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# **UNCTAD-ISAR Workshop on the Future Direction of the Corporate Reporting Model**

Monday, 13th October 2014  
Room XXVI, Palais des Nations, Geneva

Workshop material:

***Issues, good practices and main challenges of preparing  
reports on sustainable development issues***

Presented by

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External Affairs Director  
True Price

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# Introduction True Pricing

Presented at the UNCTAD Workshop on the Future Direction of Corporate Reporting Models by Michel Scholte, External Affairs Director True Price

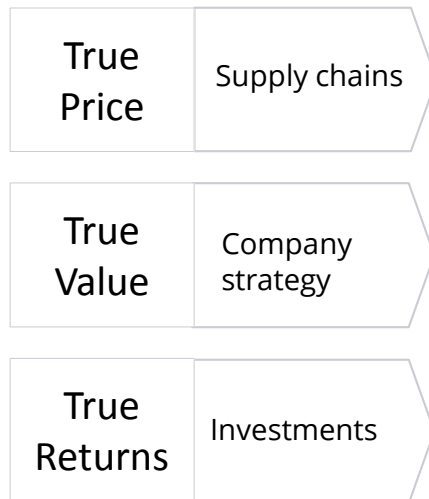
Geneva, October 13 2014



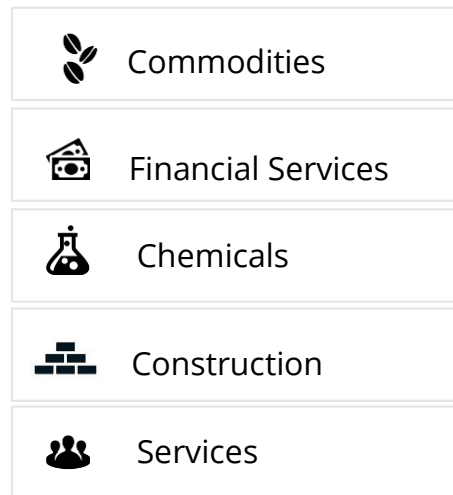
# True Price Research

Help organizations deliver products and services that are more profitable, more sustainable and more valuable to society

## Research



## Areas of expertise



## Clients (e.g.)



# True Price Platform

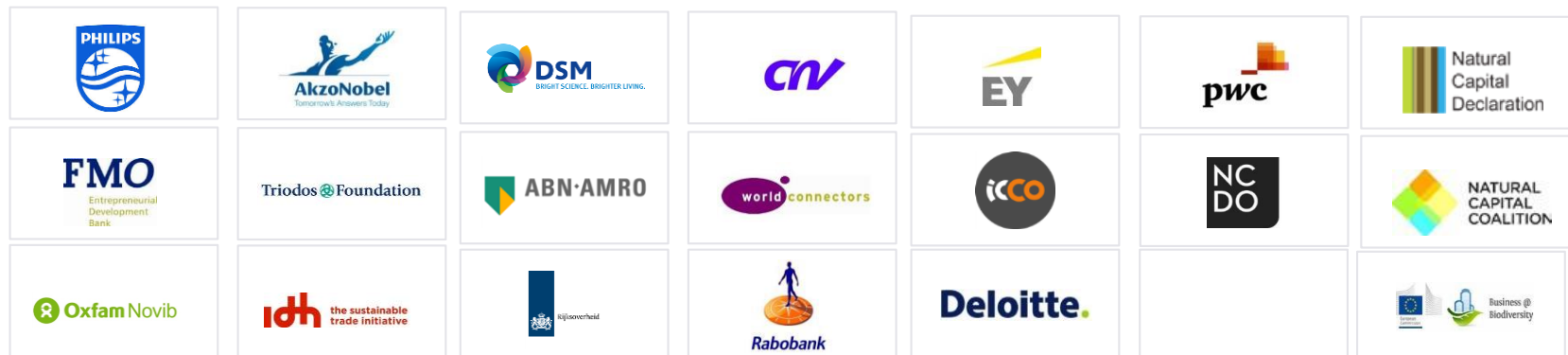
Develop open source methods for impact measurement that are relevant, sound and inclusive

Why?

