood diamonds’. Zimbabwe was one of the
leading diamond suppliers while India happened to be the major buyer. However, the current position at Marange diamond fields points to the fact that the diamond industry is failing to improve Zimbabwe’s economy. Respondents felt that the Marange diamond fields have not brought any salvation to the economy as expected. Statistics and figures of the extractions and sells have not been made public. One respondent from the captains of industry said that “diamonds are extinct and the government is now silent on the matter unlike before, therefore talking about Chinese and Indians in relation to diamond mining has lost relevancy.”

4.1.4 Energy
In the energy sector, findings by this researcher indicate that Zimbabwe has more energy-related bilateral deals with China than it has in India. Shoko (2007) indicates that one major and frequently cited energy project is the $319 million deal which was signed between Zimbabwe and China's Africa Exim bank to help in the expansion of the Kariba power station. The project is expected to be complete by 2018. Shoko (2007) also notes that the deal shows a crucial element in the partnership with local companies as it brought together China's Sino hydro and Zimbabwe Power Company (ZPC). Some respondents raised reservations regarding the contributions to be made by Zimbabwe as it emerged that ZPC will contribute just 10% of the total cost of the construction of the power station. On the same note, India has approved US28.6 million line of credit for upgrading Deka power station and river water intake system in Zimbabwe (Nyemba et al 2013). Most respondents interviewed confirmed that they have seen and read from the press about these developments. One respondent said that, “ I have read about the expansion of the power station at Kariba dam what remains unknown is how the loan is to be repaid a course of concern because most of these loans have been paid using raw materials something that is bad for the economy.”

4.1.5 Tourism
The tourism sector has seen a huge influx of visitors from China into the country and Zimbabwean visitors into China have also increased (Chigora and Chisi 2009). They further assert that the two countries have signed agreements which make it easier to travel between Harare and Beijing. Furthermore, China has granted Zimbabwean approved destination status, which simply means that China is committed to actively “encourage people to travel to Zimbabwe by simplifying visa requirements, (Aden, 2003, p. 153-155). Moyo (2014) argues that of the 80 000 Chinese tourists who visited Southern Africa, only 5 000 visited Zimbabwe.
Relaxation of visa requirements by several government ministries has not yielded much. One of the academic in the field of international relations had this to say, “the benefit of the relationship with Chinese was political in that she approved Zimbabwe as a safe destination for tourism when the West had demonized the country for human rights abuse.”

4.1.6 Manufacturing and Retail Business
In these areas, the research has found out that both countries have an impact that can be felt by the ordinary person in the street. The captains of industries and officials from government departments interviewed felt that Indians and Chinese have well-established businesses in the manufacturing and retail sector. (FreidrichEdert-Stiftung,2004,p.4) observed that retail shops seem to be enjoying thriving business as there has been the increased sale of Chinese made products which are more affordable to the ordinary Zimbabwean. He further opined that this has greatly affected the local textile and leather industry which is finding it difficult to compete with Chinese products. Mudavanhu (2014) observed that retail trade has remained one-sided as China has made it difficult for Africans to establish African markets or business in the country. Most respondents from the captains of industry and academics lamented stiff competition in the retails sectors which has forced many locals out of business. They felt that retail business should be a preserve of locals. A respondent from the captains of industry said that “Chinese should concentrate on reviving industry and employ more people than to push locals out of business and employment.”

4.1.6 Education
The Indian Technical and Economic Cooperation (ITEC) programme were cited as an important aspect of the bilateral relations between India and Zimbabwe. These programmes promote the experience, expertise, and resource of the hostcountries and offer a means by which essential skills and knowledge can be shared (www.eoi.gov.in). Many students were offered short-term courses at Indian universities and colleges as part of capacity building. Officials from government departments pointed out that Zimbabwean students and some government employees got scholarships to study at Chinese universities. Over 600 Zimbabwean students have been trained in short term courses in India under the ITEC programme, (www.eoi.gov.in). According to the Herald of 30 August 2016 30 students went to China in 2016 under the Presidential Scholarship programme to pursue various disciplines. The same Herald also reported that to date over 20 000 Zimbabwean students have benefitted
from the scholarship so far. Respondents have hailed the scholarships which have gone a long way in improving the education of many Zimbabwean students. A respondent from the ministry of foreign affairs said that, “The scholarship offered by the India and China have become a tradition where by most Zimbabweans are aware of and enquire about every time of the year.”

