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مصرف لبنان  
BANQUE DU LIBAN

THE FEDERATION  
OF CHAMBERS OF COMMERCE,  
INDUSTRY & AGRICULTURE IN LEBANON



اتحاد  
غرف التجارة والصناعة  
والزراعة في لبنان



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# Partnerships for Climate Change

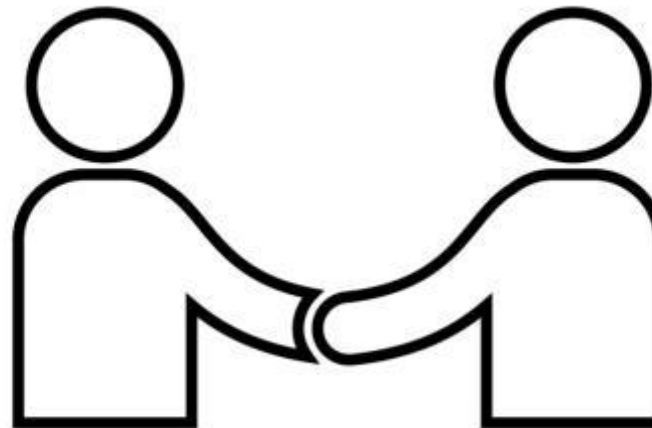
## February 2<sup>nd</sup>, 2017

*in cooperation with*



Project implemented by  
**AGRICONSULTING CONSORTIUM**  
Agriconsulting Agrer CMCC CIHEAM-IAM Bari  
d'Appolonia Pescares Tyrsa Sviluppo Globale

- Name
- Organisation
- Background



1. Help companies define their criteria for successful selection of external partners for joint project implementation.
1. Introduce companies to potential initiatives that could fit with their corporate objectives

