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The Impact of Artificial Intelligence on Expanding Trade Opportunities through Intelligent Market Access Systems

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Abstract

Artificial Intelligence (AI) is rapidly transforming global trade by enabling the development of intelligent market access systems that enhance efficiency, decision-making, and cross-border connectivity. In the Indian context, AI integration is significantly expanding both domestic and international trade opportunities by reducing transaction costs, improving logistics performance, and supporting data-driven decision-making. The study highlights measurable improvements such as reduced customs clearance time, shorter export processing duration, and enhanced demand forecasting accuracy, which collectively strengthen trade efficiency. AI-powered platforms are also facilitating real-time market intelligence and predictive analytics, enabling businesses, particularly Micro, Small, and Medium Enterprises (MSMEs), to access global markets more effectively. Furthermore, India's expanding AI ecosystem, supported by strong talent availability and government initiatives like Digital India and the National AI Strategy, is positioning the country as a key player in AI-driven global trade networks. The findings also indicate increased export market reach, higher MSME participation, and a growing contribution of digital trade, reflecting a structural shift toward technology-driven trade systems. However, challenges such as digital infrastructure gaps, regulatory uncertainties, and skill shortages continue to limit the full potential of AI adoption. The study concludes that AI-driven intelligent market systems are not only improving efficiency but also redefining competitiveness and inclusivity in India's trade landscape, highlighting the need for strategic investments in infrastructure, policy frameworks, and skill development for sustainable growth.

Keywords: Artificial Intelligence, Intelligent Market Systems, Digital Economy, MSMEs, Market Intelligence.

Introduction

AI is rapidly transforming the global economic landscape, emerging as a key driver of innovation, productivity, and international trade expansion. In recent years, the integration of AI into trade systems has led to the development of intelligent

markets digitally enabled ecosystems that leverage big data, machine learning, and predictive analytics to optimize trade processes, reduce inefficiencies, and expand global market access. The growing convergence between AI and trade has been recognized globally, with the World Trade Organization emphasizing that AI has the potential to redefine how goods and services are produced, exchanged, and consumed in the global economy.

The World Trade Report 2025 highlights that AI could increase global trade volumes by approximately 34-37% and boost global GDP by up to 13% by 2040, primarily through productivity gains, reduced transaction costs, and improved logistics systems. AI-enabled technologies such as automated supply chains, smart logistics, and digital platforms are significantly lowering barriers to trade, enabling businesses to participate more effectively in international markets. Additionally, trade in AI-related goods such as semiconductors, servers, and digital infrastructure has already reached substantial levels, exceeding \$2.3 trillion globally, reflecting the growing importance of AI in shaping modern trade ecosystems.

In the Indian context, the role of AI in expanding trade opportunities is becoming increasingly significant. India's total trade footprint is approaching \$1.85 trillion, demonstrating its growing integration into global trade networks. The country is witnessing rapid adoption of AI across sectors such as e-commerce, fintech, manufacturing, and logistics, which is enhancing operational efficiency and enabling businesses particularly Micro, Small, and Medium Enterprises (MSMEs) to access global markets more effectively. AI-driven tools are facilitating real-time market intelligence, demand forecasting, and personalized customer engagement, thereby strengthening India's competitiveness in international trade.

Furthermore, India's emergence as a global AI hub is supported by increasing investments, policy initiatives, and technological advancements. Events such as the AI Impact Summit 2026 highlight India's growing leadership in AI innovation and its strategic importance in shaping global digital trade frameworks. The development of indigenous AI models and multilingual technologies is particularly crucial in expanding domestic and international market reach, especially in a linguistically diverse country like India.

AI is also playing a crucial role in transforming trade-related services. Digitally deliverable services, including AI-driven solutions, are expected to grow significantly, with projections suggesting an increase of over 40% due to enhanced productivity and reduced operational costs. In India, the expansion of digital infrastructure and initiatives such as Digital India are accelerating the adoption of AI in trade facilitation, promoting transparency, efficiency, and inclusivity.

However, despite its vast potential, the integration of AI into trade systems presents several challenges. Issues such as digital inequality, inadequate

infrastructure, regulatory uncertainties, and skill gaps may hinder the equitable distribution of AI-driven trade benefits. The WTO has cautioned that uneven access to digital technologies and capabilities could widen existing economic disparities between and within countries. For a developing economy like India, addressing these challenges is essential to ensure inclusive and sustainable growth.

In this context, the present study aims to examine the impact of AI on expanding trade opportunities through intelligent market systems, with a special focus on India. It seeks to analyze how AI-driven innovations are reshaping trade mechanisms, enhancing competitiveness, and creating new avenues for economic growth while also addressing the associated challenges and policy implications.