4.2 Conclusion
Data collected from the in-depth interviews and documentary review have complemented each other in most of the thematic areas. The data shows that there is trade relationship between Zimbabwe and the two Asian nations. Evidence from documentary review has shown that the two Asian nations are benefitting more than Zimbabwe. On the same note respondents also felt that the country has not changed much as a result of trade with China and India. Documentary evidence showed that the volumes of trade with China are higher as compared to India.

Both countries have contributed much in the medical arena by supplying drugs on credit to Zimbabwe. In the farming sector Indian companies have had an impact in cotton production and Chinese companies in the tobacco industry. However, cotton has failed to have an impact in the past decade due to low prices on the international market. The mining sector has benefitted from the China more than India through takeover of mines like Trojan Nickle mine and loans extended to mines like ZISCO steel. The tourism sector has seen the influx of Chinese tourists into Zimbabwe and China has approved Zimbabwe as a safe destination when the West has demonized her for alleged human rights abuse.

The manufacturing and retail business has seen an influx of cheap Chinese products which are affordable to the majority of citizens. The findings show that this has killed local industry which can not compete with cheap imports from China. In the education sector both countries have made an impact on Zimbabwe and their scholarships and trainings have been hailed. The ITEC and the presidential scholarship programme for students studying in China. The finding show that Zimbabwe is still struggling economically 14 years since the adoption of the LEP.
CHAPTER 5

SUMMARY, CONCLUSION AND RECOMMENDATIONS

5.0 Introduction
This chapter which provides the summary of the findings on the Zimbabwe’s Look East Policy taking into consideration the benefits the country got from, specifically its interaction with India and China. The chapter also provides the conclusion based upon the research findings.

5.1 Summary
This research investigated the Zimbabwe’s relations with the East analyzing the country’s economic relations with China and India. These two countries have a history that dates back to the pre-colonial period through to the liberation struggle. Zimbabwe’s relations with these countries were motivated by the success of cordial relations in various sectors portrayed by history. Faced with sanctions imposed on it by the West Zimbabwe had no option but to engage its Eastern friends for survival. The objectives of the research were 1) to evaluate the nature and level of economic cooperation between Zimbabwe and China from 2003-2015 (2) To explain the level of economic relations between Zimbabwe and India and (3) To assess ways in which economic relations between China and India can be enhanced for Zimbabwe’s benefit.

The qualitative research design was used for this research. The data collection instruments used was mainly the documentary analysis and the interview guide. These data collection instruments allowed the researcher to get responses that would provide answers to the research questions. The findings show that there was an economic interaction between Zimbabwe India
and China. However, the benefits are minimal and a lot needs to be done by Zimbabwe such interaction to be fruitful rather than just a political rhetoric.

5.2 Conclusion

The research looked at Zimbabwe’s relations with the East analysing the country’s economic relations with India and China. The research findings by this researcher were critical in coming up with the recommendations drafted. This research came to the conclusion that: Zimbabwe’s economic interaction with Asian countries especially China and India continue to increase in width and depth since the adoption of the look east policy in 2003. Zimbabwe has intensified her economic relations with China in various sectors including energy, agriculture, technology and other related fields. On the same note, Zimbabwe and India have as well increased their economic interaction during the same period of time.

However, Zimbabwe has not benefitted much economically as a result of its interaction with the East. Fourteen years since the official proclamation of the LEP there is nothing very substantive that has changed for the better economically. This leaves a lot of questions on whether the LEP is still the answer to Zimbabwe’s socio-economic problems or rather there is a need for re-engagement with the West. India and Chinese companies who are in the extraction industries would have done much better if they value added the raw materials. The situation is reminiscent of a neo-colonial relationship which is exploitative in nature. Most key informants lamented loan facilities and trade deals that are resolved using raw materials that are exported at low prices and sold back as fined products at very high prices.

