

FDI PROMOTION

PAWEŁ CAPIK

❑ **THE EFFECTIVENESS OF PROMOTION AGENCIES AT ATTRACTING FOREIGN DIRECT INVESTMENT** JACQUES MORISSET, KELLY ANDREWS-JOHNSON, 2004 INVESTMENT PROMOTION AGENCIES (IPAs) EXIST IN ALMOST ALL COUNTRIES AROUND THE WORLD, BUT THERE HAS BEEN NO GLOBAL ATTEMPT TO DETERMINE WHETHER THEY HAVE BEEN ABLE TO SIGNIFICANTLY INFLUENCE THE INVESTOR'S DECISION TO LOCATE IN ONE COUNTRY RATHER THAN ANOTHER. 'THE EFFECTIVENESS OF PROMOTION AGENCIES AT ATTRACTING FOREIGN DIRECT INVESTMENT' IS THE FIRST EMPIRICAL STUDY OF THE EFFECTIVENESS OF THESE AGENCIES IN ATTRACTING FOREIGN DIRECT INVESTMENT (FDI). THIS STUDY FINDS THAT PROMOTION IS UNAMBIGUOUSLY ASSOCIATED WITH GREATER FDI FLOWS. THE EFFECTIVENESS OF PROMOTION, HOWEVER, DEPENDS ON: ❑ THE QUALITY OF THE INVESTMENT CLIMATE, MARKET SIZE ❑ THE LEVEL OF DEVELOPMENT OF THE COUNTRY ❑ THE IPA'S BUDGET AND TYPE OF ACTIVITIES IT CARRIES OUT ❑ COMMUNICATION WITH THE HIGHEST LEVEL OF POLICYMAKERS AND SUPPORT FROM THE PRIVATE SECTOR. AN IMPORTANT RESOURCE, 'THE EFFECTIVENESS OF PROMOTION AGENCIES AT ATTRACTING FOREIGN DIRECT INVESTMENT' PROVIDES MANY LESSONS ABOUT HOW TO CARRY OUT EFFECTIVE INVESTMENT PROMOTION.

❑ **DOES A COUNTRY NEED A PROMOTION AGENCY TO ATTRACT FOREIGN DIRECT INVESTMENT?** JACQUES MORISSET, 2003 ESTABLISHING AN INVESTMENT PROMOTION AGENCY HAS BECOME A CENTRAL PART OF MOST COUNTRIES' DEVELOPMENT STRATEGIES. TODAY THERE ARE MORE THAN 150 INVESTMENT PROMOTION AGENCIES WORLDWIDE. YET VERY LITTLE IS KNOWN ABOUT WHAT THESE AGENCIES HAVE BEEN REALLY DOING, NOTABLY IN EMERGING COUNTRIES, AND WHETHER THEY HAVE BEEN EFFECTIVE IN INFLUENCING INVESTORS' DECISIONS. USING DATA FROM A NEW SURVEY ON 58 COUNTRIES, MORISSET SHOWS THAT GREATER INVESTMENT PROMOTION IS ASSOCIATED WITH HIGHER CROSS-COUNTRY FOREIGN DIRECT INVESTMENT (FDI) FLOWS, ON TOP OF THE INFLUENCE OF THE COUNTRY'S INVESTMENT CLIMATE AND MARKET SIZE. BUT THIS RESULT HAS TO BE QUALIFIED ON SEVERAL COUNTS. FIRST, THE EFFECTIVENESS OF THE AGENCY DEPENDS ON THE COUNTRY'S ENVIRONMENT IN WHICH IT OPERATES. AN AGENCY IN A POOR INVESTMENT CLIMATE IS LESS EFFECTIVE AT ATTRACTING INVESTMENT. SECOND, THE SCOPE OF ACTIVITIES THAT AN AGENCY UNDERTAKES INFLUENCES ITS PERFORMANCE. MORISSET'S EMPIRICAL ANALYSIS INDICATES THAT AGENCIES DEVOTING MORE RESOURCES ON POLICY ADVOCACY ARE MORE EFFECTIVE BECAUSE SUCH ACTIVITY IS NOT ONLY BENEFICIAL TO FOREIGN INVESTORS BUT ALSO TO DOMESTIC INVESTORS. IN CONTRAST, INVESTMENT GENERATION OR TARGETING STRATEGIES APPEAR EXPENSIVE AND RISKY, ESPECIALLY IN COUNTRIES WITH POOR INVESTMENT CLIMATES. FINALLY, CERTAIN INTERNAL CHARACTERISTICS OF THE AGENCIES ARE ASSOCIATED WITH GREATER EFFECTIVENESS. THE AGENCIES THAT HAVE

ESTABLISHED REPORTING MECHANISMS TO THE COUNTRY'S HIGHEST POLICYMAKERS (THE PRESIDENT OR PRIME MINISTER) OR TO THE PRIVATE SECTOR HAVE BEEN SYSTEMATICALLY MORE EFFICIENT AT ATTRACTING FOREIGN DIRECT INVESTMENT. SUCH INSTITUTIONAL LINKS ARE CRUCIAL BECAUSE THEY CONTRIBUTE TO STRENGTHEN THE GOVERNMENT'S COMMITMENT AS WELL AS REINFORCE THE AGENCY'S CREDIBILITY AND VISIBILITY IN THE BUSINESS COMMUNITY.