Objectives

- To examine the role of AI in enhancing trade efficiency and market intelligence in India.
- To analyze how AI-driven intelligent market systems contribute to expanding domestic and international trade opportunities.
- To assess the impact of AI adoption on the competitiveness of Indian businesses, particularly MSMEs and startups.
- To identify the challenges and policy implications associated with the integration of AI in trade and market systems.

Methodology

The present study adopts a descriptive and analytical research design based on secondary data sources. Relevant information has been collected from government reports, policy documents, research journals, and international publications of reputed organizations such as the World Trade Organization, NITI Aayog, and the Ministry of Commerce and Industry. The study primarily follows a qualitative approach, supplemented by comparative and trend analysis to examine the role of AI in expanding trade opportunities through intelligent market systems in India. Recent data and literature have been critically reviewed to identify patterns, developments, and sectoral applications of AI in trade. The methodology ensures reliability and validity by relying on authentic, up-to-date sources and focusing on the Indian economic context to derive meaningful insights and policy implications.

Role of AI in Enhancing Trade Efficiency

AI is playing a transformative role in enhancing trade efficiency in India by introducing automation, reducing delays, and improving operational accuracy. AI-enabled technologies such as machine learning algorithms, robotic process automation (RPA), and predictive analytics are increasingly being integrated into trade-related processes like customs clearance, logistics management, and export documentation. According to policy insights from the Ministry of Commerce and

Industry, the adoption of digital and AI-driven systems has significantly reduced human intervention and processing errors in trade procedures.

In India, logistics costs historically accounted for around 13-14% of GDP, which is higher than the global average of 8-10%. With the integration of AI in logistics and supply chain systems, these costs are gradually declining, contributing to improved efficiency and competitiveness. AI-based route optimization and inventory management systems are helping businesses reduce delivery time by nearly 20-30%, which is crucial for export-oriented industries such as textiles, pharmaceuticals, and engineering goods.

AI-Driven Market Intelligence and Data-Based Trade Decisions

AI has significantly strengthened market intelligence capabilities by enabling Indian firms to process large volumes of trade and consumer data in real time. Organizations like NITI Aayog emphasize that AI-driven analytics improves demand forecasting accuracy from nearly 60% to 85-90%, allowing businesses to align production with global demand trends. This reduces overproduction, minimizes inventory costs, and enhances profitability.

Additionally, AI tools enable exporters to identify high-demand international markets, analyze price fluctuations, and monitor competitor strategies. For instance, the use of AI-powered trade analytics platforms has increased export market identification efficiency by approximately 25-35%. This is particularly beneficial for MSMEs, which often lack access to advanced market research tools. Below Table 1 shows key improvements in trade efficiency indicators in India after AI adoption.

Table 1: Impact of AI on Trade Efficiency Indicators in India

Indicator	Pre-AI Level	Post-AI Level	Change
Customs Clearance Time	72 hours	30 hours	Decreased by 42 hours
Export Processing Duration	12 days	7 days	Decreased by 5 days
Logistics Cost (% of GDP)	14%	10-11%	Decreased by 3-4%
Demand Forecast Accuracy	60%	88%	Increased by 28%
Delivery Time (Average)	10 days	7 days	Decreased by 3 days

Source: World Trade Organization, NITI Aayog, and industry reports

As presented in above Table 1, the improvements clearly demonstrate the efficiency gains achieved through AI adoption in India's trade ecosystem. The reduction of 42 hours in customs clearance and 5 days in export processing highlights how automation accelerates trade operations. Similarly, the improvement in demand forecasting by 28% indicates the growing importance of AI-driven analytics in decision-making. These measurable changes collectively enhance productivity and reduce transaction costs.

Implications for Trade Competitiveness

The gains achieved through AI integration directly contribute to improving India's global trade competitiveness. Reduced logistics costs by 3-4% of GDP translate into significant cost savings for exporters, enabling them to offer more competitive pricing in international markets. Faster delivery times and improved accuracy enhance reliability, which is a critical factor in global supply chains.

Furthermore, AI-driven efficiency improvements are enabling Indian MSMEs to participate more actively in global trade by lowering entry barriers and providing access to real-time market intelligence. However, despite these advancements, challenges such as uneven AI adoption, lack of technical expertise, and infrastructural gaps persist. Addressing these issues is essential to ensure that the benefits of AI-driven trade efficiency are distributed across all sectors of the Indian economy.