There is a need for Zimbabwe to align her legislation so as to ensure that there is less confusion on policy matters while at the same time ensuring that doing business in the country is easy. Legislation should support value addition to be done in Zimbabwe by countries interested in the abundant natural resources so that the country benefits from exports. The current situation will leave Zimbabwe worse off economically. The leadership is being accused of mortgaging the country’s natural resources. The LEP was more of a survival policy in an anarchic international social economic environment. There is need to also interact with more countries east and even in the West. There is need to re-engage the West in its international economic relations so as to open market and instill competition. Zimbabwe should intensify her training
and development to enhance human development and capacity building so as to make her labour competitive on the global labour market.

5. 3 Recommendations

5.3.1 Diversification in trade
The researcher recommends that Zimbabwe, instead of concentrating in trading with China, as seen by the huge volumes the countries trade in, does widen her nets to consider other countries within and outside the region. This, the researcher believes would give Zimbabwe an opportunity to consider some options and compare conditionalities attached to the trade relations with those countries. As indicated in the findings, it can be noted that while Zimbabwe continues to boast of having a great reserve of resources such as nickel, platinum, gold and tobacco, the country remains disadvantaged when it comes to lobbying and pushing the foreign investors in these strategic sectors. As such, it can be seen that the establishment of the platinum refinery in the country has faced a lot of challenges along the same line.

5.3.2 Liberalization of markets
Another critical element that would help Zimbabwe realize the benefits of the Look East Policy is by adopting trade liberalization. This would entail opening markets and allow for foreign investors to compete for the investment in the country. For example, the enactment of the Special Economic Zones (SEZ) act in 2016 means that Zimbabwe has a lot of effort to realign her economic policies and laws so as to ensure that there is enhanced investment in these SEZ. Zimbabwe would also benefit greatly by keeping her friends from Asia as these have the historical record of using SEZ. As noted in this research, China’s Shenzhen Special Economic zone is lauded for being the SEZ whose growth rate beat the world record despite the concept having been hatched in the USA. India on the other side, maintain the record of having the largest number of SEZ in the world despite the fact that the concept was applied in the region of limited space and investment. Zimbabwe should, thus, be recommended to learn as much as possible from China and India in trade liberalization.

5.3.3 Promoting the local companies to work with the foreign investors.
Zimbabwe, following the adoption of the fast track land reform and the black economic empowerment policies, has seen the local investment participation taking a shift. Zimbabwe
has seen the majority of her population actively participating in all sectors of the industry from the primary to tertiary. Although the policies have been good in their course, it can be argued, as indicated in the findings sector that, most of the people taking part in the sectors lack capital and management skills. As such, this researcher recommends that the government do encourage partnerships by foreign investors with local investors by providing incentives. For example, the government can incentivise those willing to take part in such arrangements by giving them tax holidays or offer preferable permit conditions. Governments can also subsidies on labour so as to promote partnerships.

5.3.4 Training and human development
Zimbabwe, as indicated in the literature section, boasts of being among the countries with the highest literacy rates on the continent. The prevalence of universities and colleges in the country also gives a good investment picture. The ever-changing investment environment and the ever-changing technology, however, calls for the government to do more in ensuring the labour force receive modest training and development, especially on technology. The look east policy would thus, do better buttressed with the elements of training and development. Training should be done beginning from language, cultural issues as well as the use of technology. Zimbabwe, after having been colonized by the British, adopted English as one of its official languages. Its technology has been imported mainly from the West since independence. The shift in the foreign policy then is, as indicated in the findings section of this research, lead to the economy taking too long to realise the benefits of the Look East Policy. Zimbabwe should promote training and educational cooperation with China and India.

