# WORLD RESOURCES INSTITUTE

# Corporate Climate Diplomacy:
## Framework for engagement and understanding
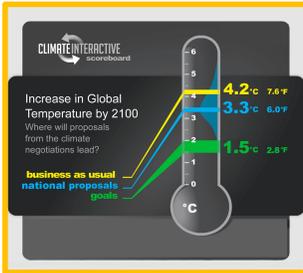Charles Gertler | Amy Meyer | Jonathan Packer | Sofi Peterson

**How can companies best engage countries to strengthen national climate commitments?**
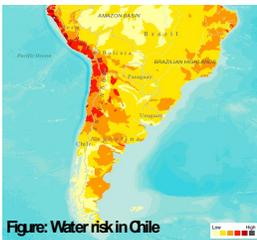
## PROBLEM STATEMENT



*Current national climate commitments are **insufficient***

| Corporate "science-based targets" | Country-specific business interests and activities | Opportunity to strengthen commitments | → | 1.5°C |

**Goal:** *Leverage corporate climate commitments through their relationships with countries of operation to enhance national climate commitments. Develop a methodology and template of engagement through an example relationship:* **global food and beverage company and Chile.**

The project scope aligns with WRI's stated intent **to use the power of the private sector to promote sustainability.**

## CURRENT SITUATION



**Figure: Water risk in Chile**

- Corporations and countries both face climate risks **(case study:** Chile and global food and beverage company are water-vulnerable)
- Corporate actors can not meet climate goals in weakly committed national contexts **(case study:** company's renewable energy goals hinge on Chilean policy)
- Standards for interaction are undeveloped **(case study:** company executive and Chilean representative meeting)

## CHALLENGES

- Corporate-national interactions take place already, but climate is often not discussed
- Limited precedent and limited expertise to draw upon while formulating engagement procedure in this context
- Incentives and opportunities for collaboration are unclear due to national and corporate interests
- Facilitating collaboration is difficult due to political gridlock and optics of corporate 'lobbying'

**Addressing Challenges:**
- Solicited expert opinions from experts on negotiation, local circumstances, and corporate social responsibility.
- Proposing creative forums for breaking new collaborative ground.

## PROPOSED TEMPLATE FOR ENGAGEMENT

1. **Understand internal activities and goals**
2. **Select a target country for engagement**
3. **Conduct research on target country**
4. **Find the intersection of interests**
5. **Identify best method of engagement**

**Each section contains:**
- Key questions
- Suggested resources
- Case study application

## NEXT STEPS

- Test and refine procedure around actual use cases
- Consider widening the scope of conversations in terms of stakeholders involved, and sustainability issues addressed
- Share with other actors to inspire similar conversations
- Integrate into standard practice for corporate responsibility