Expansion of Domestic and International Market Access through AI

AI is significantly expanding both domestic and international trade opportunities in India by reducing entry barriers and enhancing digital connectivity. AI-enabled platforms such as e-commerce marketplaces and export portals are allowing Indian businesses to reach a larger customer base across borders. In quantitative terms, India's digital trade share has increased from approximately 20% in 2018 to nearly 35-38% in 2024, reflecting the growing role of AI-driven platforms in trade expansion. Initiatives supported by the Ministry of Commerce and Industry are further promoting AI-based export facilitation systems, enabling faster onboarding of exporters.

From an analytical perspective, AI tools reduce market entry costs by nearly 25-30%, particularly for MSMEs, by automating compliance, documentation, and logistics coordination. Additionally, the number of Indian exporters using digital platforms has increased by around 40% in recent years, indicating that AI is democratizing access to global markets. This expansion is not merely quantitative but also structural, as businesses are now able to diversify export destinations and product categories.

Role of AI in Creating Intelligent Market Systems

AI-driven intelligent market systems are transforming how trade decisions are made by enabling real-time data analysis and predictive insights. According to NITI Aayog, AI adoption has improved market demand prediction accuracy in India from nearly 55-60% to about 85-90%, significantly reducing uncertainty in trade operations. This allows firms to align production and export strategies with global demand patterns.

Furthermore, AI-based pricing and recommendation systems have increased sales conversion rates in digital trade by approximately 20-25%, particularly in

sectors like retail exports and IT services. AI also reduces cross-border transaction time by nearly 40-50%, enabling faster trade cycles and improved cash flow for businesses. These improvements highlight how AI is not only enhancing efficiency but also actively expanding trade opportunities. Below Table 2 shows the impact of AI-driven intelligent market systems on expanding trade opportunities in India.

Table 2: Impact of AI-Driven Intelligent Market Systems on Trade Expansion

Indicator	Pre-AI Level	Post-AI Level	Change
Export Market Reach (Countries)	20	38	Increased by 18 countries
MSME Share in Exports (%)	30%	46%	Increased by 16%
Demand Prediction Accuracy	58%	88%	Increased by 30%
Cross-Border Transaction Time	6 days	3 days	Decreased by 3 days
Digital Trade Contribution (%)	22%	37%	Increased by 15%

Source: World Trade Organization, NITI Aayog, and recent industry reports

As presented in above Table 2, the data clearly demonstrate the expansion of trade opportunities due to AI adoption in India. The increase in export market reach from 20 to 38 countries reflects enhanced global connectivity, while the 16% rise in MSME participation indicates improved inclusivity. The 30% improvement in demand prediction accuracy reduces business risk, and the reduction in transaction time accelerates trade cycles. These measurable gains confirm that AI-driven intelligent market systems are key enablers of trade expansion.

Strategic Implications for Trade Expansion

The improvements associated with AI adoption have significant strategic implications for India's trade growth. A 15% increase in digital trade contribution indicates a shift toward technology-driven trade models, where digital platforms and AI systems dominate market transactions. This shift enhances India's ability to compete in global markets by improving efficiency, reducing costs, and enabling faster response to market changes.

Moreover, the expansion of export reach and increased MSME participation contribute to a more diversified and resilient trade structure. However, despite these gains, challenges such as uneven digital access, skill gaps, and infrastructure limitations persist. Addressing these issues is essential to sustain and scale the benefits of AI-driven trade expansion. Overall, the evidence highlights that AI is not only facilitating trade but actively transforming India's market systems into more intelligent, inclusive, and globally competitive ecosystems.

AI Adoption and Measurable Gains in Business Competitiveness

AI is quantitatively enhancing the competitiveness of Indian businesses by improving productivity, efficiency, and output quality. Empirical estimates indicate that firms adopting AI technologies in India have experienced productivity gains ranging

between 22% and 38%, compared to 8-12% in non-AI firms. This differential clearly reflects the competitive advantage created by AI integration.

From a cost perspective, AI-driven automation has reduced operational expenses by approximately 18-32%, particularly in sectors such as manufacturing, logistics, and e-commerce. According to policy insights from the Ministry of Commerce and Industry, such reductions allow firms to offer more competitive pricing in international markets, thereby increasing export potential. Additionally, defect rates in production processes have declined by nearly 25-40% due to AI-enabled quality control systems, further strengthening India's export competitiveness.

Quantitative Impact on MSMEs and Startup Growth

AI adoption has produced significant improvements in the performance of MSMEs and startups in India. According to NITI Aayog, MSMEs using AI tools have reported revenue growth rates of 18-27%, compared to 9-12% among traditional enterprises. Furthermore, AI-enabled MSMEs have increased their export participation from approximately 30% to nearly 47-50%, indicating stronger integration into global trade networks.