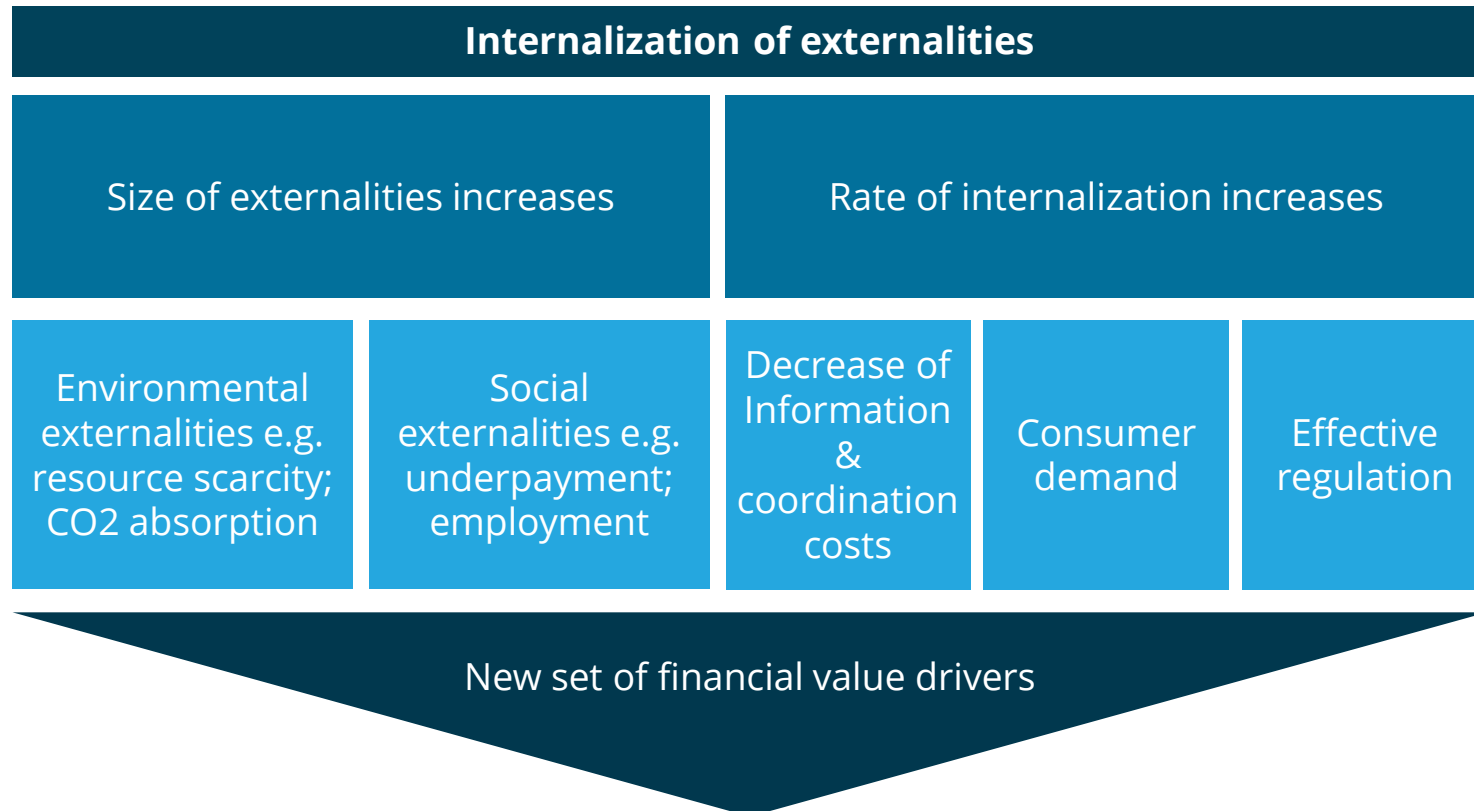


What?

