

Questions

1. What errors in dealing with the government have been demonstrated by USI?

- Incorporation
- Public-private partnership
 - government would “sell” the location to the company for a very good price and provide the financing for the purchase at a very low interest rate.
 - Location was remote
 - Government had more say because of the partnership.
 - *“It sometimes appeared as though neither side shared any common ground with the other and the relationship was frequently adversarial!”*
 - *“Notwithstanding the support received from the government in the public-private partnership arrangement Heathrow felt that the actual costs went a bit beyond interest to include what he referred to as the frustration factor. Countless meetings were held with government officials to discuss progress. In meeting the environmental laws associated with “water” what seemed like a perfectly logical way to Heathrow in meeting the stringent demands was a complete non-starter with the government.”*
- Tax regulation changes

2. Which roles of civil society were demonstrated by the “interest groups”?

- Refer to textbook and answer

3. In your view, how should USI respond to the proposed tax changes?

- In my view they should make their process more ecologically efficient
- Lobby for a clause or condition in the law that benefits them
- Work through their government contacts to see changes

4. In your view, how would you resolve the stakeholder management challenges?

- Angel Investors
- Government
- Employees
- Board of Directors
- Special interest groups

Create an internal role to help manage stakeholder relations ¹

¹ https://en.wikipedia.org/wiki/Stakeholder_management

Consider moral concerns of the interest groups

Build a model of our stakeholders and attempt to empathize with them.