How can companies best engage countries to strengthen national climate commitments?

**Problem Statement**

Current national climate commitments are insufficient

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.

**Current Situation**

- 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:**

- Soliciting 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