To: Negotiators for Developed Nations at UN World Climate Summit  
Subject: Briefing on Negotiating Goals  
Includes: USA, Canada, European Union, Japan, Russia and other former Soviet Republics, South Korea, Australia, and New Zealand.

Goals

The Developed Nations seek to negotiate a global agreement to reduce greenhouse gas emissions that achieves the best outcome for our economies and national interests, as well as for the world. At the 2015 UN climate negotiations in Paris, nations agreed to a goal of limiting global warming to “well below 2˚C” compared to preindustrial levels. You must now decide on the following:

1. Actions to reduce CO₂ emissions, if any. Without action, your emissions are expected to grow over time. You can decide when emissions will stop growing, when they will begin declining, and at what annual rate emissions decline, if at all.
2. Whether to make a commitment to reduce deforestation or to increase reforestation or afforestation.
3. How much you will contribute, if at all, to the Green Climate Fund, which is intended to provide at least $100 billion/year by 2020 for developing countries to reduce their emissions and adapt to climate change.

Context

The scientific consensus on climate is clear: over 97% of climate scientists agree that climate change is happening, that it is caused primarily by use of fossil fuels, and that the impacts could be devastating. Many developed countries are feeling the effects right now, from rising sea levels along coasts to heatwaves and prolonged droughts in agricultural regions.

Public Opinion

The public in our countries generally believes climate change is real and that human activity contributes significantly to it. Most support policies to address climate change. However, there are fossil fuel interests that are actively working to stall action, and climate change ranks near the bottom of most people’s priorities, far below security, the economy and jobs. The vast majority of our people are opposed to actions that place undue burden on our own economies, while developing nations continue to grow their emissions.

Opportunities

Fortunately, especially as renewable energy becomes more affordable, reducing emissions could improve public health, create jobs, and improve energy security.

National Action

At the climate negotiations in Paris, our nations pledged to reduce emissions by about 20% by 2030, compared to 1990 levels. These pledges are ambitious but will be challenging to implement. For example, in the US, the Obama Administration’s Clean Power Plan faces opposition. Meanwhile, Australia, with large coal reserves, repealed its carbon emissions tax, and Russia and other former Soviet nations show little signs of moving away from their dependence on fossil fuels for government revenue.

Forests and land use

Though we can pledge reductions in emissions from deforestation and land degradation (REDD) within our bloc, doing so would address only address a small portion of our emissions.
Global Landscape

- China now emits over 25% of global CO$_2$ emissions, more than the US, Mexico, and Canada combined, and has become the second largest economy. Emissions in India and other developing nations are also growing rapidly. Worse, the emissions of the developing nations have been growing faster than the rates assumed by climate scientists. Even with the pledges they submitted in Paris, the emissions of the Developing A and Developing B blocs are expected to grow by 16% and 40%, respectively, between 2015 and 2030.

- The less developed nations continue to emphasize that reductions in their emissions would require extensive financial assistance from developed countries, but corruption pervades many of these countries and financial assistance often fails to reach its intended use. They may also emphasize forestry policy over cutting fossil fuel emissions, which, while important, is insufficient for meeting the climate challenge.

CO$_2$ Emissions from Fossil Fuels and Cement

![Graph showing CO$_2$ emissions from fossil fuels and cement](image)

While cumulative emissions so far have been higher in the developed countries (i.e., the US, EU, and other developed countries), the growth of population, GDP per person, and emissions in the developing nations far outpaces growth in the developed countries. Under business-as-usual assumptions, cumulative emissions of all developed countries (US, EU, and other developed) are expected to fall to 37% of total by 2100.

Developing A, including China, is now the world’s largest emitter of CO$_2$. Without action, total CO$_2$ emissions from fossil fuels are projected to more than triple among the developing countries by 2100.

Sweden sustained annual emissions reductions of 4.5% to reduce their dependence on oil (1976-1986). France and Belgium saw similar reductions around this time. Otherwise, most significant historical emission reductions have come from financial or political crises. According to UNEP, a 3.5% annual reduction rate is extremely ambitious.

Since 1980, emissions per person have risen dramatically in China and India (by 391% and 285%, respectively) but have fallen in the US and Europe (by 20% and 26%, respectively).
Goals

Your goal is to negotiate a global agreement to reduce greenhouse gas emissions that achieves the best outcome for our economic development and national interests. At the 2015 UN climate negotiations in Paris, nations agreed to a goal of limiting global warming to “well below 2°C above pre-industrial levels and pursuing efforts to limit the temperature increase to 1.5°C above pre-industrial levels.” You must now decide on:

1. Actions to reduce carbon emissions, if any. Without action, our emissions are expected to continue growing dramatically. You can decide when our emissions will stop growing, when they will begin declining, and at what annual rate emissions decline, if at all.

