

## **Indicative interview questions – ‘Joint Ventures in Cuba’s Energy Sector’**

Introduction to business

History of cooperation with Cuban government

- When did cooperation start?
- What was the background?
- What did initial contacts look like?

Organisation

- What does the financial organisation of your work look like?
- What does the juridical organisation look like?
- What projects are you developing in Cuba?
  - o How are they organised?

Motives

- What are your motives for cooperating? (Commercial/ideological/personal/etc)
- How (if at all) is your work linked to the 2030 energy strategy?
- What does competition look like, and how is the Cuban government prioritising different foreign actors?
- Why have you decided to work with the particular energy source you work with?

Future

- What are you looking to accomplish looking forward?
- What challenges are you facing? (Organisational/technical)