**Questions for Industry Associations**

**Theme 1 “Organization and motives of Chinese hydropower actors”**: How do the motives and organization of Chinese firms involved in hydropower development shape their relations with Low and Middle Income Countries (LMICs)?

1. How does China's experience in the domestic dam sector shape its overseas dam practices (e.g. environmental / social issues)?

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1. What are the key differences between building large hydropower dams in China and overseas?

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1. What is the relationship between domestic and overseas dam building - how do they influence each other?

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1. What role does the Chinese government/Chinese companies see for itself in building large dams overseas?

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1. What Chinese standards are in place to ensure social and environmental protection for dam-building?

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1. What international standards have to be to complied with for overseas dam-building?

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1. What is the strategy of large hydropower development in China? What is the strategy seeking to achieve?

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1. What is the perceived relationship between the development of large hydropower dams and economic development?

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1. How are negotiations between the Chinese and host country clients conducted?

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1. What role do international norms play in shaping these negotiations?

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1. What type of project monitoring procedures exist during the construction period? Who are they monitoring for? Where does the information go? Who is in charge?

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1. How are local complaints and grievances addressed?

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1. What are the types of risks associated with the Chinese overseas dam building industry?

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1. What is the business cost of not mitigating social, environmental and political risks?

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1. What is a typical project cycle for dam construction? What are the different risks that occur in the project cycle?

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1. How should Chinese companies address local opposition to their projects?

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1. How does the Chinese ‘aid’ model enhance the competitiveness of Chinese firms vis-à-vis other non-Chinese firms in dam-building?

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