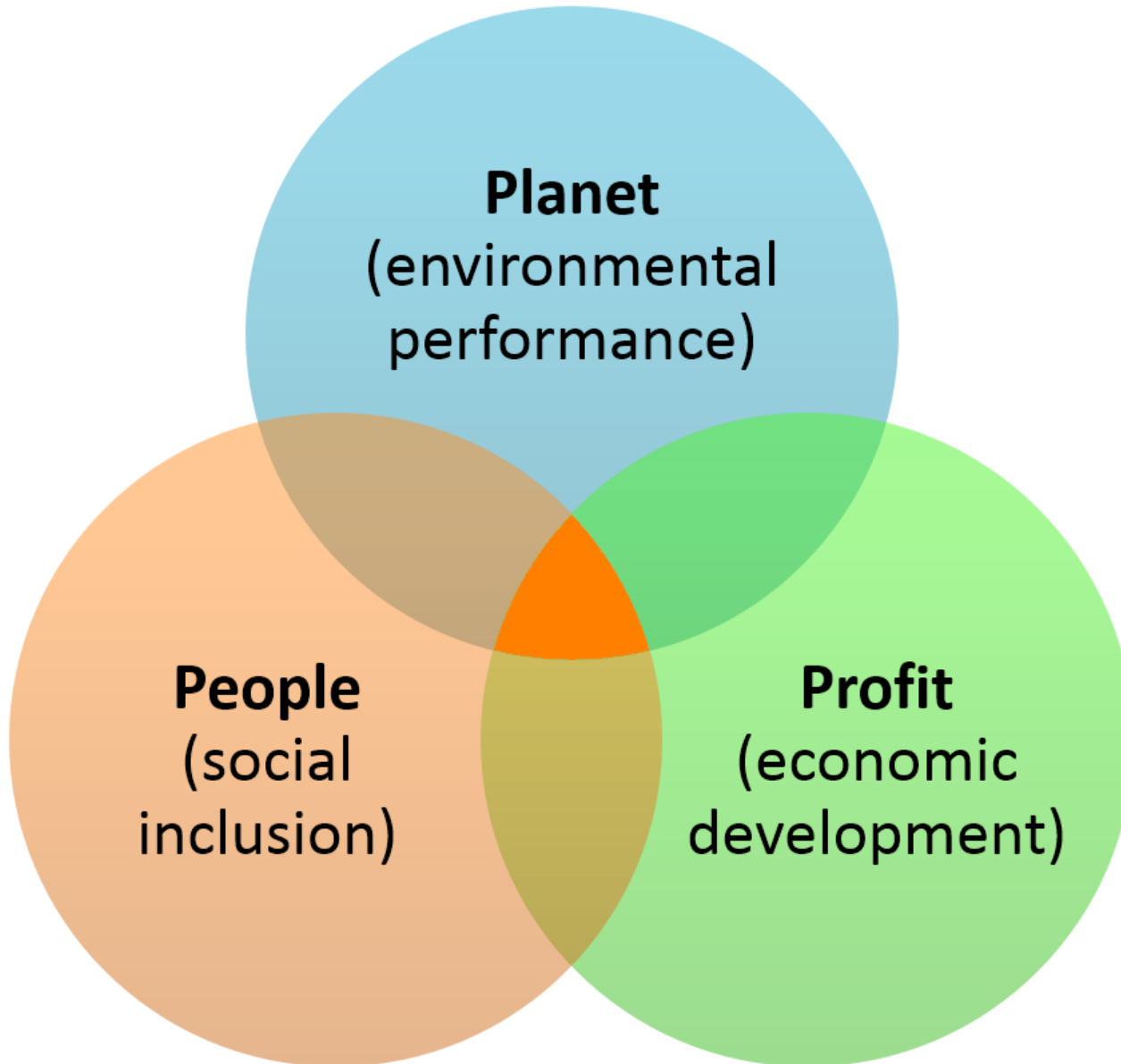
**Module 1: Where are we now?**

**Module 2: Working with NGOs: Key criteria**

**Module 3: Find your perfect match**

# SUMMARY OF 1ST TRAINING

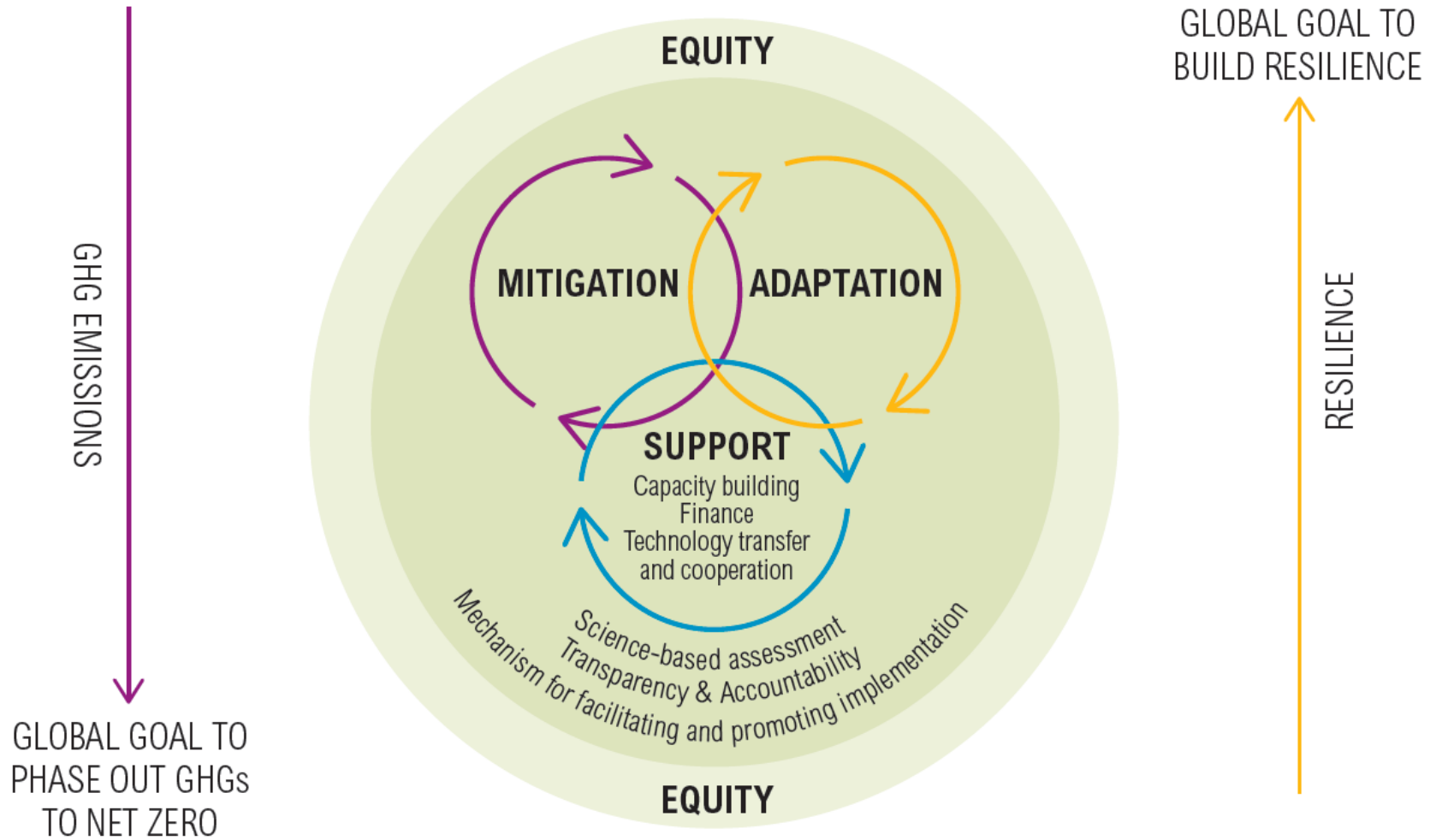
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# WHAT DO WE MEAN BY CLIMATE CHANGE?



