**Questions for Government and Officials**

**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 a company negotiate with the host country government on new Chinese overseas dam projects?

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1. What are the steps to approve a Chinese contractor to tender and build a Chinese overseas dam project? (Discuss a real example)

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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 role does the Chinese government 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 influence of bilateral relationships on the Chinese overseas dam building industry?

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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. 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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