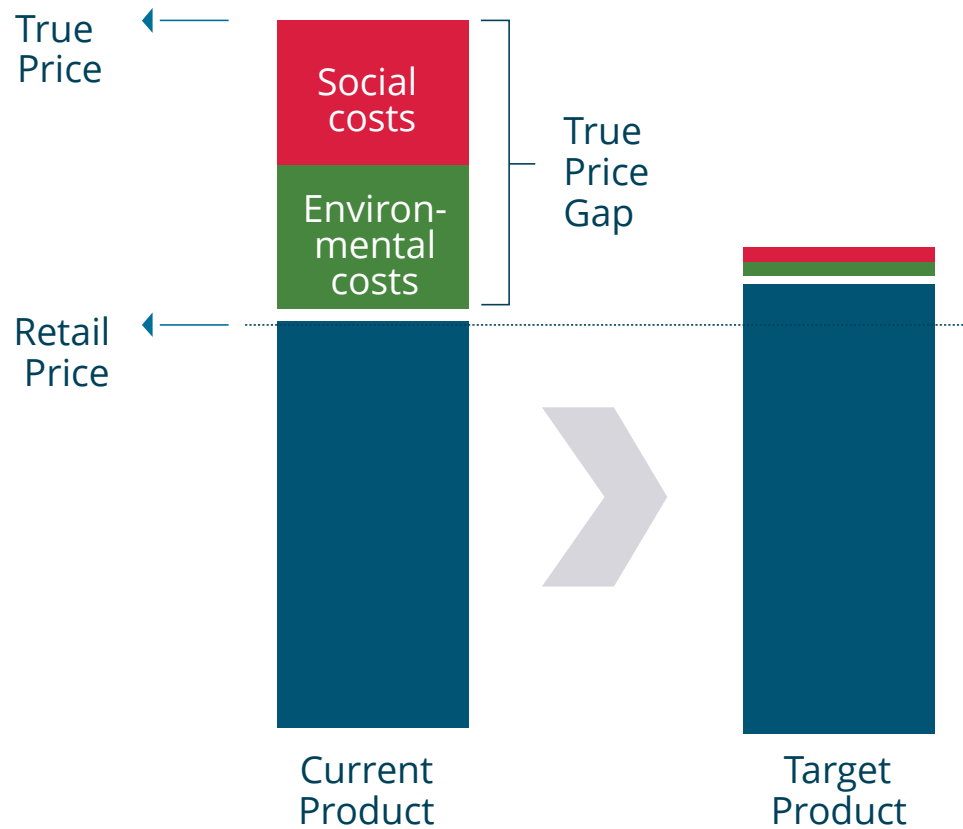
How?



# Internalization of externalities is unavoidable



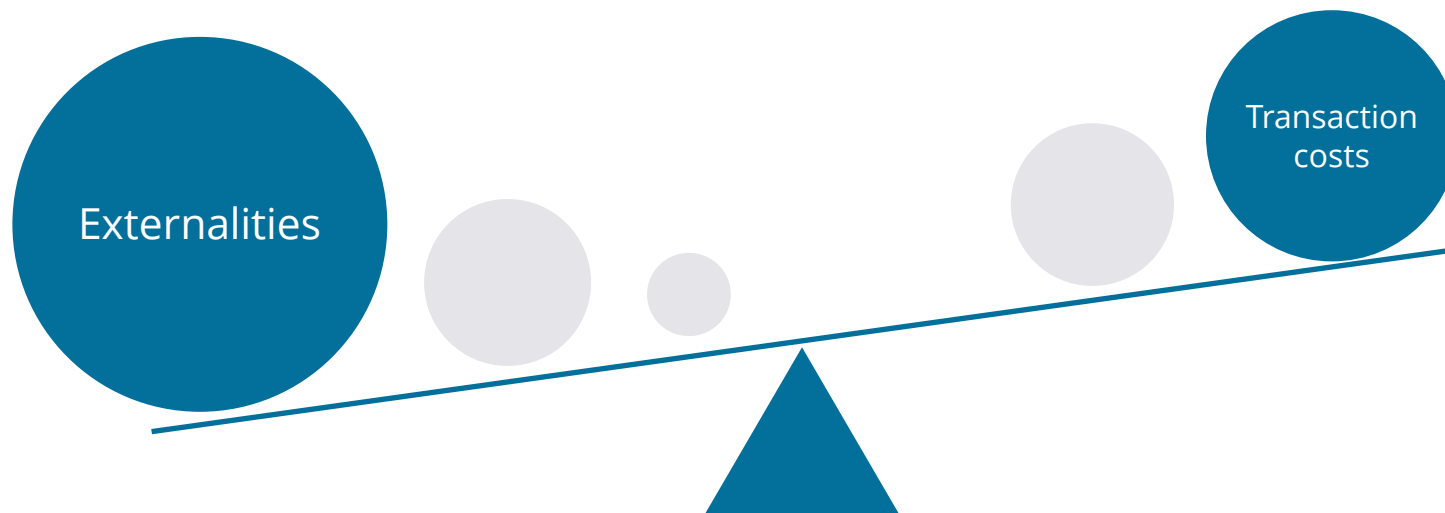
# True Pricing: Sustainable supply chains



# Size externalities and transaction costs should affect policy balance






Benefits of policy intervention

Costs of policy intervention








# Reporting should facilitate internalization by decreasing transaction costs

## Decreasing transaction costs

-  More publicly available information
-  Higher quality of information
-  Public norms for information
-  Shared norms for information
-  Communities around shared issues

## Increasing transaction costs

-  Information overload
-  Higher reporting costs
-  Higher costs of understanding
-  Conflicting norms for information
-  Conflict and politics around issues

Other purpose:  
Thinking?

X Thinking



X Reporting

or

X Thinking



X Reporting



# Thank you



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