📖 **FOREIGN DIRECT INVESTMENTS IN ASIA** CHALONGPHOB SUSSANGKARN, YUNG CHUL PARK, SUNG JIN KANG, 2011-02-25
THIS BOOK COVERS NINE COUNTRIES OF ASEAN AND THE EAST ASIAN AREA, INCLUDING MAJOR ASIAN COUNTRIES, AND COMPARES THEIR RESPECTIVE POLICIES TO ATTRACT FOREIGN DIRECT INVESTMENTS (FDI). THROUGH COMPARATIVE STUDY OF FDI PROMOTION POLICIES, THIS BOOK WILL GIVE POLICY MAKERS IN THE AREA OF FDI PROMOTION AN OVERVIEW AND COMPARISON OF THE FDI POLICIES OF OTHER COUNTRIES. IN ADDITION, RESEARCHERS AT GRADUATE, POST-GRADUATE OR PROFESSIONAL LEVEL WILL GAIN FROM THE ECONOMETRIC METHODOLOGY AND DETAILED DEFINITIONS OF VARIOUS SPILLOVER EFFECTS (HORIZONTAL AND VERTICAL), WHICH WILL BE BENEFICIAL TO THEIR RESEARCH. IN ADDITION TO FDI POLICY COMPARISON, THIS BOOK FOCUSES ON THE VARIOUS SPILLOVER EFFECTS OF FDI. IT SEPARATES IT INTO CATEGORIES: OWN PRODUCTIVITY EFFECTS; INTRA-INDUSTRY SPILLOVER EFFECTS; AND INTER-INDUSTRY SPILLOVER EFFECTS (FORWARD AND BACKWARD LINKAGE EFFECTS). WHILE MOST OTHER STUDIES HAVE ONLY TAKEN ECONOMETRIC TESTS ON OWN-PRODUCTIVITY AND INTRA-INDUSTRY SPILLOVERS, A KEY ADVANTAGE TO THIS BOOK IS THAT IT ALSO COVERS THE SEPARATE EFFECTS OF INTER-INDUSTRY LINKAGES. THROUGH POLICY COMPARISON AND ECONOMETRIC TESTS ON VARIOUS SPILLOVER EFFECTS ON ECONOMIC GROWTH, EMPLOYMENT AND EXPORTS, THIS BOOK WILL GIVE POLICY MAKERS AND RESEARCHERS AN INNOVATIVE AND CONSTRUCTIVE GUIDE TO FDI.

📖 **FOREIGN INVESTMENT PROMOTION** PAWEŁ CAPIK, 2019-06-28
ANALYSING FOREIGN INVESTMENT PROMOTION AT A REGIONAL LEVEL IN THE CZECH REPUBLIC, POLAND AND SLOVAKIA, THE BOOK APPLIES REGIONAL SCIENCE, INTERNATIONAL BUSINESS, AND PLACE MARKETING CONCEPTS TO EXPLORE HOW CENTRAL EASTERN EUROPEAN COUNTRIES COMPETE FOR MULTINATIONAL FIRMS. TAKING A MULTIDISCIPLINARY APPROACH, THE AUTHOR PLACES SPECIAL EMPHASIS ON PROMOTION AND ITS ROLE WITHIN A WIDER CONTEXT OF REGIONAL STRATEGIES AIMED AT INWARD INVESTMENT ATTRACTION. WITH USEFUL INSIGHTS FOR POLICY-MAKERS, THE BOOK COMBINES THEORY WITH EMPIRICAL EVIDENCE AND PROVIDES VALUABLE READING FOR THOSE RESEARCHING INTERNATIONAL BUSINESS LOCATION, PLACE MARKETING AND REGIONAL DEVELOPMENT.

📖 **FOREIGN DIRECT INVESTMENT POLICY AND PROMOTION IN LATIN AMERICA** OECD, 1999-10-06
THIS WORKSHOP

PROCEEDINGS EXAMINES FOREIGN DIRECT INVESTMENT POLICY AND PROMOTION IN LATIN AMERICA.


📖 **PROMOTION OF FOREIGN DIRECT INVESTMENT** UNITED NATIONS. ECONOMIC AND SOCIAL COMMISSION FOR ASIA AND THE PACIFIC, 1999 WHILE PROGRESS TOWARDS THE LIBERALISATION OF FOREIGN DIRECT INVESTMENT REGIMES IN ECONOMIES IN TRANSITION MAY MAKE COUNTRIES MORE ATTRACTIVE TO FDI, COMPETITIVE BIDDING MAY CANCEL OUT THE EFFORTS OF INDIVIDUAL ECONOMIES TO ATTRACT THE VOLUME AND QUALITY OF FOREIGN INVESTMENT THEY SEEK. A MORE CO-OPERATIVE APPROACH MAY MAXIMISE THE BENEFITS FOR ALL THE RECIPIENTS OF FDI IN A REGION. THE EXISTING FRAMEWORKS OF ECONOMIC CO-OPERATION IN THE ESCAP REGION, MANY OF WHICH INCLUDE INVESTMENT CO-OPERATION, MAY BE RELEVANT. THIS PUBLICATION CONTAINS PAPERS FROM A SEMINAR ON FDI POLICY IN THE ECONOMIES OF NORTH AND CENTRAL ASIA: INDIA, MALAYSIA, THE REPUBLIC OF KOREA, SINGAPORE, ARMENIA, KYRGYZSTAN, AND THE RUSSIAN FEDERATION.


📖 **HOW TO SOLVE THE INVESTMENT PROMOTION PUZZLE** CHRISTIAN VOLPE MARTINCUS, MONIKA SZTAJEROWSKA, 2019-07-08 THE INVESTMENT PROMOTION PUZZLE REMAINS UNSOLVED. NEARLY EVERY COUNTRY IN THE WORLD HAS ESTABLISHED AN INVESTMENT PROMOTION AGENCY (IPA) TO ATTRACT AND RETAIN FOREIGN DIRECT INVESTMENT (FDI) IN BOTH GREATER QUANTITIES AND OF HIGHER "QUALITY." MEANWHILE, THE LITERATURE HAS BEEN VIRTUALLY SILENT ON INVESTMENT PROMOTION AND ITS EFFECTS ON FDI. AS A RESULT, WE KNOW LITTLE ABOUT WHAT SUCH AGENCIES LOOK LIKE IN DIFFERENT COUNTRIES, WHAT THEY DO, HOW THEY DO IT, AND WHETHER AND TO WHAT EXTENT THEY MAKE A DIFFERENCE. HOW TO SOLVE AN INVESTMENT PROMOTION PUZZLE AIMS TO FILL IN THIS GAP BY PROVIDING DETAILED INFORMATION ON THE ORGANIZATION, FUNCTIONS AND ACTIVITIES, AND OPERATIONAL MODALITIES OF IPAs ACROSS OVER 50 COUNTRIES IN LAC AND OECD, DISTILLING SIMILARITIES AND DIFFERENCES AND CREATING A NEW BASIS FOR PEER-TO-PEER BENCHMARKING AND ANALYSIS OF THEIR IMPACT. AS SUCH, IT CAN SERVE AS A USEFUL GUIDE TO PROFESSIONALS AND POLICYMAKERS INTERESTED IN DESIGNING BETTER POLICIES FOR FDI.