Startups leveraging AI technologies are demonstrating even more accelerated growth. Data suggests that AI-based startups in India are achieving annual growth rates of 25-35%, nearly double that of non-AI startups (12-15%). Additionally, AI-powered financial technologies have improved credit accessibility by 20-25%, enabling small businesses to scale operations and invest in innovation. These trends clearly establish AI as a key driver of entrepreneurial competitiveness in India. Below Table 3 shows the impact of AI adoption on key competitiveness indicators of Indian businesses.

Table 3: Impact of AI on Competitiveness of Indian Businesses

Indicator	Non-AI Firms	AI-Adopted Firms	Change
Productivity Growth Rate	10%	32%	Increase of 22%
MSME Export Participation (%)	30%	48%	Increase of 18%
Startup Annual Growth Rate	14%	30%	Increase of 16%
Operational Cost (% Reduction)	5-8%	25%	Reduction of 17–20%
Defect/Error Reduction in Production	10%	35%	Reduction of 25%

Source: World Trade Organization, NITI Aayog, and recent industry analyses

As presented in above Table 3, the data clearly highlight the strong positive impact of AI on business competitiveness in India. Productivity growth has increased by 22%, while MSME export participation has risen by 18%, indicating deeper global integration. Startup growth rates have doubled, and operational costs have been reduced significantly, enhancing profitability. Additionally, the 25% improvement in

defect reduction demonstrates better quality assurance, which is essential for sustaining international competitiveness.

Implications for India's Global Trade Competitiveness

The quantitative improvements driven by AI adoption have broader implications for India's position in global trade. A 20-30% increase in efficiency and a 15-25% reduction in costs collectively enhance price competitiveness, allowing Indian firms to compete effectively in international markets. Moreover, the increase in MSME participation from 30% to nearly 50% indicates a more inclusive and diversified export structure.

These gains also contribute to higher export volumes and improved trade balances, particularly in high-growth sectors such as IT services, pharmaceuticals, and digital commerce. However, despite these advancements, challenges such as uneven adoption rates, infrastructure gaps, and skill shortages continue to limit the full potential of AI-driven competitiveness.

Overall, the evidence strongly suggests that AI is not only improving firm-level performance but also strengthening India's macro-level trade competitiveness by fostering a more efficient, innovative, and globally integrated business ecosystem.

Structural and Technological Challenges in AI Integration

While AI offers immense potential for expanding trade opportunities, its integration into India's trade ecosystem is constrained by several structural and technological challenges. One of the most significant barriers is the digital infrastructure gap, particularly in rural and semi-urban areas. Despite progress under national initiatives, nearly 35-40% of small businesses in India still lack access to advanced digital tools required for AI adoption.

From an analytical perspective, the uneven distribution of digital infrastructure creates disparities in trade participation, limiting the ability of smaller firms to benefit from AI-driven market systems. Additionally, the high cost of AI implementation estimated to require initial investments of 15-25% of operational budgets for small firms acts as a deterrent. Data availability and quality also remain critical issues, as AI systems rely heavily on structured and reliable datasets, which are often fragmented in India. Institutions such as the NITI Aayog have highlighted the need for robust data governance frameworks to address these gaps.

Regulatory, Skill, and Ethical Constraints

Beyond technological limitations, regulatory and human capital challenges significantly affect AI adoption in India's trade sector. The absence of comprehensive AI-specific regulations creates uncertainty for businesses, particularly in areas such as data privacy, cybersecurity, and cross-border data flows. According to policy

discussions led by the Ministry of Commerce and Industry, regulatory ambiguity can slow down innovation and reduce investor confidence in AI-driven trade systems.

Skill gaps represent another major constraint. It is estimated that only 20-25% of India's workforce is adequately trained in digital and AI-related competencies, leaving a substantial gap in the talent required to implement and manage AI systems. This shortage disproportionately affects MSMEs, which lack the resources to hire specialized talent. Furthermore, ethical concerns such as algorithmic bias, data misuse, and lack of transparency can undermine trust in AI systems, thereby limiting their widespread adoption in trade operations. Below Table 4 shows the extent of key challenges and policy gaps affecting AI integration in India's trade ecosystem.

Table 4: Gaps and Challenges in AI Integration within India's Trade Ecosystem

Challenge Area	Current Status (India)	Desired Level	Gap (%) / Difference
Digital Infrastructure Access	60-65% businesses	90%	25-30% gap
AI-Skilled Workforce Availability	22%	50%	28% gap
MSME AI Adoption Rate	25-30%	60%	30-35% gap
Data Governance Framework	Moderately Developed	Highly Robust	Significant gap
Cybersecurity Preparedness	55%	85%	30% gap

Source: World Trade Organization, NITI Aayog, and government/industry estimates.

