



# Trainings on influencing financiers, companies and governments

# How to achieve sustainable transitions?

The irresponsible patterns in which the global community produces, processes, and consumes natural resources and distributes the wealth and well-being derived from these resources are destroying biodiversity, the environment, and the climate.

At the same time, they also drive armed conflicts, displacements and human rights violations, destabilise societies, exploit workers and exacerbate social inequality. To advance sustainability and social justice, many stakeholders need to change course: governments, regulators, companies, financial institutions, and consumers, to name some of the crucial actors. For all of them, transitioning is difficult and inhibited by existing rules and regulations, engrained habits and practices, outdated technologies, and vested interests.

In these complex dynamics, as a civil society organisation, trade union or public authority you want to identify effective strategies or policy proposals - whether your objectives are related to the environment, human rights, tax justice or animal welfare. The trainings offered by Profundo will support you with this challenge by increasing your understanding of how important corporate, financial and government actors operate and how they can be influenced to advance sustainability and social justice. With this knowledge, you can exert influence where it is most effective.

Profundo's trainings draw on 25 years of experience with more than 2,000 research, advice and training projects for over 350 clients across the world. Our projects cover a broad range of sustainability themes, from climate change to biodiversity, from conflicts over land or water to corruption and tax avoidance. In our research work, we consider important cross-cutting issues like human and labour rights, gender equality, migration, and health. Over the years we have analysed a broad variety of economic sectors, including the finance, energy, agriculture, livestock, forestry, fisheries, garments, transport, plastics and services industries, and our research has covered almost any country in the world.



# Our training approach

Through a combination of theory and practice, case studies, and interactive exercises, our trainings will help participants to get up to speed about the topic at stake.

Whether you want to deepen your understanding of sustainability issues or economic sectors, influence policymaking, or hold stakeholders accountable, Profundo's trainings provide the knowledge and skills you need to drive impactful change.

Trainings will always be tailored to the corporate and political landscape the participants have to deal with. We present real-life cases customised to the national or regional context to illustrate (international) trends and to build interactive exercises around. Depending on your needs, we can further customise the contents of each training.

Trainings can be given in-person, on one day or on two consecutive days. But we can also give them online, divided into a number of interactive sessions of 1 to 2 hours spread over different dates.

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# For whom?

Our trainings are designed for professionals working at organisations committed to advancing sustainability and social justice. These include:

- Civil society organisations (NGOs)
- Trade unions
- Government departments and agencies
- Multilateral organisations
- Research institutes and universities
- Philanthropic foundations
- Media organisations
- Voluntary sustainability initiatives
- Industry organisations



# Finance and sustainability

Training  
theme 1

## Understanding how finance can drive corporate change

Understand the foundational concepts of finance, the different types of financial institutions (such as banks, pension funds, insurers and asset managers) and the intersection between finance and sustainability. Learn the language of finance and explore how you can effectively influence financial institutions to limit climate change, promote labour rights, or stimulate companies to give more attention to other sustainability topics.

## Designing responsible investment and credit policies

Understand what international standards and best practices can be followed by banks and investors to develop good policies that promote responsible investment and credit practices. This training can be customised to your focus topic or sector: mining, climate change, human rights, garments, livestock, or biodiversity, among others.

## Sustainability in financial regulations

Increasingly, central banks and other regulators see the importance of financial institutions acting on sustainability issues, especially climate change and biodiversity, while they are starting to look at labour issues and human rights as well. Understand the trends and best practices in financial regulations and taxonomies worldwide, compare them to the regulatory framework in your country and look for opportunities for improvement.

## Developing impactful case studies

Case studies can be a powerful tool to hold banks and investors to account. Learn what the characteristics and elements of an impactful case study are, how you can develop it with the support of research professionals and how you can use it in your campaigning and lobbying work.



# Holding corporate power to account

## Training theme 2

### The landscape of CSR disclosure frameworks

Dive into the world of corporate social responsibility (CSR) disclosure and due diligence frameworks, both mandatory and voluntary, such as TCFD, CSRD, GRI, ISSB, TNFD, CSDDD, etc. Understand what these disclosure frameworks expect of corporates in the sectors you are focusing on, learn about their limitations, and question what is needed to ensure this disclosure frameworks drive changes in the real economy.

