

Appendix A. Overlap with Sun et al. (2021)

Our review shares some overlap with a recent review of institutional complexity and nonmarket strategy research by Sun, Doh, Rajwani & Siegel (2021). Approximately 9% (34 out of 367 articles) of the articles covered by the Sun et al. (2021) review are also covered in our review. This overlap is mostly delimited to the examination of civil society (CS) as a nonmarket institution that drives MNEs' nonmarket strategy. Accordingly, a large proportion of the overlapping articles examine civil society actors as pressuring or influencing the MNE to adopt CSR practices (e.g., Zhang & Luo, 2013; Khan, Lew & Park, 2015). Therefore, most of this overlap is situated in the outcome category of our review, where we discuss that one of the outcomes of conflictual MNE-CS interactions is MNE nonmarket strategy (mostly CSR initiatives). Nevertheless, our review complements the review of Sun et al. (2021) as we focus more on how exactly MNEs' CSR initiatives are received by civil society actors—which is important as it may, in turn, lead to subsequent interactions.

Further, our review shows that there are additional insights to be gained from studying MNE-CS interactions extending beyond their role as a driver of nonmarket strategy: for example, relevance for MNEs market strategy (e.g., internationalization strategy), the civil society actor, and for society at large. Our review also examines what drives different MNE-CS interactions. These topics are not within the scope of Sun et al. (2021)'s review yet add to our understanding of an increasingly important phenomenon. Similarly, the review by Sun et al. (2021) includes topics that are not within the scope of our review, such as MNEs' strategies toward political and government stakeholders.

Overall, like Sun et al.'s article, ours is concerned with the external environment of international business, but the two reviews are complementary as they are characterized by different foci. By shifting the focus to civil society and specifically the MNE-CS interaction itself, we cover a broad range of civil society actors, the context of these interactions, and their antecedents and consequences for the actors and for society. The distinct contributions of these two reviews offer insights greater than the sum of their parts, and lead to more a comprehensive understanding of how MNEs are shaped by and shape their environment.

Appendix B. Journal Selection

International Business Journals	Generic Management Journals	Business and Society Journals	Sociology and Political Science Journals	Specialized Nonprofit Journals
<ul style="list-style-type: none"> • Global Strategy Journal • International Business Review • International Marketing Review • Journal of International Business Policy • Journal of International Business Studies • Journal of International Management • Journal of International Marketing • Journal of World Business • Management International Review 	<ul style="list-style-type: none"> • Administrative Science Quarterly • Academy of Management Journal • Academy of Management Review • Human Relations • Journal of Applied Psychology • Journal of Management • Journal of Management Studies • Journal of Occupational and Organizational Psychology • Journal of Organizational Behavior • Management Science • Organizational Behavior and Human Decision Processes • Organization Science • Organization Studies • Personnel Psychology • Strategic Management Journal 	<ul style="list-style-type: none"> • Business & Society • Business Ethics Quarterly • Business Ethics: a European Review • Business, Strategy and the Environment • Corporate Governance: an International Review • Corporate Social Responsibility and Environmental Management • Journal of Business Ethics • Organization & Environment 	<ul style="list-style-type: none"> • American Sociological Review • American Journal of Sociology • Social Forces • American Political Science Review • American Journal of Political Science • Journal of Politics 	<ul style="list-style-type: none"> • Mobilization • Nonprofit and Voluntary Sector Quarterly • Voluntas

Appendix C. Search string

To determine our initial sample, we searched the titles, keywords, and abstracts of articles in Scopus and Web of Science using the following search strings:

1. Full search string used in systematic review

["civil societ*" OR cso OR ngo OR nongovernment* OR non-government* OR "non government*" OR movement* OR smo OR activis* OR protest* OR demonstrator* OR non-profit* OR nonprofit* OR "non profit*" OR npo OR not-for-profit OR nonmarket OR non-market OR "non market" OR "interest group*" OR "advocacy group*" OR "voluntary organization*" OR "voluntary group*" OR "voluntary association*" OR "labor union*" OR "labour union*" OR "trade union*" OR "labor organization*" OR "labour organization*" OR "labor association*" OR "labour association*" OR "labor group*" OR "labour group*" OR "charitable organization*" OR charity OR charities OR "charitable foundation*" OR "charitable group*" OR "philanthropic foundation*" OR "philanthropic organization*" OR "philanthropic group*" OR "faith based organization*" OR "faith-based organization*" OR "faith based group*" OR "faith-based group*" OR church* OR "religious group*" OR "religious organization*" OR "community-based group*" OR "community based group*" OR "community-based organization*" OR "community based organization*" OR "community organization*" OR "community group*" OR gro OR "grassroots organization*" OR "grassroots group*" OR "grassroots association*"]

2. Additional search string used for the non-IB journals *

[international OR subsidiar* OR MNE OR MNC OR TNC OR foreign* OR cross-border OR multinational OR transnational OR global OR home OR host]

*Note: to ensure we are capturing Civil society topics relevant to IB, for the non-IB journals we added a search string that narrows the results to those studies with an international element.

Appendix D. Book search

While our focus was on searching within selected peer-reviewed journals, for the sake of comprehensiveness we include below a Table with contributions in book format. Specifically, we used the same keyword search string (see Appendix C) to search in Scopus, limiting the search to Books in the subject area *Business, Management and Accounting*. We then went through the abstracts to establish fit with our predetermined inclusion criteria. Below we include the ten most highly cited books that resulted from this process, followed by two outputs (a book and a report) that were relevant but not uncovered by this search strategy – we thank an anonymous reviewer for bringing these to our attention.

Title	Year	Authors
Unfolding Stakeholder Thinking: Theory, Responsibility and Engagement	2017	Andriof J., Waddock S., Husted B. & Rahman S.S.
Corporate Diplomacy: Building Reputations and Relationships with External Stakeholders	2017	Henisz W.J.
Sustainability through Partnerships: A Systematic Review*	2013	Gray, B. & Stites, J.P.
Corporate Social Responsibility and Global Labor Standards: Firms and Activists in the Making of Private Regulation	2011	Fransen L.
Moralizing the Corporation: Transnational activism and corporate accountability	2010	Holzer B.
Good Cop/bad Cop: Environmental NGOs and Their Strategies Toward Business*	2010	Lyon, T.P.
NGOs and corporations: Conflict and collaboration	2009	Yaziji M. & Doh J.
Handbook of Research on Global Corporate Citizenship	2008	Scherer A.G. & Palazzo G.
The World Economic Forum: A Multi-Stakeholder Approach to Global Governance	2006	Pigman G.A.
Global Public Policy: Business and the Countervailing Powers of Civil Society	2006	Ronit K.
International Business-Society Management: Linking Corporate Responsibility and Globalization	2005	van Tulder R. & van der Zwart A.
Smart Alliance: How a Global Corporation and Environmental Activists Transformed a Tarnished Brand	2004	Taylor J.G. & Scharlin P.J.

*These outputs were relevant but not uncovered by the search strategy.