2. Whether to make a commitment to reduce deforestation or to increase reforestation or afforestation.

3. How much funding to demand from the developed nations, who have pledged to create the Green Climate Fund to provide at least $100 billion/year by 2020 for developing countries to cut emissions and adapt.

Context

The scientific consensus on climate is clear: over 97% of climate scientists agree that climate change is happening, that it is caused primarily by use of fossil fuels, and that the impacts could be devastating. We understand the importance of addressing climate change, but our top priority is to raise the average standard of living, which is far less than that in developed nations. Our economies are growing fast, and we are becoming more powerful.

Public Opinion

Public opinion about climate change in our countries is mixed, with climate change ranking very low as a concern in China, but much higher in India, Brazil, and elsewhere. Generally, however, the public in our countries believes climate change is real and that human activity contributes significantly to it.

Opportunities

A shift away from fossil fuels and towards clean energy would improve air quality, which in some regions is affecting public health and even creating political unrest. Our rapid economic growth may enable us to build clean energy infrastructure and leverage clean energy business opportunities.

Forests and land use

We have an opportunity to make reductions in emissions from deforestation and land degradation (REDD). Most of the world’s remaining tropical forests are in developing countries, where, unfortunately, there is substantial deforestation occurring. Programs to protect forests can reduce global emissions and could be paid for by wealthy nations. On the reverse of this page you will find some data that may be helpful in your negotiations.

National Action

We are finding ways to make some contributions to addressing climate change. China is exploring carbon markets and recently pledged to peak its emissions by around 2030. Meanwhile, Mexico has also made a commitment to reduce emissions by 25% below their baseline emissions in 2030. Other countries are developing plans, but our priority must be to lift our people out of poverty. We are prepared to do what we can, but the rich nations must agree to significant action, commensurate with their past contributions to this problem. We will not pay the price for their past emissions.
The developed nations fear that our economic development and growth will make climate and environmental problems worse and threaten their prosperity. Expect them to use a climate agreement to slow our growth, limit markets for our products, and constrain our growing influence around the world.

The developed nations created the climate crisis and must take responsibility for their past actions. They used cheap fossil fuel energy to build their economies and enrich their populations, often by exploiting our people and natural resources. They will demand that we cut our emissions before we have had the chance to reach the level of economic development they now enjoy. We will do our share, but the rich nations must agree to stronger action, commensurate with their past contribution to the problem. They must provide the financing and technology we need to develop our economies with cleaner energy.

Point out that climate change will hurt developed nations, so they should see it in their self-interest to do more. For example, the US National Climate Assessment shows that climate change is harming all 50 states today, and without large emissions reductions, the damage will become far more severe.

**Global Landscape**

**CO₂ Emissions from Fossil Fuels and Cement**

- GDP per person in the developed countries is more than seven times higher than in developing countries.
- CO₂ emissions per capita in the US, EU, and other developed countries are far higher than emissions in the developing countries.
- China, India, and other developing countries are home to 81% of the world’s population, but only 35% of the world’s wealth and 29% of the world’s cumulative emissions.

Approximately three-quarters of the total CO₂ released by burning fossil fuels since the start of the Industrial Revolution came from the developed nations.

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Developed by Climate Interactive, MIT Sloan, and the UML Climate Change Initiative. Updated: Oct 2016
Goals

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3. How much funding to demand from the developed nations, who have pledged to create the Green Climate Fund to provide at least $100 billion/year by 2020 for developing countries to cut emissions and adapt.

Context

The scientific consensus on climate is clear: over 97% of climate scientists agree that climate change is happening, that it is caused primarily by use of fossil fuels, and that the impacts could be devastating. We are highly vulnerable to the drought, disease, flooding, declining agricultural productivity, and ecological disruption caused by climate change. Our survival is at stake and, though other nations may forget, the agreement in Paris sets out a goal of limiting warming to 1.5°C, which we worked hard to ensure was included. As some of the poorest nations of the world, we do not have the resources to fund the needed investments in clean energy technology to reduce our emissions or even to adapt to climate change right now. Therefore, taking bold action is hard to imagine.