### Researching companies for social justice

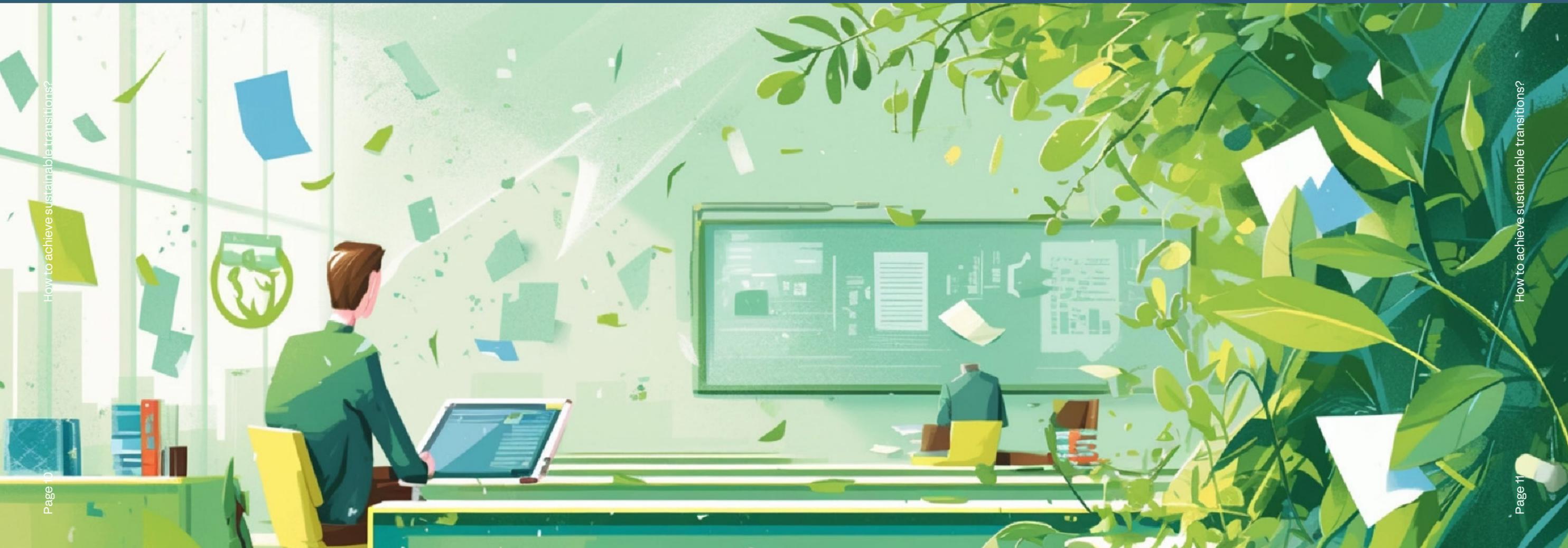
Equip yourself with the skills to investigate and report on corporate sustainability issues. Understand methodologies for uncovering and highlighting the social justice impacts of corporate activities. Learn how to collect data from public sources, databases and interviews with workers and other stakeholders.

### Privatisation of public services

Public services, such as healthcare, water supply, education, child care and public transport, are privatised across the world, with strong impacts on accessibility, service quality, remunerations and social equality. Understand which companies and financiers are behind these privatisations and explore how they could be influenced.

### Carbon and biodiversity offsets

Many companies circumvent their direct responsibility regarding the climate and biodiversity by financing carbon and biodiversity “offsetting” projects in the global South. However, carbon offset credits undermine meaningful climate action, and often violate the rights of local communities and threaten their livelihoods. Learn about the origin of the voluntary carbon market, its purpose and its current limitations. And explore what can be done to avoid the negative social impacts of offsetting projects.



# International commodity supply chains

Training  
theme 3

## Understanding international commodity supply chains

Examine how international commodity supply chains are organised. Explore the power relations in these chains, the market dynamics and the impact of government regulations like EUDR, which impact entire value chains. Understand how to promote fair labour practices, biodiversity protection and other sustainability objectives throughout the supply chain.

## Women and migrants in supply chains

Investigate which role women and migrants play in many international commodity supply chains. Learn about gendered impacts and gendered approaches to analyse the sustainability of supply chains. And examine what different stakeholders can do to improve the working conditions and ensure a fair compensation for vulnerable groups in international supply chains.

## Profit distribution in international supply chains

Only a small proportion of the profits of internationally traded commodities benefits the primary producers, often smallholders and workers in the global South. This is why midstream companies, like traders, and downstream companies, like brand manufacturers and retailers, should play a crucial role in achieving equitable change. Explore how the analysis of the profit distribution in international supply chains can support you to challenge unfair divisions of income and power.

## Exposing tax avoidance

To be able to offer education, healthcare, sanitation and all the other basic needs included in the Sustainable Development Goals (SDGs), governments need tax income. But many companies use shady corporate structures, transfer pricing and other international schemes to avoid taxes. Explore how tax avoiders operate, what you can do to expose them and what kind of policies could ensure that they pay their fair share in the countries in which they operate.



# Public policies and transitions

Training  
theme 4

## Just Energy Transitions

To limit climate change, a radical global transition towards renewable energy sources is required. But this transition has important social consequences, for workers, consumers and local communities. Understand what is required in your national or regional context to make the energy transition “just” and learn about policies and practices that would ensure equity and inclusivity in this transition.

## Influencing EU policies

Navigate the complex landscape of policymaking in the European Union, the tri-partite decision-making structure, the consultation bodies and the influence of lobbyists. Learn how to effectively advocate for sustainable practices within the EU framework and drive systemic change.

## The protein transition

A global dietary shift away from animal proteins towards plant-based proteins is urgently needed, to limit climate change and avoid further deforestation. The benefits would be enormous, also in terms of human health and animal welfare. Learn why this transition is inhibited not just by cultural factors, but also by the interests of large agribusinesses and their financiers, which have an unhealthy grip on government policies across the world.