5.3.5 Currency
Trade between Zimbabwe and the eastern countries can be argued to have suffered from cash liquidity crisis. While Zimbabwe argues to be a multi-currency economy, it can be seen that participation of small-scale and medium players in international trade has been on the low. Although this did not just affect Zimbabwe’s trade with China and India, it can be argued, at this point, that Zimbabwe would do better if it can adopt the currencies of these countries and promote their use in the multi-currency regime. Having Indian rupees and Chinese yen circulating alongside the US dollar, the Euro and the South African rand among other currencies can be effective in easing the business between Zimbabwe and the aforementioned countries.
5.3.6 Cultural exchanges

The findings of this research also show that cultural constraints are a key factor to the enhancement of trade between Zimbabwe and her friends from the east. Cultural appreciation in religion, language and even food preferred by the parties in question need to be worked upon. This researcher recommends that Zimbabwe have as much exhibition and cultural exchanges with the countries in Asia as possible. Zimbabwe can take advantage of such events as cultural seminars festive commonly held in China and India. Zimbabwe can as well take advantage of the multilateral summits such as the forum for China Africa Cooperation (FOCAC) or the India-Africa summit. Zimbabwe can also invite participants from China and India to attend and present on the annual Harare International Festive of Arts (HIFA), the Zimbabwe Agricultural Show, the Zimbabwe International trade fair (ZITF) among other programs.

5.3.7 Exchange of information and experience with other African states

Findings in this research indicate that Zimbabwe is one out of many, if not all of the African countries trading with China and India. Although the levels of economic interaction vary from country to country, findings of this research make it clear that Zimbabwe’s interaction with the countries cannot be ignored. As such, there is need that the countries within the region of southern Africa and beyond share information regarding their experiences in interacting within the Chinese and Indians especially in trade. It can be noted that such efforts will be helpful in dealing with malpractices by the Chinese and Indians that may end up in Zimbabwe realizing less in the trade with these countries. Such efforts would not only help Zimbabwe but also other countries that are trading with the Asian countries. Such information can be achieved by frank participation in such form as the Southern African Development Community (SADC) summits, taking part in the COMESA and AU to which Zimbabwe is a member.

5.3.8 Corruption

One of the major drawbacks to the effectiveness of Zimbabwe’s Look East Policy as indicated in the literature and interviews used by this researcher indicates that corruption, mainly by government officials is one major compromising the confidence that investors have regarding investing in the country. There is, therefore, the need by the government of Zimbabwe to do the best it can in ensuring that cases of corruption are dealt with convincingly. The setting up of the Zimbabwe Anti-Corruption Commission (ZACC) by the government is, thus applauded.
There is need; however, to ensure impartiality in the way the commission operates. There is
need again to empower and equip the commission so that it can be able to trace cases of
corruption in their various forms.

5.3.9 Infrastructural development

Investment is greatly affected by the level of infrastructural development in the country.
Infrastructural development can have an impact on the cost of doing business in an economy.
To that end, this researcher recommends that the government prioritise infrastructural
development which in turn will lure investors and easy the process of doing business as well.
Although the findings of this research indicate that the government had, during the period under
review, worked hard to renovate the Mutare-plumtree highway, there is still a lot to be done in
revitalizing the country’s railway as well as the roads network. More need to be done in the
communication sectors to allow for effective communication, a key aspect of economic
development. This researcher thus, recommends that the government give priority the issues of
infrastructural development by giving investment incentives to foreign investors willing to
inject money in the sectors.

5.3.10 Energy

The research findings contained in these projects indicate that electricity shortage, costs and
availability are of effect to the performance of the Zimbabwean industry. Findings of this
research points that Zimbabwe rely on imported electricity mainly from South Africa and
Mozambique. Zimbabwe and China have a remarkable cooperation in that sector with Chinese
companies indicated to be working in the expansion of the Kariba and Hwange power stations.
This research, in line with that development, recommends that the government consider the
sector as well and give priority to investors in the energy sector. Furthermore, the government
should also encourage investors in the private sector to take up the offers.
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Appendix 1: Request Letter to Carryout Research
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BINDURA UNIVERSITY OF SCIENCE EDUCATION

Date: 12 September 2017

TO WHOM IT MAY CONCERN

RE : REQUEST TO UNDER TAKE RESEARCH PROJECT IN YOUR ORGANISATION

This serves to advise that Willie Chideya, Student Registration is a MASTERS IN INTERNATIONAL RELATIONS student at Bindura University of Science Education who is conducting a dissertation titled Zimbabwe’s engagement with the East: Analysing the country’s economic relation with China India

May you please assist the student to access data relevant to the study and where possible conduct interviews as part of the dissertation process.

