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**Deriving competitive advantages from sustainability and stakeholder management abroad: the case of Brazilian multinationals**

Abstract:

Under the sustainable development agenda, a key underlying question is how firms’ social and environmental practices relate to firms’ economic performance, and to what extent they lead to the development of competitive advantages. This paper is part of a research in progress that explores whether sustainability principles and practices adopted by Brazilian MNCs in international operations located in developing countries has influenced the performance of their foreign subsidiaries. Data collected thus far indicate that sustainability has helped Brazilian MNCs to manage stakeholders more effectively in their internationalization, and that such ability can be considered a competitive advantage of these firms.