

International oil company Global Oil



Who you are:

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You represent the energy company Global Oil. With 80,000 employees, it has a presence in 79 countries, and is engaged in extraction, production, transport, refining and sale of oil and gas, as well as activities in the petrochemical sector, and construction and operation of oil fields.

Your view is that while the concept of sustainability is a core component of Global Oil's corporate culture, in any area of business priority should be given to the well-being and security of people, social prosperity, innovation, research and environmental protection. In pursuit of these ends, Global Oil invests in projects to reduce greenhouse gas emissions and increase energy efficiency.

You have a yearly budget of 30 million dollars at your disposal to attract new clients. This makes you particularly influential in political debates..

Your position regarding Yasuni National Park:

For you, extracting the oil is paramount, especially in view of rising oil prices and the high profits associated with them. You are under a great deal of pressure to achieve satisfactory growth figures, as competition in the oil sector is fierce. This means you must secure more profits and tap new sources of oil before other oil companies do the same. Five years ago, you were granted permission to prospect for and extract oil in Yasuní National Park. Since then, you have been doing everything you can to start production to ensure the greatest turnover possible.

What is more, the way you see it, oil production will bring many benefits to the country. You know that countries such as Ecuador have been affected by the global financial crisis, and that state coffers are in need of income to settle their debts. Oil sales are a major source of income for the country. The oil industry stimulates economic growth, creates jobs and provides tax income to the state. Particularly in countries of the Global South, economic growth reduces poverty, improves quality of life and leads to a higher degree of satisfaction on the part of the population. Other countries such as India have shown that during economic growth, wealth trickles down from the wealthier classes to the poorer sectors of society.

You do not understand the protests recently staged against you and other oil companies in Yasuní park. You believe that the extraction of the oil must go ahead. Today, 95% of all industrially manufactured goods depend on oil. In fact, nothing in this conference room could have been produced without oil (plastics are made from oil, the fuel used to transport the goods is made from oil, etc.). This state of affairs cannot be changed overnight. Humanity is dependent on oil as a source of energy. You too attach great importance to climate protection. Nonetheless, even renewable energies require oil. Nothing is possible without oil. However, oil reserves are finite, which makes it even more important to make use of the oil still available.

Your demands:

You want the Ecuadorian government to grant you an unconditional license to extract oil in the Yasuní National Park area. You want the international community to distance itself from the Yasuní Initiative to prevent it from standing in the way of economic growth for countries such as Ecuador. Especially in times of global economic crisis, we need growth. No alternative to oil has yet been found, the entire economy is dependent on it, so it must be extracted.

Your task for the first unofficial round of negotiations:

Seek out potential coalition partners who you think might have interests similar to yours. Discuss in your group who will negotiate with whom. Approach the other groups and find out whether you can form an interest group to further your position.