📖 **MARKETING A COUNTRY** LOUIS T. WELLS, ALVIN G. WINT, 2000 THE FOREIGN INVESTMENT ADVISORY SERVICE, A JOINT FACILITY OF THE INTERNATIONAL FINANCE CORPORATION (IFC) AND THE WORLD BANK, WAS ESTABLISHED TO HELP GOVERNMENTS OF DEVELOPING MEMBER COUNTRIES TO REVIEW AND ADJUST THE POLICIES, INSTITUTIONS, AND PROGRAMMES THAT AFFECT FOREIGN DIRECT INVESTMENT (FDI). THE ULTIMATE PURPOSE OF FIAS IS TO ASSIST MEMBER GOVERNMENTS TO ATTRACT BENEFICIAL FOREIGN PRIVATE CAPITAL, TECHNOLOGY, AND MANAGERIAL EXPERTISE.

📖 **HARNESSING GLOBALIZATION** ROY C. NELSON, 2015-10-29 HOW CAN COUNTRIES IN THE UNDERDEVELOPED WORLD

POSITION THEMSELVES TO TAKE BEST ADVANTAGE OF THE POSITIVE ECONOMIC BENEFITS OF GLOBALIZATION? ONE AVENUE TO SUCCESS IS THE HARNESSING OF FOREIGN DIRECT INVESTMENT (FDI) IN THE “NONTRADITIONAL” FORMS OF THE HIGH-TECHNOLOGY AND SERVICE SECTORS, WHERE AN EDUCATED WORKFORCE IS ESSENTIAL AND THE SPILLOVER EFFECTS TO OTHER SECTORS ARE POTENTIALLY VERY BENEFICIAL. IN THIS BOOK, ROY NELSON COMPARES EFFORTS IN THREE LATIN AMERICAN COUNTRIES—BRAZIL, CHILE, AND COSTA RICA—to ATTRACT NONTRADITIONAL FDI AND ANALYZES THE REASONS FOR THEIR RELATIVE SUCCESS OR FAILURE. AS A FURTHER COMPARISON, HE USES THE SUCCESSES OF FDI PROMOTION IN IRELAND AND SINGAPORE TO HELP REFINE THE ANALYSIS. HIS STUDY SHOWS THAT TWO FACTORS, IN PARTICULAR, ARE CRITICAL. FIRST IS THE GOVERNMENT’S AUTONOMY FROM SPECIAL INTEREST GROUPS, BOTH DOMESTIC AND FOREIGN, ARISING FROM THE LEVEL OF POLITICAL SECURITY ENJOYED BY GOVERNMENT LEADERS. THE SECOND FACTOR IS THE GOVERNMENT’S ABILITY TO LEARN ABOUT PROSPECTIVE INVESTORS AND THE INDUCEMENTS THAT ARE MOST IMPORTANT TO THEM—WHAT HE CALLS “TRANSNATIONAL LEARNING CAPACITY.” NELSON DRAWS LESSONS FROM HIS ANALYSIS FOR HOW GOVERNMENTS MIGHT DEVELOP MORE EFFECTIVE STRATEGIES FOR ATTRACTING NONTRADITIONAL FDI.

 POLICY COMPETITION AND FOREIGN DIRECT INVESTMENT IN EUROPE PHILIP RAINES, ROSS BROWN, 2018-08-20 FIRST PUBLISHED IN 1999, THIS VOLUME RECOGNISED HOW WIDESPREAD ATTENTION HAS BEEN GIVEN TO CHARTING HOW THE GLOBAL RISE IN INVESTMENT FLOWS HAS CAUSED NUMEROUS CHANGES IN THE OPERATION OF ECONOMIES – SUCH AS THE GLOBALISATION OF PRODUCTION AND INCREASING INTERNATIONAL ECONOMIC INTERDEPENDENCY. LESS RESEARCH HAS BEEN MADE ON THE ROLE OF GOVERNMENT POLICY IN PROMOTING FDI. THIS BOOK, BASED ON A REPORT FOR THE OECD DEVELOPMENT CENTRE, EXAMINES THE RISING COMPETITION BETWEEN EUROPEAN GOVERNMENTS TO ATTRACT MOBILE INVESTMENT PROJECTS AND ITS IMPACT ON THE USE OF DIFFERENT POLICY AREAS TO INFLUENCE FDI DECISIONS.

