

CORPORATE DIPLOMACY

Building Reputations
and Relationships with
External Stakeholders

WITOLD J. HENISZ

A Greenleaf Publishing Book

Corporate Diplomacy Building Reputations And Relationships With External Stakeholders

Craig E. Carroll



Corporate Diplomacy Building Reputations And Relationships With External Stakeholders:

Corporate Diplomacy Witold J. Henisz, 2017-09-08 Managers of multinational organizations are struggling to win the strategic competition for the hearts and minds of external stakeholders. These stakeholders differ fundamentally in their worldview, their understanding of the market economy and their aspirations and fears for the future. Their collective opinions of managers and corporations will shape the competitive landscape of the global economy and have serious consequences for businesses that fail to meet their expectations. This important new book argues that the strategic management of relationships with external stakeholders, what the author calls Corporate Diplomacy, is not just canny PR but creates real and lasting business value. Using a mix of colourful examples, practically relevant tools and considered perspectives, the book hones in on a fundamental challenge that managers of multinational corporations face as they strive to compete in the 21st century. As falling communication costs shrink the distance between external stakeholders and shareholder value is increasingly created and protected through a strategic integration of the external stakeholder-facing functions. These include government affairs, stakeholder relations, sustainability, enterprise risk management, community relations and corporate communications. Through such integration, the place where business, politics and society intersect need not be a source of nasty surprises or unexpected expenses. Most of the firms profiled in the book are now at the frontier of corporate diplomacy. But they didn't start there. Many of them were motivated by past failings. They fell into conflicts with critical stakeholders: politicians, communities, NGO staffers or activists, and they suffered. They experienced delays or disruptions to their operations, higher costs, angry customers or thwarted attempts at expansion. Eventually, the managers of these companies developed smarter strategies for stakeholder engagement. They became corporate diplomats. The book draws on their experiences to take the reader to the forefront of stakeholder engagement and to highlight the six elements of corporate diplomacy.

Reputation Risk and Globalisation Terry O'Callaghan, 2016-10-28 Recently multinational corporations have begun to reinvent themselves as socially responsible actors, largely in response to anti-corporate activist pressure. The author argues that a concern with corporate reputation is leading to an ideational shift in corporate behaviour. In essence, it is disciplining their behaviour. This innovative exploration of the idea of a self-regulating corporation in an era of globalisation first examines the link between corporate reputation, corporate behaviour and self-regulation and then goes on to compare and contrast various studies of multinational corporations that have sought to self-regulate. Terry O'Callaghan includes a multifaceted critique of anti-corporate activists. This acknowledges both the dangers that multinational corporations pose to communities and that anti-corporate activists are the first group to understand the potential risk of targeted campaigns to corporate reputations. He also illustrates his points using three case studies of companies that have attempted to self-regulate: Royal Dutch Shell, the Toyota Motor Corporation and Interface Inc. Undergraduate and postgraduate students of international business management and business ethics will be interested in the essential topics covered in this book. Academics and

practitioners alike will appreciate its accessible lessons about reputational capital and holding multinational corporations accountable

The SAGE Encyclopedia of Corporate Reputation Craig E. Carroll, 2016-05-04 What creates corporate reputations and how should organizations respond Corporate reputation is a growing research field in disciplines as diverse as communication management marketing industrial and organizational psychology and sociology As a formal area of academic study it is relatively young with roots in the 1980s and the emergence of specialized reputation rankings for industries products services and performance dimensions and for regions Such rankings resulted in competition between organizations and the alignment of organizational activities to qualify and improve standings in the rankings In addition today's changing stakeholder expectations the growth of advocacy demand for more disclosures and greater transparency and globalized mediatized environments create new challenges pitfalls and opportunities for organizations Successfully engaging dealing with and working through reputational challenges requires an understanding of options and tools for organizational decision making and stakeholder engagement For the first time the vast and important field of corporate reputation is explored in the format of an encyclopedic reference The SAGE Encyclopedia of Corporate Reputation comprehensively overviews concepts and techniques for identifying building measuring monitoring evaluating maintaining valuing living up to and or changing corporate reputations Key features include 300 signed entries are organized in A to Z fashion in 2 volumes available in a choice of electronic or print formats Entries conclude with Cross References and Further Readings to guide students to in depth resources Although organized A to Z a thematic Reader's Guide in the front matter groups related entries by broad areas A Chronology provides historical perspective on the development of corporate reputation as a discrete field of study A Resource Guide in the back matter lists classic books key journals associations websites and selected degree programs of relevance to corporate reputation A General Bibliography will be accompanied by visual maps noting the relationships between the various disciplines touching upon corporate reputation studies The work concludes with a comprehensive Index which in the electronic version combines with the Reader's Guide and Cross References to provide thorough search and browse capabilities