Public Opinion

There is rising public concern about climate change as people witness its effects first hand. We know that without action we will be most adversely affected by climate change: sea level rise will displace hundreds of millions of our people, and some nations, such as low-lying islands, will be lost entirely. Our people want to live in a healthy environment where they are able to feed, clothe, and house their families, have a chance for a decent job, and have access to the healthcare the rich nations enjoy.

Forests and land use

We have an opportunity to make reductions in emissions from deforestation and land degradation (REDD). Most of the world’s remaining tropical forests are in developing countries, where, unfortunately, there is substantial deforestation occurring. Programs to protect forests can reduce global emissions and could be paid for by wealthy nations. On the reverse of this page you will find some data that may be helpful in your negotiations.

National Action

Above all we must defend our ability to develop and lift our people out of poverty. We are prepared to do what we can to cut our greenhouse gas emissions and all but a few countries have made pledges to the UN to address climate change. Most of these pledges do not include a plan to peak emissions yet, but are offers to grow our greenhouse gas emissions at a slower rate until 2030. The rich nations of the world must agree to more significant action commensurate with their past contributions to the problem. We will not continue to pay the price for their past emissions.
Global Landscape

- The developed nations will pressure us to reduce our emissions, which are growing faster than theirs. However, their emissions per person are far higher than ours. For example, US emissions per person are an astounding 400 times higher than those in Mali.
- The developed nations of the world created the climate crisis and must take responsibility for their past actions. They used fossil fuels to build their economies and enrich their populations, often by exploiting our people and natural resources. They will demand that we cut our emissions before we have the chance to reach anything close to the level of economic development they now enjoy.

CO₂ Emissions from Fossil Fuels and Cement

Approximately three-quarters of the total CO₂ released by burning fossil fuels since the start of the Industrial Revolution came from the developed nations.

Sweden sustained annual emissions reductions of 4.5% to reduce their dependence on oil (1976-1986). France and Belgium saw similar reductions around this time. Otherwise, most significant historical emission reductions have come from financial or political crises. According to UNEP, a 3.5% annual reduction rate is extremely ambitious.

GDP per person in the developed countries is more than seven times higher than in developing countries.

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China, India, and other developing countries are home to 81% of the world’s population, but only 35% of the world’s wealth and 29% of the world’s cumulative emissions.
To: US Cities and States at United Nations World Climate Summit
Subject: Strategy Briefing

Goals

You are attending the UN conference as a representative of the more than 200 cities and states in the U.S. that have pledged to reduce greenhouse gas emissions in line with the Paris Agreement. You have no official standing in the negotiations—you can only create results via your influence on the official parties. Unlike other groups, however, you are not beholden to vested interests and are free to advocate for policies to swiftly and effectively address climate change. Throughout the conference, strive to use your influence to:

1. Persuade the U.S. government to set strong targets to reduce greenhouse gas emissions.
2. Show other parties (e.g., China, the EU, etc.) that despite current U.S. federal policy, many Americans are committed to ambitious climate action—both emission reductions and financial contributions. Highlight the work you are doing at the state and city level helping to solve the problem, with the goal of persuading them to increase their emission cuts and contributions to the Green Climate Fund, and to put pressure on the US to do the same.

Context

At the 2015 UN climate negotiations in Paris, nations agreed to a goal of limiting global warming to “well below 2°C above pre-industrial levels and pursuing efforts to limit the temperature increase to 1.5°C above pre-industrial levels.” The scientific consensus on climate is clear: over 97% of climate scientists agree that climate change is happening, that it is caused primarily by use of fossil fuels, and that the impacts could be devastating. US government research has shown that climate change is harming all 50 states today and that without dramatic reductions in global emissions, the damage will become far more severe.

Subnational Actions

The states and cities we represent are already committed to action on climate change. Some examples:

- Led by the Governor of California, the Under2MOU coalition of 176 cities and states have committed to reduce their emissions 80% below 1990 levels by 2050.
- Nine northeast U.S. states are successfully reducing their greenhouse gas emissions while growing their economies under a regional carbon pricing system.
- From Atlanta, Georgia, to San Diego, California, over 25 U.S. cities have committed to using 100% renewable energy before mid-century.
- The city of Seattle voted to contribute to the UN Green Climate Fund.

Scale

- You represent governments presiding over more than half the US population and responsible for 39% of US emissions.
- Your states’ combined GDP is over $6.7 trillion/year—larger than that of Japan, the world’s 4th largest national economy.