 FOREIGN DIRECT INVESTMENT DALE R. WEIGEL, 1997-01-01 THE REPORT REVIEWS LESSONS FROM THE INTERNATIONAL FINANCE CORPORATION’S (IFC) INVESTMENT, AND ADVISORY EXPERIENCE IN THE DEVELOPING WORLD, WHICH SHOW THE INTERACTIONS BETWEEN POLICY FRAMEWORKS, AND THE VOLUME AND STRUCTURE OF FOREIGN DIRECT INVESTMENTS (FDI). CASE STUDIES SHOW HOW THE CORPORATION PROMOTES SUCCESSFUL PROJECT STRUCTURES, AND REGULATORY CHANGES, AS IT TRIES TO ATTAIN THE STRONGEST DEVELOPMENT IMPACT FOR INVESTMENTS. IN DEVELOPING COUNTRIES, FDI HAS FLOWED MAINLY INTO MANUFACTURING, AND PROCESSING INDUSTRIES. IN THE PAST, INVESTMENT ATTRACTIVENESS HAD BEEN CLOSELY LINKED TO POSSESSION OF NATURAL RESOURCES, OR A LARGE DOMESTIC MARKET, WHILE PRODUCTION AND TRADE

GLOBALIZATION, COMPETITIVENESS AS A LOCATION FOR INVESTMENT, AND EXPORTING, HAVE BECOME THE MAIN DETERMINANTS OF ATTRACTIVENESS. SOURCES OF FDI IN THE PAST, CAME ALMOST EXCLUSIVELY FROM INDUSTRIAL COUNTRIES, THOUGH RECENTLY THOSE SOURCES HAVE WIDENED, EMERGING FROM DEVELOPING COUNTRIES IN THEIR OWN RIGHT, AND FOR THEIR OWN REGIONS. IFC, AS AN INTERNATIONAL INITIATIVE TO PROMOTE FDI IN DEVELOPING COUNTRIES, IS LIABLE TO PROMOTE BILATERAL TRADE AGREEMENTS, BILATERAL AND MULTILATERAL FINANCIAL INSTITUTIONS, AND INVESTMENT PROMOTION PROGRAMS; ITS ADVISORY ROLE MAY VARY FROM DIAGNOSTIC STUDIES OVERVIEWING CONSTRAINTS TO FDI, TO INVESTMENT POLICY STUDIES GIVING SPECIFIC SOLUTIONS ON EITHER CHANGES, OR STRATEGIES. THE STUDY FURTHER LOOKS AT HOW POLICY ENVIRONMENT IS SET, AND AT FINDING INVESTOR OPPORTUNITIES, THROUGH PROJECT FINANCING, LARGELY STRUCTURED AS JOINT VENTURES. THE INHERENT, FRAGILE NATURE OF JOINT VENTURES, RESTRICTS FOREIGN OWNERSHIP, THUS LIMITING PROJECT STRUCTURES; HOWEVER, CAREFUL PROJECT DESIGN HAS LEAD TO SUCCESSFUL OPERATIONS, BY ENSURING MANAGEMENT, AND FINANCIAL ARRANGEMENTS. STILL, TO MAXIMIZE BENEFITS, AN UNFINISHED AGENDA OF POLICY REFORM REMAINS, AND, AS MORE COUNTRIES OPEN TO FDI, THIS INTEGRATION WILL LEAD TO AN OVERALL INCREASE IN FDI FLOWS.

¶ *FOREIGN DIRECT INVESTMENT AND DEVELOPMENT* THEODORE MORAN, 1998-12-01 FOREIGN DIRECT INVESTMENT (FDI) HAS GROWN DRAMATICALLY AND IS NOW THE LARGEST AND MOST STABLE SOURCE OF PRIVATE CAPITAL FOR DEVELOPING COUNTRIES AND ECONOMIES IN TRANSITION, ACCOUNTING FOR NEARLY 50 PERCENT OF ALL THOSE FLOWS. MEANWHILE, THE GROWING ROLE OF FDI IN HOST COUNTRIES HAS BEEN ACCOMPANIED BY A CHANGE OF ATTITUDE, FROM CRITICAL WARINESS TOWARD MULTINATIONAL CORPORATIONS TO SOMETIMES UNCITICAL ENTHUSIASM ABOUT THEIR ROLE IN THE DEVELOPMENT PROCESS. WHAT ARE THE MOST VALUABLE BENEFITS AND OPPORTUNITIES THAT FOREIGN FIRMS HAVE TO OFFER? WHAT RISKS AND DANGERS DO THEY POSE? BEYOND IMPROVING THE MICRO AND MACROECONOMIC FUNDAMENTALS IN THEIR OWN COUNTRIES AND BUILDING AN INVESTMENT-FRIENDLY ENVIRONMENT, DO AUTHORITIES IN HOST COUNTRIES NEED A PROACTIVE (RATHER THAN PASSIVE) POLICY TOWARD FDI? IN ONE OF THE MOST COMPREHENSIVE STUDIES ON FDI IN TWO DECADES, THEODORE MORAN SYNTHESIZES EVIDENCE DRAWN FROM A WEALTH OF CASE LITERATURE TO ASSESS POLICIES TOWARD FDI IN DEVELOPING COUNTRIES AND ECONOMIES IN TRANSITION. HIS FOCUS IS ON INVESTMENT PROMOTION, DOMESTIC CONTENT MANDATES, EXPORT-PERFORMANCE REQUIREMENTS, JOINT-VENTURE REQUIREMENTS, AND TECHNOLOGY-LICENSING MANDATES. THE STUDY DEMONSTRATES THAT THERE IS INDEED A LARGE, ENERGETIC, AND VITAL ROLE FOR HOST AUTHORITIES TO PLAY IN DESIGNING POLICIES TOWARD FDI BUT THAT THE NEEDED ACTIONS DIFFER SUBSTANTIALLY FROM CONVENTIONAL WISDOM ON THE TOPIC.

DR. MORAN OFFERS A PATHBREAKING AGENDA FOR HOST GOVERNMENTS, AIMED AT MAXIMIZING THE BENEFITS THEY CAN OBTAIN FROM FDI WHILE MINIMIZING THE DANGERS, AND SUGGESTS HOW THEY MIGHT BEST PURSUE THIS AGENDA.