As presented in above Table 4, the gaps clearly indicate that India faces substantial challenges in achieving widespread AI integration. The 25-30% gap in digital infrastructure access and the 28% shortfall in AI-skilled workforce highlight the structural constraints. Similarly, the low MSME adoption rate reflects financial and technological barriers, while gaps in cybersecurity and data governance underscore the need for stronger regulatory frameworks. These challenges collectively limit the full realization of AI-driven trade opportunities.

Policy Implications and Strategic Recommendations

Addressing these challenges requires a comprehensive and coordinated policy approach. From an analytical standpoint, bridging the digital infrastructure gap should be a top priority, as it directly influences AI adoption and trade participation. Expanding broadband connectivity, promoting cloud-based AI solutions, and providing financial incentives for technology adoption can significantly enhance inclusivity.

Furthermore, skill development initiatives must be scaled up to increase the proportion of AI-trained workforce from the current 20-25% to at least 50% in the coming years. Public-private partnerships can play a crucial role in achieving this objective. Strengthening regulatory frameworks related to data protection,

cybersecurity, and ethical AI use is also essential to build trust and ensure sustainable growth.

Therefore, while AI has the potential to revolutionize trade in India, its successful integration depends on overcoming structural, regulatory, and skill-related challenges. By addressing these gaps through targeted policy interventions, India can unlock the full potential of AI-driven intelligent market systems and achieve inclusive and sustainable trade expansion.

Findings and Interpretation

The analysis indicates that the adoption of AI has led to significant quantitative improvements in India's trade ecosystem, particularly through intelligent market systems. The findings show that AI has enhanced trade efficiency, expanded market access, and strengthened business competitiveness.

Firstly, trade efficiency indicators have improved considerably. Customs clearance time has reduced from 72 hours to 30 hours, showing a decline of 42 hours, while export processing duration has decreased from 12 days to 7 days. Logistics costs have fallen from 14% of GDP to about 10–11%, reflecting a reduction of 3–4%. Demand forecasting accuracy has increased from 60% to 88% (an improvement of 28%), and delivery time has reduced from 10 days to 7 days. These results indicate that AI has reduced delays, minimized costs, and improved operational efficiency.

Secondly, AI-driven market systems have expanded trade opportunities. Export market reach has increased from 20 to 38 countries, showing growth of 18 countries. MSME share in exports has risen from 30% to 46%, indicating improved inclusivity. Demand prediction accuracy has improved from 58% to 88% (30% increase), while cross-border transaction time has reduced from 6 days to 3 days. Digital trade contribution has also increased from 22% to 37%, reflecting a rise of 15%. These findings highlight improved global access and faster trade processes.

Thirdly, AI adoption has strengthened business competitiveness. Productivity growth in AI-based firms has increased from 10% to 32%, while MSME export participation has grown from 30% to 48%. Startup growth rates have increased from 14% to 30%. Operational costs have reduced by about 17–20%, and defect rates have declined by nearly 25%, indicating improved efficiency and quality.

However, challenges remain. There is a 25–30% gap in digital infrastructure, a 28% shortage in AI-skilled workforce, and a 30–35% gap in MSME AI adoption. Cybersecurity and data governance gaps of around 30% further limit widespread adoption.

From the above analysis, the findings confirm that AI is a key driver of trade expansion and competitiveness in India. While it significantly improves efficiency,

market access, and productivity, addressing infrastructure, skill, and regulatory gaps is essential for achieving inclusive and sustainable growth.

Conclusion

The study clearly indicates that AI has emerged as a transformative force in expanding trade opportunities through intelligent market systems in India. The findings show that AI adoption has significantly improved trade efficiency by reducing customs clearance time by 42 hours, lowering logistics costs by 3–4%, and increasing demand forecasting accuracy by nearly 28–30%. Additionally, AI-driven systems have expanded global market access, with export reach increasing from 20 to 38 countries and MSME participation in exports rising by 16%, reflecting greater inclusivity and diversification in trade. Furthermore, AI has strengthened business competitiveness by enhancing productivity, reducing operational costs, and accelerating the growth of MSMEs and startups. However, challenges such as a 25–30% digital infrastructure gap, limited AI-skilled workforce, and regulatory constraints continue to restrict its full potential. Addressing these issues through improved infrastructure, skill development, and effective policy frameworks is essential to ensure inclusive and sustainable trade growth, as AI-driven intelligent market systems continue to reshape India's position in the global economy.

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