# LEBANON – INTENDED NATIONALLY DETERMINED CONTRIBUTION





**Pillar: Environment**  
**Company Strategic Objective:**

Climate Change Topic	Measures KPIs	Target	Initiative	Initiative Resources	Initiative Timeline	Initiative Goal
Water heating -electricity consumption -Diesel	Kwh Kwh/night Kwh/day	Increase night consumption 2% -decrease day consumption By 2%	Passive/Habit change -Washing during night -full washing machine <b>Active</b> -building envelop -PVC -cards	<b>Passive</b> Educate/awareness/communication-understanding <b>Active</b> Research High financial investment	60% employees educated in year 1 +40% in year 2 -2 idea /employee /year <b>Passive</b> 2 Months for research / 3 financing/ 3 implementation	1% reduction in 6 months 2% in 6 months  10% in 1 year
- Fuel for generator	Consumption Ltr/year	Reduce consumption by 2% -maintain the same level				

## SELECTED ORGANISATION

Environment Objective:			
Area/Issue	Measures KPIs	Targets	Initiatives

Social Objective:			
Area/Issue	Measures KPIs	Targets	Initiatives



Corporate Governance and Strategy

Workplace Objective:			
Area/Issue	Measures KPIs	Targets	Initiatives

Marketplace Objective:			
Area/Issue	Measures KPIs	Targets	Initiatives



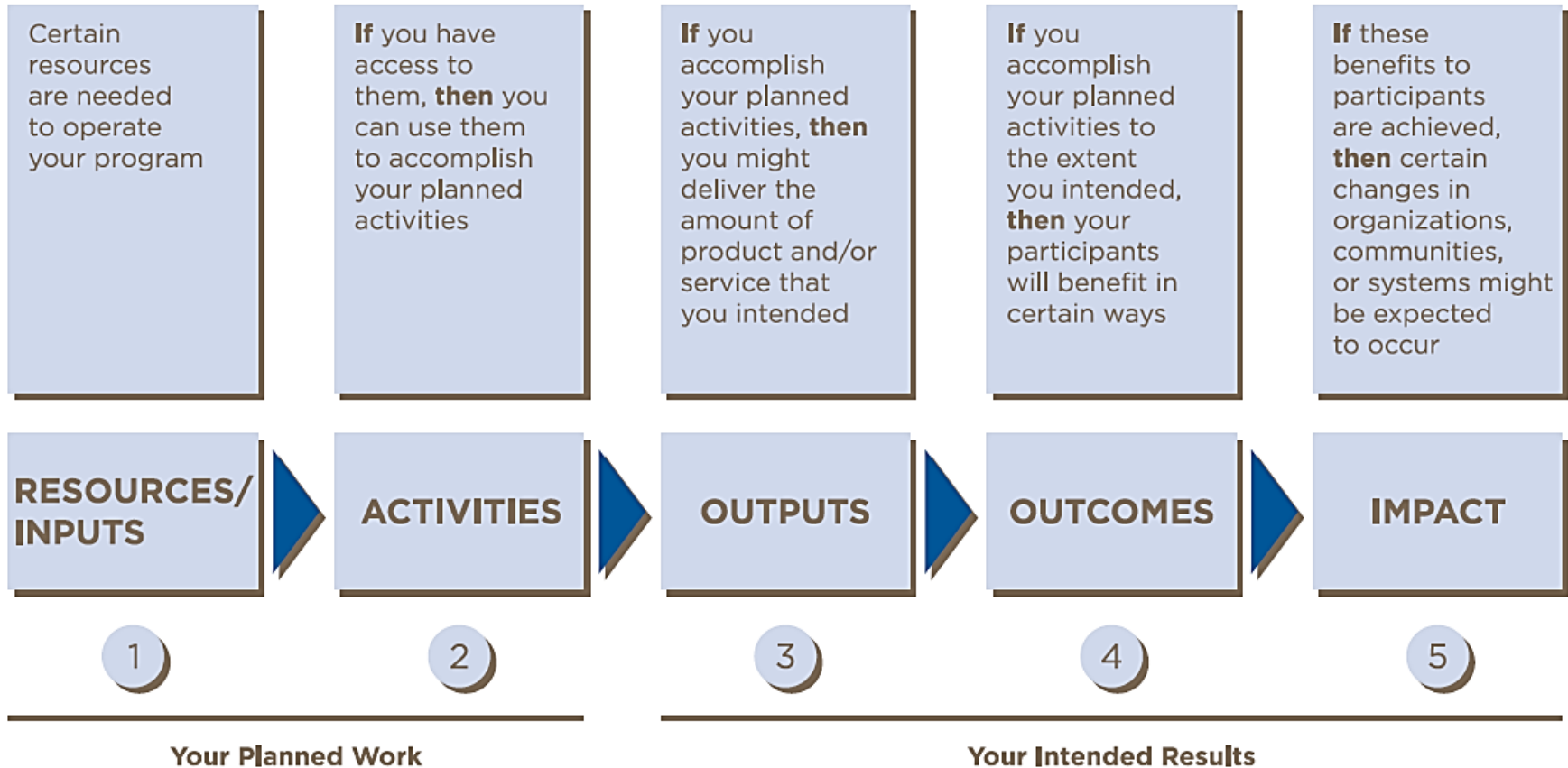
# MODULE 1

## WHERE ARE WE NOW?

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Insert here the case study

# MEASUREMENT AS A PROCESS



Basic Logic Model. Source: W. K. Kellogg Foundation Logic Model Development Guide.

# GROUP WORK-

## IDENTIFY THE STEPS OF OUR CASE STUDY

Resources/ Input	Activity	Output	Outcome	Impact
<ul style="list-style-type: none"><li>•</li><li>•</li></ul>	<ul style="list-style-type: none"><li>•</li><li>•</li></ul>	<ul style="list-style-type: none"><li>•</li><li>•</li></ul>	<ul style="list-style-type: none"><li>•</li><li>•</li></ul>	<ul style="list-style-type: none"><li>•</li><li>•</li></ul>

- How is this exercise assist you in the communication with your partners?

# MODULE

## COLLABORATION WITH NGOs/CIVIL SOCIETY

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1. Assist participants to identify the principles of successful projects
2. Enable participants to develop successful partnerships

Split into 2 groups. As a group please define:

## Group 1:

- How would you describe a successful project? What are the characteristics of a successful project?

## Group 2:

- How would you describe a project that is not successful? What are the characteristics of a not successful project?

Split into 2 groups. As a group please define:

## Group 1:

- How would you describe a successful partnership?