Motivation

Evidence shows there are many benefits to taking action on climate change that extend to people’s health, jobs, and the economy. For example:

- Particulates from fossil-fuel-driven power plants are estimated to trigger over 600,000 asthma attacks in the US. Less fossil fuel use means less asthma.
- Replacing all coal-powered electricity in the US with solar power would save 52,000 lives per year, which is more than the number of people employed by the coal industry.
- A study in New York City showed that asthma prevalence was 29% lower in neighborhoods with the most trees.
- Renewable energy and low carbon initiatives generate more jobs than fossil fuels. One study estimated that a policy to produce 30% of electricity through renewable energy and increase energy efficiency throughout the US would generate over 4 million jobs by 2030.
Public Opinion

A majority of the public in the US believes climate change is real and that human activity contributes significantly to it. Most support policies that could be implemented to address climate change but oppose those actions that raise the cost of living.

CO₂ Emissions from Fossil Fuels and Cement

While cumulative emissions so far have been higher in the developed countries (i.e., the US, EU, and other developed countries), the growth of population, GDP per person, and emissions in the developing nations far outpaces growth in the developed countries. Under business-as-usual assumptions, cumulative emissions of all developed countries (US, EU, and other developed) are expected to fall to 37% of total by 2100.

Developed by Climate Interactive, MIT Sloan, and the UML Climate Change Initiative. Updated: June 2017
Goals

You are attending the upcoming UN conference on climate change to advocate for the environment, for social justice, and for future generations. You work within the growing climate movement, which includes nongovernmental organizations (NGOs) that help shape global policy and support negotiators but also includes activists who are quick to use their voice and whatever means they have to non-violently advance their goals.

- Your goal is to promote the strongest possible agreement to limit greenhouse gas emissions, starting immediately, that is fair and equitable to the most vulnerable. At the 2015 UN climate negotiations in Paris, nations agreed to a goal of limiting global warming to “well below 2°C above pre-industrial levels and pursuing efforts to limit the temperature increase to 1.5°C above pre-industrial levels.”

Context

The scientific consensus is clear: over 97% of climate scientists agree that climate change is happening, that it is caused by human activities that produce greenhouse gases, like burning fossil fuels, and that the impacts could be devastating to civilization. Already we can see the impacts, and we know that without immediate action to reduce emissions from fossil fuels and other sources, the poor, today’s young people, and future generations will suffer disproportionately. Despite the resistance you might meet from other groups, you know that it is in their best interest to take bold action. Increasingly, religious and civic leaders are calling for action on moral grounds, and marches across the world have drawn over half a million people. With every delay and continued reliance on fossil fuels, it becomes more expensive to make the necessary transition with the time we have.

Opportunities

Climate change poses both opportunities and risks to the industry. Climate change itself is making vast oil and gas reserves in the Arctic accessible as the Arctic ice melts. Nearly one-quarter of the Earth’s remaining oil and gas reserves are in this region.

Public Opinion

Fortunately, a majority of the public already believes climate change is real and that human activities contribute significantly to it. Most support some level of action to limit climate change. However, the public in most developed countries fails to grasp the scale and urgency of action needed, and climate change ranks near the bottom of their priorities. Meanwhile, many in developing nations blame wealthier nations for causing climate change and underestimate the role of the developing world in current and projected emissions.

Actions

As NGOs, you do not have the power to implement policies or make large financial investments that control the energy infrastructure of the global economy. However, unlike the other groups, you are not beholden to vested interests and are free to advocate for policies to swiftly and effectively address climate change. Through whatever means necessary you should:

- Make the scientific, economic, and moral case for action clear to other delegates.
- Emphasize the need for collective action over self-interest: we all share the Earth as our home and action by all nations is needed to reach our common climate goals.
- Ensure that the voice of the most vulnerable people in all countries is heard: the poor, the young, and future generations will disproportionately suffer impacts and have done little to cause this problem. If possible, align yourself with others that support the rights of these groups.

Global Landscape

The fossil fuel industry has profited enormously from actions that, ultimately, threaten human society. They wield power and money, which they will use to influence delegates. Despite this power, creative, clear, and effective communication that speaks to the multiple economic and health benefits of climate action, as well as the moral choice that climate action represents could win hearts and minds.

