

## **Negotiating with corrupt government officials?**

1. Do not give in (if you do, you will become even more vulnerable and damage your reputation).
2. Take measures to protect your own security and the one of the people around you.
3. Explain your resolution to your boss, co-workers, family, etc. and get their buy-in.
4. Contact governmental authorities and other influential organizations at the highest possible level and request their support.
5. Contact the media to draw public attention.
6. Be determined and ready to pack up and leave if these measures do not work.

Source: HBR Case Study: *The Shakedown*; commentary from Božidar Đelić, Finance & Economics Minister of Serbia (2001 – 2004); Harvard Business Review, March 2005