

## Interactions between indigenous peoples and multinational corporations:

### Strategies and outcomes

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- The project focuses on the nature and role of indigenous peoples-multinational corporation (MNC) interactions.
- We will study a number of cases and pay particular attention to the role of MNCs from Norway and other nations when interacting with indigenous peoples.
- Specific areas of interest include reasons for indigenous resistance as well as motives for collaboration, strategies employed by MNCs to build social capital and trust, and what the results are of the different strategies employed.

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### Research questions

- What actor characteristics and strategies explain resistance-oriented and collaborative interactions respectively?
  - What are the characteristics of indigenous business practices in different areas.
  - How is knowledge perceived, developed, shared and appropriated in MNC-Indigenous Peoples interactions?
  - How does indigenous knowledge and practices influence MNC resource generation and practices, and how is indigenous community livelihood influenced by the presence of MNCs?
- From a more conceptual viewpoint, we ask:
- *How do the actors' identities influence their interactions, and are MNCs and indigenous peoples' identities transformed during their encounters?*
  - *Are MNC-indigenous alliances counter to or in harmony with indigenous self determination?*

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### Indigenous peoples: at the very bottom of the pyramid

- Indigenous peoples and alliances with multinational corporations
- According to the UN there are 300 to 500 million indigenous peoples in more than 70 countries around the world, comprising over 5000 languages and cultures (UN Permanent Forum on Indigenous Issues, Indigenous Peoples, Indigenous Voices, [www.un.org/esa/socdev/unppfii/documents/unpfiibrochureen07.pdf](http://www.un.org/esa/socdev/unppfii/documents/unpfiibrochureen07.pdf))

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### Indigenous struggles = about economic resources

- More than 60 percent of Bolivia's nearly nine million people are indigenous, and 70 percent live in poverty.

• Evo Morales

- Evo Morales, Bolivia's first indigenous president, promised to recuperate the country's natural resources and to undertake drastic measures to uproot corruption in order to "save" Bolivia.

- The leader of the Movement Toward Socialism (MAS) predicted in his inaugural address the start of 500 years of government under indigenous rule, as a change from 500 years of struggle against colonialism and neo-colonialism.



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<http://ipsnews.net/news.asp?idnews=31867>

### Indigenous rights-indigenous wrongs

- Participation by local communities
- Prior consultation
- The right of self determination
- The right to development
- Gaining consent from indigenous peoples for relevant projects at all stages of the project lifecycle can be viewed as an essential aspect of respecting human rights of indigenous peoples.
- Examples of existing initiatives include the ILO convention concerning Indigenous and Tribal Peoples in Independent Countries (ILO 169); The Declaration by the UN General assembly of 2007 which include the rights of indigenous peoples to determine and develop priorities and strategies for the development and use of their lands, territories and other resources

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### Firm risks and opportunities

- Reputational risks which may harm brand value
- Employees' morale
- The ability to recruit and in some cases the ability to access markets and resources
- License to operate can be removed due to erosion of community and government confidence.
- Litigation
- Increased regulation due to poor consultation with indigenous groups.
- Indigenous peoples' knowledge of biodiversity, sacred sites, seasonal changes and ongoing environmental management.
- Retaining this expertise through the employment of indigenous peoples can make good business sense for a company.

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EIRIS 2007

### The traditional story:

### The Pascua Lama case

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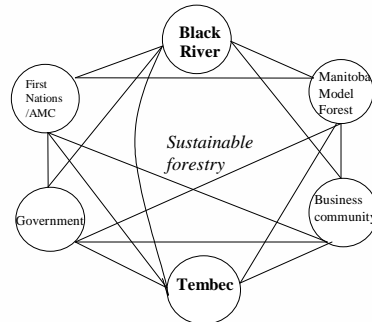
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## An alternative story:

### The Black River-Tembec relationship

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### A successful case of MNC-Indigenous interactions



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Huemer and Cox 2007

### Black River – Tembec

- Strengthen identity and self-esteem-necessary for network identification
- Re-discovering traditional knowledge in forestry
- Joining traditional knowledge and modern techniques
- Creating legitimacy and credibility, through mutual respect and an acknowledgement of interdependencies

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### Future research on MNC-Indigenous peoples interactions

- Cermaq
- SN Power
- (NRK-Eyeworks)
- Chile**
  - Mapuche: The Lonko Kilapang Development
  - Atacameños:
    - Toconao indigenous community.
  - Aymara: CONADI representative
- Ecuador**
  - The Shuar Federation
  - Consejo de Desarrollo de las Nacionalidades y Pueblos de Ecuador (CODENPE)
  - Kokopelli Advisory, an Indigenous owned and managed community relations and sustainable development company

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