PARTNERS OR CREDITORS? ATTRACTING FOREIGN INVESTMENT AND PRODUCTIVE DEVELOPMENT TO CENTRAL AMERICA AND DOMINICAN REPUBLIC OSMEL MANZANO, SEBASTIÁN AUGUSTE, LAURA ALFARO, DANIEL ARTANA, ADOLFO TAYLHARDAT, MARIO CUEVAS, LUIS PORTO, 2015-02-01 PROMOTION OF FOREIGN DIRECT INVESTMENT (FDI) HAS BEEN A PRIORITY POLICY GOAL IN CENTRAL AMERICA, PANAMA AND DOMINICAN REPUBLIC FOR THE PAST TWENTY YEARS. FISCAL BENEFITS ARE AMONG THE POLICIES THAT HAVE BEEN USED TO ATTRACT IT. AT FIRST SIGHT THE MODEL FOLLOWED HAS BEEN FRUITFUL. IN 2013 THE EIGHT COUNTRIES OF THE REGION SUCCEEDED IN ATTRACTING US\$ 12.7 BILLION, THE HIGHEST LEVEL OF FDI IN THEIR HISTORY. BUT THERE ARE QUESTION MARKS ABOUT HOW FDI WILL PERFORM IN FUTURE AND WHAT THE INCENTIVES TO PROMOTE IT SHOULD BE NOW THAT WORLD TRADE ORGANIZATION RULES ON THE INSTRUMENTS USED TO PROMOTE FDI IN THE REGION HAVE CHANGED. THE PRESENT BOOK ANALYZES THIS SITUATION IN DEPTH. FIRSTLY, IT REVIEWS THE IMPORTANCE OF FDI IN THE REGION AS A SOURCE OF FINANCING FOR THE EXTERNAL DEFICIT. THEN IT REVIEWS THE FINDINGS OF INTERNATIONAL ECONOMIC RESEARCH ON THE IMPACT OF FDI ON GROWTH AND THE FACTORS THAT ATTRACT IT. IT HIGHLIGHTS THAT FAR FROM BEING ASSURED, THE BENEFITS OF FDI DEPEND ON COMPLEMENTARY FACTORS WHICH ARE OFTEN NOT PRESENT IN THE REGION. SUBSEQUENTLY THE BOOK ANALYZES THE INTERNATIONAL EVOLUTION OF FDI AND THE GROWING IMPORTANCE OF MULTINATIONALS OF LATIN ORIGIN. IT THEN TACKLES THE CONTROVERSIAL QUESTION OF THE EFFICACY OF FISCAL INCENTIVES AS A MEANS TO ATTRACT INVESTMENT, FOLLOWING AN INNOVATIVE TECHNICAL APPROACH BASED ON FIRM LEVEL DATA WHICH QUESTIONS WHETHER THE FREE ZONES HAVE HAD A NET POSITIVE IMPACT ON DEVELOPMENT. THIS ANALYSIS IS COMPLEMENTED BY A STUDY OF INVESTMENT PROMOTION POLICIES, WHICH FOCUSES PARTICULARLY ON THE INVESTMENT PROMOTION AGENCIES. FINALLY, THE BOOK OUTLINES THE PROSPECTS FOR FDI ATTRACTION NOW THE SUN HAS SET ON STRATEGIES BASED ON PROVIDING FISCAL INCENTIVES. IT ARGUES THAT A NEW STRATEGY SHOULD BE BASED ON THE CREATION OF NEW SKILLS AND CAPACITIES THROUGH INSTRUMENTS DESIGNED TO COMPLEMENT PRODUCTIVE DEVELOPMENT POLICIES AND THEREBY GENERATE POSITIVE SPILLOVERS IN THE ECONOMY.

INVESTMENT AFTERCARE EXPLAINED CAROLINA ARRIAGADA PETERS, DAVID COBLE, TOBY X. LI, BRENDAN LEWIS, 2021-11-30 THIS BOOK IS THE FIRST TO SYSTEMATICALLY MAP THE LAST STEP OF THE FOREIGN INVESTOR'S JOURNEY, USUALLY REFERRED TO AS POST-INVESTMENT, AFTERCARE OR BUSINESS RETENTION AND EXPANSION. IT PROVIDES A

WIDE RANGE OF APPROACHES AND STRATEGIES FOR HOST ECONOMIES TO BETTER RETAIN FOREIGN INVESTORS, ENCOURAGE FOLLOW-ON EXPANSIONS AND ACHIEVE GREATER LOCAL ECONOMIC EMBEDDEDNESS THROUGH A MULTI-STAKEHOLDER DIALOGUE, LEADING TO IMPROVEMENT OF THE OVERALL BUSINESS CLIMATE. GLOBAL FOREIGN DIRECT INVESTMENTS REACHED US\$1.5 TRILLION IN 2019, BUT THIS FIGURE REDUCED BY OVER 42% IN 2020, DUE TO THE PANDEMIC. AGAINST THIS BACKDROP, RETAINING ESTABLISHED INVESTORS BECAME EVEN MORE IMPORTANT. NUMEROUS ORGANISATIONS ALL OVER THE WORLD ARE DEDICATED TO ATTRACTING FOREIGN COMPANIES TO INVEST IN THEIR MARKETS. FACILITATING THIS EFFORT IS A DYNAMIC AND COMPETITIVE INDUSTRY THAT INVOLVES INTERNATIONAL ORGANISATIONS SUPPORTING CAPACITY BUILDING, THINK TANKS, ACADEMIA AND CONSULTANTS. HOWEVER, ONCE FOREIGN COMPANIES DECIDE TO INVEST, A CRITICAL QUESTION ARISES: HOW CAN HOST ECONOMIES GROW AND RETAIN THESE FOREIGN INVESTMENTS? MANY HOST GOVERNMENTS COULD DO MUCH BETTER, AS THERE IS VERY LITTLE POST-INVESTMENT SUPPORT FOR THESE FOREIGN COMPANIES TO HELP THEM GROW THEIR BUSINESSES THROUGHOUT DIFFERENT STAGES OF INVESTMENT, BUSINESS AND ECONOMIC CYCLES. THIS IS WHERE AFTERCARE COMES IN. IN THIS BOOK, THE AUTHORS INCLUDE DIVERSE EXAMPLES FROM AROUND THE WORLD TO DEMONSTRATE AFTERCARE BEST PRACTICES IN ACTION. THIS BOOK IS AN ESSENTIAL READ FOR ALL PUBLIC ADMINISTRATION STAFF RELATED TO FDI ATTRACTION AND PROMOTION, PRACTITIONERS IN THE PRIVATE SECTOR AND FDI CONSULTANTS. IT WILL ALSO BE OF GREAT INTEREST TO MULTILATERAL ORGANISATIONS SEEKING TO ORGANISE SEMINARS AND TRAINING COURSES FOR CAPACITY BUILDING. THE BOOK WILL ALSO BENEFIT RESEARCHERS, ACADEMICS AND POSTGRADUATE STUDENTS OF INTERNATIONAL RELATIONS, FOREIGN TRADE AND INTERNATIONALISATION. FOR FURTHER INFORMATION, SEE WWW.AFTERCAREEXPLAINED.COM.