All trainings will be customised to your needs and your national or regional context. Trainings on other topics can be developed as well, let us know what you are looking for!

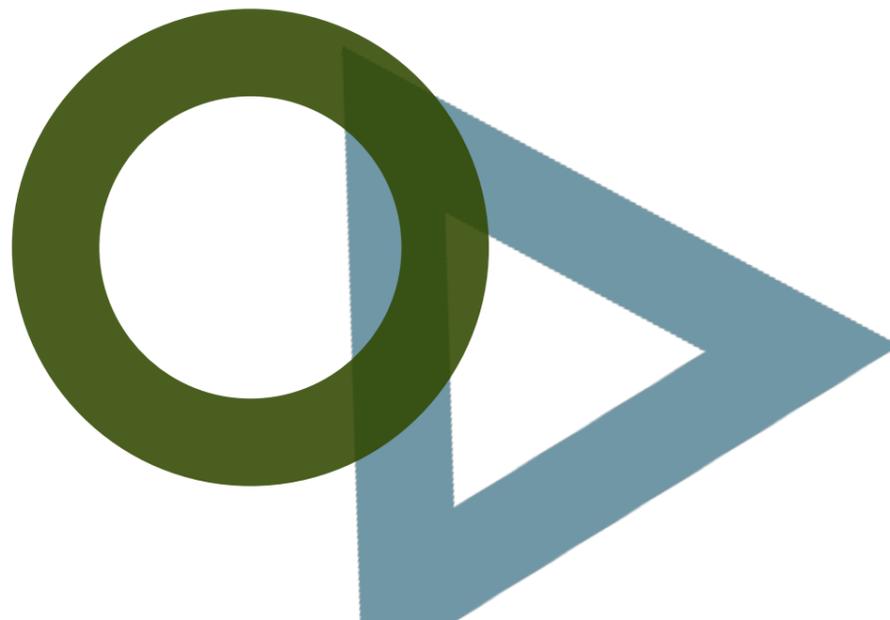


# The trainers

Depending on the topic, each training will be provided by one or two members of our team.

Profundo has a multi-disciplinary and multicultural team of over 20 experts from 11 countries. Our team members bring with them diverse backgrounds and expertise in environmental sciences, finance, economics, public policy, and law.

For more information see our website



**Pavel Boev**  
Researcher Supply Chains and Financial Regulation



**Estela Casajuana**  
Senior Researcher Migration and Human Rights



**Barbara Kuepper**  
Senior Researcher Sustainable Supply Chains



**Juliette Laplane**  
Senior Policy Researcher



**Diana Quiroz**  
Senior Field Researcher



**Jurany Ramirez**  
Policy Researcher



**Gerard Rijk**  
Senior Equity Analyst



**Ward Warmerdam**  
Senior Financial Researcher



**Jan Willem van Gelder**  
Director and Founder

# Our experience

In the past five years, we gave in-person and online trainings for many organisations, including:

350 Africa    Amnesty International    BankTrack    Censat

Centre for Environmental Rights    Fair Finance Asia    Fair Finance International

Forests & Finance    Friends of the Earth    Global Canopy

Global Witness    IDEALS (Philippines)

Indus Consortium for Humanitarian, Environmental & Development Initiatives

International Rivers    Lithuanian Consumers Alliance

Office of the UN High Commissioner on Human Rights    Oxfam

PAX    Prakarsa    Publish What You Pay    Sahabat Alam Malaysia

Sal Forest    TuK Indonesia    Urgewald    Walhi    World Animal Protection

WWF

Trainings were given to audiences in the following countries:



# Organisation and costs

Our trainings are always organised in partnership with your organisation.

The **contents** are customised to the needs of your organisation and your national or regional context. It will be your responsibility to organise the logistics and invite participants: from your own organisation, from organisations you collaborate with or from other stakeholders (e.g. banks or regulators) you want to engage with.

The **budget** for a training depends on topic and on how much customisation is needed. If you are interested in a training, please **get in touch to discuss the contents and the budget in more detail**.

# What participants said

*“We will use the new learnings in the creation of a space to influence public policies related to beneficiaries in our projects.”*

Training in Bolivia, September 2022

*“Both trainers were clear, professional, and demonstrated mastery in the assessment topics.”*

Training in the Netherlands, March 2024

*“The comprehensive content and practical examples have greatly improved Thai CSOs’ capacity to advocate for responsible banking practices. We are now better equipped to influence the financial sector towards enhanced ESG performance.”*

Training in Thailand, November 2023

*“The concrete examples provided by the trainer contributed a lot to understanding a complex topic.”*

Training in Colombia, October 2022

*“I am now a big fan of Profundo which provides an insightful touch of learning on ESG and human rights standards.”*

Training in Pakistan, May 2023



# Get in touch

Let's get in touch and discuss a training that suits your organisation's needs. Please send an email to Jan Willem van Gelder.

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# Profundo