



Building Business-Government Relations: A Skills Approach

Anna Ni, Montgomery Van Wart

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This book introduces business-government relations in the institutional context of the United States from a practitioner's perspective. It provides the historical, descriptive, and comparative accounts of the public and private sectors, the different roles government plays with business, including several conceptual models to understand the social interactions between the two sectors, and various economic policies associated with business. Business-government relations are framed into three different social economic contexts:

- The sociopolitical arena, in which government's role as agent of business, interest groups, and government's limited role as social architect, are introduced.
- The local economic development, in which government acts as a promoter of, partner with, and buyer from, business.
- The global market, where government mainly plays a role as promoter of domestic business.

In the course of discussion, a set of skills, such as searching government jobs, starting a business, analyzing stakeholders, ethical reasoning, advancing a business agenda, leveraging public resources, contracting with government, interpreting global trends, doing business abroad, and leveraging international resources, are introduced and exercised.

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