Chapter Six reviews how the World Bank has dealt with charges of corruption and transparency in the past. It also

discusses how many global firms seek to do business for World Bank-funded projects. Imagine you are the director

of global business development for a large American engineering company that wants to win the contract to build

roads in Kenya through a World Bank–funded project. You need to develop a relationship with the Ministry of

Transportation in Kenya. Using what you learned in this chapter, discuss how you would handle a situation in which

your firm wants to win the contract but has been directly asked for a bribe by a local official in charge of the decision

making. Imagine that your competitors are from other countries, some of which are less concerned about the ethics

of gift giving as this book has defined it. How can you still get business in such a situation? What would you advise

your senior management?