Yours faithfully

[Signature]

Muchemwa (Dr)
CHAIRPERSON – PEACE AND GOVERNANCE

APPROVED/NOT APPROVED ................................................................. DATE ....................

DIRECTOR
Data collection tool 1: Government Ministries and Academics

KEY INFORMANT INTERVIEW GUIDE

Key informant interview number........................................................................................................................................

Name of interviewee.................................................................Sex......................................................................................

Organisation........................................................................................................................................................................

Contact details........................................................................................................................................................................

Date......................................................................................................................................................................................

Time.......................................................................................................................................................................................

Place.......................................................................................................................................................................................

Preamble

My name is Willie Chideya. I am a student of International relations at Bindura University of education (BUSE). BUSE offers a Master of Science degree in the aforementioned field to which I a student. Part of the aims of the programme is to developed intellectuals who can enhance research in the field of international relations as part of the requirements of my studies, I’m required to conduct a study in international relations and as such, I am focusing my research on Zimbabwe’s engagement with the east; Analysing the country’s economic relations with China and India from 2003-2016.

To achieve this, my key informant interview targets intellectuals, the economics personnel, diplomats and members of the civil society organisations that directly or indirectly relates to the experiences of Zimbabwe. Interviewees to this interview are thus purposively selected based on that.

Information obtained from this interview will solely be used for academic purposes and the distribution of the reports to be generated will be guided by the research ethics guaranteeing the security and privacy of the interviewee. Therefore, information obtained and identity shall not be disclosed to anyone.

Your knowledge will be very valuable as we complete our project. This interview
will last up to 20 minutes.

Do you have any questions or concerns before we start?

1. For how long have you been with your organisation?

2. How does your academic and or work experiences relate to issues of international economic relations?

3. What do you understand about the economic relations between Zimbabwe and India?

4. What do you understand about the economic relations between Zimbabwe and China?

5. What do you consider to be the main factors that helped in shaping Zimbabwe’s economic interaction with the two countries?

6. From your understanding what were the challenges Zimbabwe was facing when it adopted the LEP.

7. Which economic areas do you think Zimbabwe has benefited from its interaction with China?

8. How has China and India benefitted from Zimbabwe’s LEP?

Thank you for your cooperation
Appendix 3: Interview Guide for Captains of Industry

Data collection tool 2: Captains of Industry

KEY INFORMANT INTERVIEW GUIDE

Key informant interview number......................................................
Name of interviewee................................................................. Sex..............................................
Organisation....................................................................................
Contact details................................................................................
Date............................................................................................... 
Time............................................................................................... 
Place............................................................................................... 

Preamble

My name is Willie Chideya. I am a student of International relations at Bindura University of 
education (BUSE). BUSE offers a Master of Science degree in the aforementioned field to 
which I a student. Part of the aims of the programme is to developed intellectuals who can 
enhance research in the field of international relations as part of the requirements of my 
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my research on Zimbabwe’s engagement with the east; Analysing the country’s economic 
relations with China and India from 2003-2016.

To achieve this, my key informant interview targets intellectuals, the economics personnel, 
diplomats and members of the civil society organisations that directly or indirectly relates to 
the experiences of Zimbabwe. Interviewee to this interview are thus purposively selected 
based on that.

Information obtained from this interview will solely be used for academic purposes and the 
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the security and privacy of the interviewee. Therefore, information obtained and identity shall 
not be disclosed to anyone.

Your knowledge will be very valuable as we complete our project. This interview 
will last up to 20 minutes.
Do you have any questions or concerns before we start?

1. For how long have you been with your organisation?

2. How does your academic and or work experiences relate to issues of international economic relations?

3. What do you understand about the economic relations between Zimbabwe and India?

4. What do you understand about the economic relations between Zimbabwe and China?

5. What do you consider to be the main factors that helped in shaping Zimbabwe’s economic interaction with the two countries?

6. From your understanding what were the challenges Zimbabwe was facing when it adopted the LEP.

7. a) Which economic areas do you think Zimbabwe has benefited from its interaction with China? b) What are your recommendations

8. How has China and India benefitted from Zimbabwe’s LEP?

Thank you for your cooperation