

Corporate governance at Tatra



In an environment where winning public tenders almost inevitably requires violating accepted rules of corporate governance, many businesses choose the "see no evil" strategy. The boss gives his underlings the task of bringing in the government work and then asks no questions about how they get it done. If something goes wrong, denial is the boss's first line of defense. Denial has been Tatra's tactic so far, after [Czech TV](#) uncovered a contract giving a consultant a hefty commission for helping to win a Kč 2.6bn no-bid truck deal from the army. Tatra's case is interesting for two reasons. First, the consulting contract was signed before the current owners took over the company. And second, the new owners are in part Americans and are subject to the Foreign Corrupt Practices Act. It will be quite a balancing act for them to explain their company's behavior while upholding American standards of corporate governance and avoiding losing their lucrative contract.



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