Executive Diplomacy and the Art of Strategic Negotiations Marc Burbridge, 2020-11-02 Executive Diplomacy and the Art of Strategic Negotiations By Marc Burbridge What does it take for a manager or executive to be something more than just another in the myriad of those who make up corporate leadership or for a corporate culture to be more than just one more follow me This book provides a new fresh look at how things can be and it does so by simply taking a few lessons from the ancient art of diplomacy and applying them to the Executive Diplomat and a corporate culture described as Executive Diplomacy Typically corporate executives are taught and encouraged to be assertive bordering on aggressive and so they often are They do so without realizing that one can easily be assertive while failing to be effective In the same manner they celebrate the signing of a contract while ignoring that the objective is not the signing of the contract but rather its effective implementation Often their bonus blinds them from the

value of a more diplomatic approach a more lucrative one We invite the reader to step beyond yesterday and explore something new and innovative where empowered executive alignment opens the pathway to a more meaningful corporate culture and better results in high value strategic negotiations in the new reality We suggest you start with the Preface of this book or by visiting www.executivediplomacy.org

Corporate Communication Otto Lerbinger, 2018-10-16 Provides an international and management perspective on the field of corporate communication Corporate communication plays an important role in higher level management to help build and preserve a company's reputation This intangible yet valuable asset determines the net worth of a company and affects the success of its operations Corporate Communication An International and Management Perspective introduces readers to the broad environment of the modern extended organization and provides an understanding of the globalization process It describes how economic political and cultural features of a country affect company decisions and communication and discusses various communication disciplines and practices that are employed in programs and campaigns This book addresses the key management issues of sustainability and technology and innovation It also emphasizes the importance of why corporate communication must be seen as a management function and not restricted to a communication process Presented in five parts Corporate Communication offers comprehensive chapters covering The Domain of Corporate Communication Strategic Application of Communication Practices International Perspective Key Management Issues of Sustainability and Technology and Corporate Communication Contribution to Management The foundation of Corporate Communication is public relations but also included is the entire range of communication practices and the contribution to management decision making Conceptualizes corporate communication as a strategic management function which helps management recognize adjust to and construct policy related to global issues Emphasizes the critical role that corporate communication plays in making corporate decisions and behaviors more socially responsible and sustainable Demonstrates how corporate communication draws on public affairs marketing and social media in its strategic planning Emphasizes the critical importance of relationships to corporations and their effect on reputation Provides numerous examples of cases of global problems and how corporations have responded to them Corporate Communication is intended for upper level undergraduate and graduate students in schools of communication and schools of business and management who want to extend their competence to the global arena and to combine the various communication practices to design strategic programs and campaigns Course titles include corporate communication international public relations corporate public affairs global marketing communication global corporate communication and social media

Corporate Diplomacy: How Multinational Corporations Gain Organizational Legitimacy Sarah Marschlich, 2022-08-30 This Open Access book investigates corporate diplomacy as a legitimization strategy of multinational companies in the United Arab Emirates The author applies a neo institutional public relations perspective according to which societal expectations significantly shape corporate diplomacy communication Using a multi method

research design the author shows how corporate diplomacy is used in the host country what role local media coverage and relationship management fulfill and what effects corporate diplomacy has on corporate legitimacy in the host country community i.e. UAE residents The findings provide substantial insights into how multinational corporations seek legitimacy through corporate diplomacy and demonstrate how these efforts and the legitimization of corporations are affected by the media and the host country's public

The Routledge Handbook of Critical Public Relations Jacquie L'Etang, David McKie, Nancy Snow, Jordi Xifra, 2015-08-11 Critical theory has a long history but a relatively recent intersection with public relations This ground breaking collection engages with commonalities and differences in the traditions whilst encouraging plural perspectives in the contemporary public relations field Compiled by a high profile and widely respected team of academics and bringing together other key scholars from this field and beyond this unique international collection marks a major stage in the evolution of critical public relations It will increasingly influence how critical theory informs public relations and communication The collection takes stock of the emergence of critical public relations alongside diverse theoretical traditions critiques and actions methodologies and future implications This makes it an essential reference for public relations researchers educators and students around a world that is becoming more critical in the face of growing inequality and environmental challenges The volume is also of interest to scholars in advertising branding communication consumer studies cultural studies marketing media studies political communication and sociology