❑ *INVESTMENT PROMOTION PROVISIONS IN INTERNATIONAL INVESTMENT AGREEMENTS* UNITED NATIONS CONFERENCE ON TRADE AND DEVELOPMENT, 2008 INVESTMENT PROMOTION COVERS ALL ACTIVITIES AND MEASURES AIMED AT CREATING FAVOURABLE DETERMINANTS FOR FOREIGN INVESTMENT IN THE HOST COUNTRY. THIS PUBLICATION FOCUSES ON THE INTERNATIONAL AGREEMENTS ON THE PROMOTION AND PROTECTION OF FOREIGN INVESTMENT. THE STUDY PROVIDES AN OVERVIEW AS TO WHAT EXTENT CURRENT INTERNATIONAL INVESTMENT AGREEMENTS (IIA) PRACTICE EXPLICITLY DEALS WITH INVESTMENT PROMOTION AND TO EXPLORE WAYS ON HOW INVESTMENT PROMOTIONS ASPECT OF IIA COULD BE ENHANCED. IT ALSO SEEKS TO FILL A GAP IN RESEARCH AND POLICY ANALYSIS.

❑ *FOREIGN DIRECT INVESTMENT POLICY AND PROMOTION IN LATIN AMERICA*, 1999

❑ **DOES FOREIGN DIRECT INVESTMENT PROMOTE DEVELOPMENT?** THEODORE H. MORAN, EDWARD MONTGOMERY

GRAHAM, MAGNUS BLOMSTRÖM, 2005 THIS VOLUME GATHERS THE CUTTING EDGE OF NEW RESEARCH ON FOREIGN DIRECT INVESTMENT AND HOST COUNTRY ECONOMIC PERFORMANCE, AND PRESENTS THE MOST SOPHISTICATED CRITIQUES OF CURRENT AND PAST INQUIRIES. IT PRESENTS NEW RESULTS, CONCLUDES WITH AN ANALYSIS OF THE IMPLICATIONS FOR CONTEMPORARY POLICY DEBATES, AND PROPOSED NEW AVENUES FOR FUTURE RESEARCH.

FDI QUALITIES REVIEW OF CROATIA ADVANCING THE STRATEGIC FRAMEWORK FOR INVESTMENT PROMOTION AND FACILITATION OECD, 2023-11-27 THE FDI QUALITIES REVIEW OF CROATIA PROVIDES POLICY RECOMMENDATIONS ON THE DESIGN AND IMPLEMENTATION OF A NEW STRATEGIC FRAMEWORK FOR INVESTMENT PROMOTION AND FACILITATION IN CROATIA. IT PROVIDES AN ASSESSMENT OF HOW FOREIGN DIRECT INVESTMENT (FDI) CONTRIBUTES TO SUSTAINABLE DEVELOPMENT, INCLUDING PRODUCTIVITY AND INNOVATION, JOB QUALITY AND SKILLS DEVELOPMENT, DECARBONISATION AND REGIONAL DEVELOPMENT.

FOREIGN DIRECT INVESTMENT Mr DANIEL NICHOLLS, 2013-01-28 AS THE WORLD CONTINUES TO RECOVER FROM ONE OF THE MOST DRAMATIC FINANCIAL CRISES IN A GENERATION, EXPANDING CORPORATIONS ARE INCREASINGLY, YET CAUTIOUSLY, SEEKING OUT INTERNATIONAL INVESTMENT OPPORTUNITIES. AT THE HEART OF THIS FRAGILE INVESTMENT RECOVERY LIE TRUST AND CONFIDENCE. WITH AN UNPRECEDENTED NUMBER OF INVESTMENT PROMOTION AGENCIES AND ECONOMIC DEVELOPMENT ORGANISATIONS NOW COMPETING FOR THE ATTENTION AND BUSINESS OF A MORE CAUTIOUS AND DISCERNING INVESTOR AUDIENCE, SMART APPROACHES TO STRATEGIC DIFFERENTIATION, COMMUNICATION, ENGAGEMENT AND INVESTMENT SERVICES ARE BECOMING INCREASINGLY CRITICAL IF THESE AGENCIES AND ORGANISATIONS ARE TO SUCCEED. AT THE SAME TIME, TRANSPARENT AND RESPONSIBLE APPROACHES TO INVESTMENT, COUPLED WITH EFFECTIVE, COMPELLING ADVOCACY, ARE INCREASINGLY IMPORTANT TO THE SUCCESS OF COMPANIES' INVESTMENT PROJECTS. DANIEL NICHOLLS' FOREIGN DIRECT INVESTMENT OFFERS AN EXPLORATION OF SOME OF THE KEY TRENDS, ISSUES AND PRACTICES THAT ARE SHAPING THE GLOBAL FDI LANDSCAPE. ALONG THE WAY HE PROVIDES INSIGHT INTO HOW ECONOMIC DEVELOPERS AND INVESTORS ALIKE CAN MAKE THE MOST OF THEIR OPPORTUNITIES AND MITIGATE REPUTATIONAL AND COMMUNICATIONS CHALLENGES THAT CAN IMPEDE OR HINDER A SUCCESSFUL INVESTMENT. BY PRESENTING PERSPECTIVES AND PRIORITIES FROM BOTH SIDES, DANIEL NICHOLLS' BOOK BRIDGES THE 'INVESTMENT GAP' BY GIVING ITS READERS AN IMPORTANT INSIGHT INTO WHAT MATTERS TO THE OTHER SIDE. THIS BOOK REPRESENTS A SMART INVESTMENT FOR ANYONE INVOLVED.