## Group 2:

- How would you describe a partnership that is not successful ?

## PROJECT BASED CRITERIA

Cost

Relevance to my business

Meets my stakeholder needs

Can I implement it alone?

Meets my environmental goals

Is it innovative?

Will I be recognised for this initiative?

## NGO BASED CRITERIA

Reputation

Geographic area of focus

Experience

Do you want to be associated with this NGO?

# MODULE 3

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# HOW NGOs WERE SELECTED

1. Provide a **description** about your organization (*up to 100 words*).
2. Specify your project's **environmental category**: (Energy, Water , Transport, Waste, Forestry and/or Agriculture)
3. What is the **climate problem** that you are addressing and how do you think that your climate initiative will help to solve this problem?
4. Please provide your initiative's detailed **scope** of work
5. Please list the beneficial **outcomes** of your project on the environmental, social, and educational levels. How will these **benefits** be **measured**?
6. Will your solution create **new jobs** to be implemented, if yes how many?
7. Who will be the **team** working on the implementation of this initiative?
8. What is the required **fund** for implementing your initiative? Please list how will this fund be spent with the most possible details.
9. Considering that the required fund is secured, what would be the **timelines** for implementing your initiative?
10. What are the **innovation** aspects of your project? What would make it better than other similar projects implemented in Lebanon and in the region?
11. Will you be **collaborating** with any other organization(s) to implement your initiative? Who are they, and what are their roles?
12. How do you think that your project will contribute to **reducing the country's CO2 emissions**?

## Presentation from NGOs



# CRITERIA: PROJECT

PROJECT BASED CRITERIA	RATE 1-10	COMMENTS
Cost		
Relevance to my business		
Meets my stakeholder needs		
Can I implement it alone?		
Innovation and new concept		

# CRITERIA: PROJECT

NGO BASED CRITERIA	RATE 1-10	COMMENTS
Reputation		
Geographic area of focus		
Experience		
Do you want to be associated with this NGO?		

# CLOSING REMARKS





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# THANK YOU!

## Aglaia Ntili

Managing Director  
+30 6972031126,  
+971 553231190  
[www.SustainabilityKnowledgeGroup.com](http://www.SustainabilityKnowledgeGroup.com)



## Rawad Massoud

Executive Managing Director  
+961 71 139943  
+961 9 911 953  
[www.V4Advisors.com](http://www.V4Advisors.com)

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