

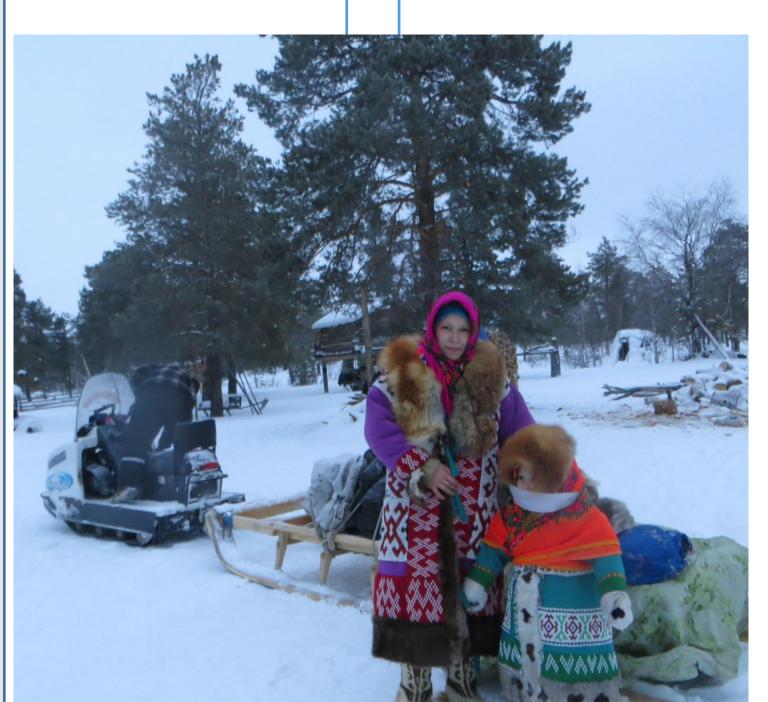
The research provides an insight into various modes of benefit sharing agreements between oil companies and indigenous people in three Russian regions (Nenets Autonomous Okrug, Khanty-Mansi Autonomous Okrug, Sakhalin). It based on qualitative methodology, involving semi-structured interviews, participant observation and document analysis.

The study examines factors that influence benefit sharing arrangements such as regional specifics, dependency from international investors, corporate policies, and the level of local community organization. It analyses what instruments of benefit sharing turn out to be most favorable for indigenous communities and why.

THEORETICAL FRAMEWORK

- According to the research in Russia three ideal types of modes of benefit sharing arrangements can be determined:
- The **paternalistic mode** is characterized by a hierarchical way of interaction, which implies a patron and clients.
- The partnership mode suggests equal opportunities for dialogue and decision-making for all sides involved.
- The company centered social responsibility mode aims to raise investment attractiveness and productive efficiency of the company, supporting its image as a socially responsible actor at the markets.

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FINDINGS

In NAO and KMAO we observed the mixture of paternalism with company centered social responsibility mode. The key role on distribution of funds are played by regional authorities and companies, which reproduce Soviet and post-Soviet experience.

The Sakhalin Island, is a peculiar case, where the consortium operators are building relations with indigenous communities on the base of partnership. The major difference is that in NAO and KMAO benefit sharing arrangements are mostly compensatory, while on Sakhalin Island oil consortium operators develop mechanisms for adaptation of indigenous people to market economy.