DEVELOPING ECONOMIES AND INTERNATIONAL INVESTORS: DO INVESTMENT PROMOTION AGENCIES BRING THEM TOGETHER? TORFINN HARDING AND BEATA SMARZYŃSKA JAVORCIK, 2012 MANY COUNTRIES SPEND SIGNIFICANT RESOURCES ON

INVESTMENT PROMOTION AGENCIES IN THE HOPE OF ATTRACTING INFLOWS OF FOREIGN DIRECT INVESTMENT. DESPITE THE IMPORTANCE OF THIS QUESTION FOR PUBLIC POLICY CHOICES, LITTLE IS KNOWN ABOUT THE EFFECTIVENESS OF INVESTMENT PROMOTION EFFORTS. THIS STUDY USES NEWLY COLLECTED DATA ON NATIONAL INVESTMENT PROMOTION AGENCIES IN 109 COUNTRIES TO EXAMINE THE EFFECTS OF INVESTMENT PROMOTION ON FOREIGN DIRECT INVESTMENT INFLOWS. THE EMPIRICAL ANALYSIS FOLLOWS TWO APPROACHES. FIRST, IT TESTS WHETHER SECTORS EXPLICITLY TARGETED BY INVESTMENT PROMOTION AGENCIES RECEIVE MORE FOREIGN DIRECT INVESTMENT IN THE POST-TARGETING PERIOD RELATIVE TO THE PRE-TARGETING PERIOD AND NON-TARGETED SECTORS. SECOND, IT EXAMINES WHETHER THE EXISTENCE OF AN INVESTMENT PROMOTION AGENCY IS CORRELATED WITH HIGHER FOREIGN DIRECT INVESTMENT INFLOWS. RESULTS FROM BOTH APPROACHES POINT TO THE SAME CONCLUSION. INVESTMENT PROMOTION EFFORTS APPEAR TO INCREASE FOREIGN DIRECT INVESTMENT INFLOWS TO DEVELOPING COUNTRIES. MOREOVER, AGENCY CHARACTERISTICS, SUCH AS THE AGENCY'S LEGAL STATUS AND REPORTING STRUCTURE, AFFECT THE EFFECTIVENESS OF INVESTMENT PROMOTION. THERE IS ALSO EVIDENCE OF DIVERSION OF FOREIGN DIRECT INVESTMENT DUE TO INVESTMENT INCENTIVES OFFERED BY OTHER COUNTRIES IN THE SAME GEOGRAPHIC REGION.

WHISPERING THE TECHNIQUES OF LANGUAGE: AN MENTAL JOURNEY THROUGH **FDI PROMOTION**

IN A DIGITALLY-DRIVEN EARTH WHEREVER MONITORS REIGN SUPREME AND IMMEDIATE INTERACTION DROWNS OUT THE SUBTLETIES OF LANGUAGE, THE PROFOUND STRATEGIES AND EMOTIONAL NUANCES HIDDEN WITHIN PHRASES OFTEN MOVE UNHEARD. YET, NESTLED WITHIN THE PAGES OF **FDI PROMOTION** AN INTERESTING FICTIONAL VALUE BLINKING WITH ORGANIC FEELINGS, LIES A FANTASTIC QUEST WAITING TO BE UNDERTAKEN. WRITTEN BY A TALENTED WORDSMITH, THAT CHARMING OPUS INVITES VISITORS ON AN INTROSPECTIVE TRIP, SOFTLY UNRAVELING THE VEILED TRUTHS AND PROFOUND INFLUENCE RESONATING WITHIN THE VERY MATERIAL OF EVERY WORD. WITHIN THE PSYCHOLOGICAL DEPTHS WITH THIS MOVING EVALUATION, WE CAN EMBARK UPON A HEARTFELT EXPLORATION OF THE BOOK'S CORE SUBJECTS, DISSECT ITS FASCINATING WRITING FASHION, AND SUCCUMB TO THE POWERFUL RESONANCE IT EVOKES SERIOUSLY WITHIN THE RECESSES OF READERS' HEARTS.

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FDI PROMOTION INTRODUCTION

IN TODAY'S DIGITAL AGE, THE AVAILABILITY OF FDI PROMOTION BOOKS AND MANUALS FOR DOWNLOAD HAS REVOLUTIONIZED THE WAY WE ACCESS INFORMATION. GONE ARE THE DAYS OF PHYSICALLY FLIPPING THROUGH PAGES AND CARRYING HEAVY TEXTBOOKS OR MANUALS. WITH JUST A FEW CLICKS, WE CAN NOW ACCESS A WEALTH OF KNOWLEDGE FROM THE COMFORT OF OUR OWN HOMES OR ON THE GO. THIS ARTICLE WILL EXPLORE THE ADVANTAGES OF FDI PROMOTION BOOKS AND MANUALS FOR DOWNLOAD,

