

Title: Indirect CPA During Cross-Border M&As: Political Affinity and Target-Dependent Lobbying

Speaker: Dinesh Hasija, Augusta University

Area: Strategy

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Abstract:

In this study, we expand research on indirect and collective forms of corporate political activity (CPA). Particularly, when firms have a low legitimacy, they are more likely to rely on their partners for an action given legitimacy concerns may not only hurt a focal firm effort but also that of other firms involved in gaining collective benefits. To test our theory, we use the context of friendly cross-border acquisitions made by foreign MNEs in the U.S. and examine the effects of political risks arising due to weak bilateral relations between host and home countries. We find that when acquiring MNEs face legitimacy issues driven by the low political affinity between a home and host country, they depend more on target firms for orchestrating lobbying resources. We further find that this is more likely to happen as the political affinity between a home and host country allies' is also high.

Speaker Profile:



Dr. Dinesh Hasija is native of Mumbai. He moved to US when he was 18 years old, where he completed his higher education. He attained his Bachelor's in Management and Marketing from Valdosta State University, Masters in International Business from Florida International University, and Ph.D in Strategic Management from University of Arkansas. He also gained work experience in US from corporations like Walmart. His teaching and research expertise focuses in the area of strategic management, where specializes in topics like corporate political activity, corporate governance, and international business. He has worked as Assistant Professor of Management at Augusta University in Georgia for last four years, where he has won several awards and grants such as the Outstanding Faculty Award. Starting this August, he will begin his new position as Assistant Professor of Strategic management at Georgia State University in Atlanta Georgia. His research has been published in management journals such as Strategic Management Journal, Organization science, Journal of Management Studies and his research has been discussed in Media outlets like Yahoo Finance, National Public Radio of US, and several US newspapers.

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