The Handbook of Communication Engagement Kim A. Johnston, Maureen Taylor, 2018-07-31 A comprehensive volume that offers the most current thinking on the practice and theory of engagement With contributions from an international panel of leaders representing diverse academic and professional fields The Handbook of Communication Engagement brings together in one volume writings on both the theory and practice of engagement in today's organizations and societies The expert contributors explore the philosophical theoretical and applied concepts of communication engagement as it pertains to building interaction and connections in a globalized networked society The Handbook of Communication Engagement is comprehensive in scope with case studies of engagement from various disciplines including public relations marketing advertising employee relations education public diplomacy and politics The authors advance the current thinking in engagement theory strategy and practice and provide a review of foundational and emerging research in engagement topics The Handbook of Communication Engagement is an important text that Provides an overview of the foundations and philosophies of engagement Identifies the contexts of engagement relating to specific areas across government and corporations including CSR consumer activism diplomacy digital and social impact Includes examples of contemporary engagement practice Presents applications of engagement and technology Offers insights on the future directions of engagement The Handbook of Communication Engagement offers an essential reference for advanced undergraduate graduate students practitioners and scholars from communication media advertising public relations public policy and public

diplomacy areas The volume contains a compendium of the writings on the most recent advances on the theory and practice of engagement Winner of the 2018 PRIDE Award for Innovation Development and Educational Achievement from the Public Relations Division of the National Communication Association *Handbook of Sustainable Development* Radha R. Sharma, 2021-07-14 Sustainable development has garnered the attention of the global community when United Nations created Brundtland Commission in 1983 to suggest various ways to save the human environment and natural resources and promote economic and social development Sustainable development is a way of organizing that an organization can function in the long term United Nations sustainable development goals provide a framework to translate these into solutions through responsible business and investment by incorporating the ten Principles of the UN Global Compact into strategies policies and procedures and establishing a culture of integrity which are expected to bring out transformative change and create enabling environment for doing business globally Thus corporate sustainability to a large extent would depend on the capability of the firm to function over a long period with sustainable relationships with the stakeholders The Handbook of Sustainable Development Strategies for Organizational Sustainability provides guiding principles and diagnostic tools for transformation generates knowledge about sustainable organizational designs co creating value with multiple stakeholders managing diversity responsibly ecopreneurship with entrepreneurial bricolage sustainable business model developing positive synergy sustainability reporting and organizational transformation for sustainability which are pivotal issues to be addressed in management education and corporate world *CSR, Governance and Value* David Crowther, Shahla Seifi, 2024-08-10 This book presents the changing face of social responsibility showing how it has grown to encompass governance becoming a vital part of various aspects of human endeavor From businesses to politics to justice systems Corporate Social Responsibility CSR has expanded its reach touching every sphere of human activity What is particularly interesting is how governance failures have highlighted its importance in addressing the economic and social challenges that many organizations face today This shift has led to a reevaluation of the traditional triple bottom line approach with governance and supplier behavior emerging as critical components of CSR Stakeholders especially consumers are now actively monitoring companies influencing their decisions and ultimately impacting their bottom line The book critically examines these transformations in business behavior through the lenses of governance and CSR questioning the need for redefining key concepts in the field Authored by scholars from diverse global backgrounds it blends theoretical insights with practical considerations offering a comprehensive exploration of the evolving landscape Drawing from the tradition of the Social Responsibility Research Network known for its inclusive approach and emphasis on interdisciplinary research the book presents varied perspectives and solutions derived from shared best practices Based on contributions from the Network's recent conference this book showcases both the unity and diversity of ideas within the field By examining both theory and practice it aims to deepen our understanding of these evolving trends and their implications for defining key concepts in

social responsibility and governance

Whispering the Secrets of Language: An Emotional Quest through **Corporate Diplomacy Building Reputations And Relationships With External Stakeholders**

In a digitally-driven earth where screens reign supreme and immediate conversation drowns out the subtleties of language, the profound secrets and psychological subtleties hidden within words often go unheard. However, nestled within the pages of **Corporate Diplomacy Building Reputations And Relationships With External Stakeholders** a captivating literary value sporting with raw emotions, lies an exceptional quest waiting to be undertaken. Penned by a skilled wordsmith, that marvelous opus attracts viewers on an introspective trip, delicately unraveling the veiled truths and profound impact resonating within the cloth of each word. Within the psychological depths of the emotional review, we shall embark upon a sincere exploration of the book's core styles, dissect their captivating publishing model, and yield to the effective resonance it evokes strong within the recesses of readers' hearts.

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