CO₂ Emissions from Fossil Fuels and Cement

China is the world’s largest emitter of CO₂. Without action, developing countries’ emissions from fossil fuels are projected to more than triple by 2100.

Sweden sustained annual emissions reductions of 4.5% to reduce their dependence on oil (1976-1986). France and Belgium saw similar reductions around this time. Otherwise, most significant historical emission reductions have come from financial or political crises. According to UNEP, a 3.5% annual reduction rate is extremely ambitious.

GDP per person (2010 US Dollars)

China, India, and other developing countries are home to 81% of the world’s population, but only 35% of the world’s wealth and 29% of the world’s cumulative emissions.

CO₂ emissions per person in the US, EU, and other developed countries are far higher than emissions in the developing countries (i.e., India, and other developing countries). With less than 5% of the world’s population, the US alone generates 15% of global emissions.

Developed by Climate Interactive, MIT Sloan, and the UML Climate Change Initiative. Updated: Oct 2016
To: Fossil Fuel Industry Lobby at United Nations World Climate Summit
Subject: Briefing on Lobbying Goals

Goals

You have been hired to represent the fossil fuel industries at the upcoming climate change negotiations. At the 2015 UN climate negotiations in Paris, nations agreed to a goal of limiting global warming to “well below 2°C” compared to preindustrial levels.

- Your goal is to prevent agreements to limit fossil fuel use, or at least to weaken and delay any such action in order to protect the interests of fossil fuel companies, their shareholders, and their employees.

Context

The fossil fuel industry can no longer argue that climate change is not happening or that fossil fuel combustion plays no role in it. These arguments are no longer credible in view of the immense body of scientific knowledge generated by scientists around the world. However, the world economy today depends on fossil fuels and limiting their use could be costly to consumers and threaten the existence of your industry.

Opportunities

Climate change poses both opportunities and risks to the industry. Climate change itself is making vast oil and gas reserves in the Arctic accessible as the Arctic ice melts. Nearly one-quarter of the Earth’s remaining oil and gas reserves are in this region.

Risks

If the UN succeeds in implementing policy to meet its climate goals, most of the world’s remaining fossil fuel reserves must be left in the ground. The companies you represent have already invested US$27 trillion in finding and exploiting these resources. If left unused, these vast investments would become stranded assets, never generating return to shareholders or national governments. Carbon capture and storage (CCS) technology offers a way to store emissions underground, but this technology is still being developed and may not be able to scale quickly enough to make the needed impact.

Industry Action

Above all, our actions must ensure our companies remain profitable. We are a powerful supporter of energy research and think tanks who are sympathetic to our cause. Similarly, they can be leveraged to support political leaders who understand the jobs and economic activity our industry generates.

Public Action

A majority of the public believes climate change is real and that human activity contributes significantly to it. Many people also support policies that could be implemented to address climate change, as long as they don’t raise the cost of energy. However, climate change ranks near the bottom of most people’s priorities, behind the economy, jobs, education, and national security. In many places we have carried out a concerted public relations campaign suggesting that there is uncertainty, that scientists disagree, and that the risks are exaggerated. We have succeeded in limiting public understanding of the threats and have stalled effective action, especially by key developed countries such as the US.

Strategy

Seek private meetings with delegates and remind them of the gains they stand to make by exploiting their own nation’s rich fossil fuel reserves. Try to sow discord between developing and developed nations. China and the US are now the world’s number one and number two emitters of CO$_2$ and greenhouse gases. In your meetings with developed nations representatives, emphasize that taxing fossil energy could hurt their competitiveness. In your meetings with China, India and the developing nations, argue that limiting their emissions could make them less competitive and keep their populations in poverty. Argue that fossil fuels are essential to development and prosperity. You should also argue that policies to prevent deforestation or to foster afforestation can be used instead of limiting fossil fuel use. Finally, lobby to ensure that the industry is compensated for its investment in stranded assets if any actions are taken to limit access to fossil fuel reserves.

CO$_2$ Emissions from Fossil Fuels and Cement

While cumulative emissions so far have been higher in the developed countries (i.e., the US, EU, and other developed countries), the growth of population, GDP per person, and emissions in the developing nations far outpaces growth in the developed countries. Under business-as-usual assumptions, cumulative emissions of all developed countries (US, EU, and other developed) are expected to fall to 37% of total by 2100.

Since 1980, emissions per person have risen dramatically in China and India (by 391% and 285%, respectively) but have fallen in the US and Europe (by 20% and 26%, respectively).

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