ALONG WITH SOME POPULAR PLATFORMS THAT OFFER THESE RESOURCES. ONE OF THE SIGNIFICANT ADVANTAGES OF FDI PROMOTION BOOKS AND MANUALS FOR DOWNLOAD IS THE COST-SAVING ASPECT. TRADITIONAL BOOKS AND MANUALS CAN BE COSTLY, ESPECIALLY IF YOU NEED TO PURCHASE SEVERAL OF THEM FOR EDUCATIONAL OR PROFESSIONAL PURPOSES. BY ACCESSING FDI PROMOTION VERSIONS, YOU ELIMINATE THE NEED TO SPEND MONEY ON PHYSICAL COPIES. THIS NOT ONLY SAVES YOU MONEY BUT ALSO REDUCES THE ENVIRONMENTAL IMPACT ASSOCIATED WITH BOOK PRODUCTION AND TRANSPORTATION. FURTHERMORE, FDI PROMOTION BOOKS AND MANUALS FOR DOWNLOAD ARE INCREDIBLY CONVENIENT. WITH JUST A COMPUTER OR SMARTPHONE AND AN INTERNET CONNECTION, YOU CAN ACCESS A VAST LIBRARY OF RESOURCES ON ANY SUBJECT IMAGINABLE. WHETHER YOU'RE A STUDENT LOOKING FOR TEXTBOOKS,

A PROFESSIONAL SEEKING INDUSTRY-SPECIFIC MANUALS, OR SOMEONE INTERESTED IN SELF-IMPROVEMENT, THESE DIGITAL RESOURCES PROVIDE AN EFFICIENT AND ACCESSIBLE MEANS OF ACQUIRING KNOWLEDGE. MOREOVER, PDF BOOKS AND MANUALS OFFER A RANGE OF BENEFITS COMPARED TO OTHER DIGITAL FORMATS. PDF FILES ARE DESIGNED TO RETAIN THEIR FORMATTING REGARDLESS OF THE DEVICE USED TO OPEN THEM. THIS ENSURES THAT THE CONTENT APPEARS EXACTLY AS INTENDED BY THE AUTHOR, WITH NO LOSS OF FORMATTING OR MISSING GRAPHICS. ADDITIONALLY, PDF FILES CAN BE EASILY ANNOTATED, BOOKMARKED, AND SEARCHED FOR SPECIFIC TERMS, MAKING THEM HIGHLY PRACTICAL FOR STUDYING OR REFERENCING. WHEN IT COMES TO ACCESSING FDI PROMOTION BOOKS AND MANUALS, SEVERAL PLATFORMS OFFER AN EXTENSIVE COLLECTION OF RESOURCES. ONE SUCH PLATFORM IS PROJECT GUTENBERG, A NONPROFIT

ORGANIZATION THAT PROVIDES OVER 60,000 FREE eBooks. THESE BOOKS ARE PRIMARILY IN THE PUBLIC DOMAIN, MEANING THEY CAN BE FREELY DISTRIBUTED AND DOWNLOADED. PROJECT GUTENBERG OFFERS A WIDE RANGE OF CLASSIC LITERATURE, MAKING IT AN EXCELLENT RESOURCE FOR LITERATURE ENTHUSIASTS. ANOTHER POPULAR PLATFORM FOR FDI PROMOTION BOOKS AND MANUALS IS OPEN LIBRARY. OPEN LIBRARY IS AN INITIATIVE OF THE INTERNET ARCHIVE, A NON-PROFIT ORGANIZATION DEDICATED TO DIGITIZING CULTURAL ARTIFACTS AND MAKING THEM ACCESSIBLE TO THE PUBLIC. OPEN LIBRARY HOSTS MILLIONS OF BOOKS, INCLUDING BOTH PUBLIC DOMAIN WORKS AND CONTEMPORARY TITLES. IT ALSO ALLOWS USERS TO BORROW DIGITAL COPIES OF CERTAIN BOOKS FOR A LIMITED PERIOD, SIMILAR TO A LIBRARY LENDING SYSTEM. ADDITIONALLY, MANY UNIVERSITIES AND EDUCATIONAL INSTITUTIONS HAVE THEIR OWN DIGITAL LIBRARIES THAT

PROVIDE FREE ACCESS TO PDF BOOKS AND MANUALS. THESE LIBRARIES OFTEN OFFER ACADEMIC TEXTS, RESEARCH PAPERS, AND TECHNICAL MANUALS, MAKING THEM INVALUABLE RESOURCES FOR STUDENTS AND RESEARCHERS. SOME NOTABLE EXAMPLES INCLUDE MIT OPENCOURSEWARE, WHICH OFFERS FREE ACCESS TO COURSE MATERIALS FROM THE MASSACHUSETTS INSTITUTE OF TECHNOLOGY, AND THE DIGITAL PUBLIC LIBRARY OF AMERICA, WHICH PROVIDES A VAST COLLECTION OF DIGITIZED BOOKS AND HISTORICAL DOCUMENTS. IN CONCLUSION, FDI PROMOTION BOOKS AND MANUALS FOR DOWNLOAD HAVE TRANSFORMED THE WAY WE ACCESS INFORMATION. THEY PROVIDE A COST-EFFECTIVE AND CONVENIENT MEANS OF ACQUIRING KNOWLEDGE, OFFERING THE ABILITY TO ACCESS A VAST LIBRARY OF RESOURCES AT OUR FINGERTIPS. WITH PLATFORMS LIKE PROJECT GUTENBERG, OPEN LIBRARY, AND VARIOUS DIGITAL LIBRARIES OFFERED BY EDUCATIONAL

INSTITUTIONS, WE HAVE ACCESS TO AN EVER-EXPANDING COLLECTION OF BOOKS AND MANUALS. WHETHER FOR EDUCATIONAL, PROFESSIONAL, OR PERSONAL PURPOSES, THESE DIGITAL RESOURCES SERVE AS VALUABLE TOOLS FOR CONTINUOUS LEARNING AND SELF-IMPROVEMENT. SO WHY NOT TAKE ADVANTAGE OF THE VAST WORLD OF FDI PROMOTION BOOKS AND MANUALS FOR DOWNLOAD AND EMBARK ON YOUR JOURNEY OF KNOWLEDGE?

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